

Curriculum Vitae
Roberto A. Weber

Department of Social and Decision Sciences
Carnegie Mellon University
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PRIMARY ACADEMIC APPOINTMENTS

Professor of Economics, Department of Economics, University of Zurich (2011-present)

Professor of Economics and Social and Decision Sciences, Department of Social and Decision Sciences, Carnegie Mellon University (2010-2011).

Associate Professor (with tenure) of Economics and Social and Decision Sciences, Department of Social and Decision Sciences, Carnegie Mellon University (2007-2010).

Associate Professor of Economics and Social and Decision Sciences, Department of Social and Decision Sciences, Carnegie Mellon University (2005-2007).

Assistant Professor of Economics and Social and Decision Sciences, Department of Social and Decision Sciences, Carnegie Mellon University (1999-2005).

OTHER APPOINTMENTS

Fellow, CESifo Research Network, Munich (2011-present)

Faculty Appointment by Courtesy, Tepper School of Business, Carnegie Mellon University (1999-2011).

Affiliated Faculty, Pittsburgh Experimental Economics Laboratory (PEEL), University of Pittsburgh (2001-2011).

Affiliated Faculty, Center for Behavioral Decision Research (CBDR), Carnegie Mellon University (2005-2011).

Visiting Researcher, Institute for Economic Analysis, Bellaterra, Spain (2006).

EDUCATION

California Institute of Technology, Division of Humanities and Social Sciences. Ph.D., 2000 (Social Science). Thesis: Interdependence in Laboratory Groups and Organizations. Committee: Colin Camerer (Chair), Richard McKelvey, Thomas Palfrey, David Grether.

California Institute of Technology, Division of Humanities and Social Sciences. MS, 1996 (Social Science).

Texas A&M University. BA, 1994 (Economics).

PEER-REVIEWED PUBLICATIONS

Edward P. Lazear, Ulrike Malmendier and Roberto A. Weber. (forthcoming). "Sorting in experiments with application to social preferences." *American Economic Journal: Applied Economics*.

John Hamman, Jonathan Woon and Roberto A. Weber. (forthcoming). "An experimental investigation of delegation, voting, and the provision of public goods." *American Journal of Political Science*.

Shimon Kogan, Anthony M. Kwasnica and Roberto A. Weber. (2011). "Coordination in the presences of asset markets." *The American Economic Review*, 101(2): 927-947.

John Hamman, George Loewenstein and Roberto A. Weber. (2010). "Self-interest through delegation: An additional rationale for the principal-agent relationship." *The American Economic Review*, 100(4): 1826-1846.

Emily Haisley and Roberto A. Weber. (2010). "Self-serving interpretations of ambiguity in other-regarding behavior." *Games and Economic Behavior*, 68(2): 634-645.

Scott Rick and Roberto A. Weber. (2010). "Meaningful learning and transfer of learning in games played repeatedly without feedback." *Games and Economic Behavior*., 68(2): 716-730.

Erin Krupka and Roberto A. Weber. (2009). "The focusing and informational effects of norms on pro-social behavior." *The Journal of Economic Psychology*, 30(3): 307-320.

Gary Hsieh, Robert Kraut, Scott E. Hudson and Roberto A. Weber, (2008) "Can markets help? Applying market mechanisms to improve synchronous communication." In *Proceedings of Computer Supported Cooperative Work (CSCW 2008)*: 535-544.

John Hamman, Scott Rick and Roberto A. Weber. (2007). "Solving coordination failure with 'all-or-none' group-level incentives." *Experimental Economics*, 10(3): 285-303.

John W. Patty and Roberto A. Weber. (2007). "Letting the good times roll: A theory of voter inference and experimental evidence." *Public Choice*, 130(3-4): 293-310.

Jason Dana, Roberto A. Weber and Jason Xi Kuang. (2007). "Exploiting 'moral wriggle room': Experiments demonstrating an illusory preference for fairness." *Economic Theory*, 33(1): 67-80.

Jason Xi Kuang, Roberto A. Weber and Jason Dana. (2007). "How effective is advice from interested parties? An experimental test using a pure coordination game" *Journal of Economic Behavior and Organization*, 62(4): 591-604.

- Roberto A. Weber. (2006). "Managing growth to achieve efficient coordination in large groups." *The American Economic Review*, 96(1):114-126.
- John W. Patty and Roberto A. Weber. (2006). "Agreeing to fight: An explanation of the 'Democratic Peace.'" *Politics, Philosophy & Economics*, 5(3):305-320.
- George Loewenstein, Don A. Moore and Roberto A. Weber. (2006). "Misperceiving the value of information in predicting the performance of others." *Experimental Economics*, 9(3):281-295.
- A condensed version of this paper appears as: George Loewenstein, Don A. Moore and Roberto A. Weber. (2003). "Paying \$1 to lose \$2: Misperceptions of the value of information in predicting the performance of others." *2003 Academy of Management Best Papers Proceedings*.
- Garrett Glasgow and Roberto A. Weber. (2005). "Is there a relationship between election outcomes and perceptions of personal economic well-being? A test using post-election economic expectations." *Electoral Studies*, 24(4):581-601.
- Roberto A. Weber, Colin Camerer and Marc Knez. (2004). "Timing and virtual observability in ultimatum bargaining and 'weak-link' coordination games." *Experimental Economics*, 7(1):25-48.
- Roberto A. Weber. (2003). "'Learning' with no feedback in a competitive guessing game." *Games and Economic Behavior*, 44(1):134-144.
- Roberto A. Weber and Colin Camerer. (2003). "Cultural conflict and merger failure: An experimental approach." *Management Science*, 49(4):400-415.
- Roberto A. Weber, Yuval Rottenstreich, Colin Camerer and Marc Knez. (2001). "The illusion of leadership: Misattribution of cause in coordination games." *Organization Science*, 12(5):582-598.
- Roberto A. Weber. (2001). "Behavior and learning in the 'dirty faces' game." *Experimental Economics*, 4(3):229-242.
- Richard McKelvey, Thomas Palfrey and Roberto A. Weber. (2000). "The effects of payoff magnitude and heterogeneity on behavior in 2x2 games with unique mixed strategy equilibria." *Journal of Economic Behavior & Organization*, 42(4):523-548.
- Colin Camerer and Roberto A. Weber. (1999). "The econometrics and behavioral economics of escalation of commitment in NBA draft choices." *Journal of Economic Behavior & Organization*, 39(1):59-82

INVITED PUBLICATIONS

- Jason Dana, George Loewenstein and Roberto A. Weber. (forthcoming). "Ethical immunity: How people violate their own moral standards without feeling they are doing so." In Ann E. Tenbrunsel and David De Cremer (Eds.), *Behavioral Ethics: Ideas on an Emerging Field*, Taylor & Francis.

- Scott Rick and Roberto A. Weber. (forthcoming). “Meaningful learning in economic games.” In Norbert M. Seel (Ed.), *Encyclopedia of the Sciences of Learning*, Springer.
- Colin Camerer and Roberto A. Weber. (2008). “Growing organizational culture in the laboratory.” In Charles R. Plott and Vernon L. Smith (Eds.), *Handbook of Experimental Economics Results*, Amsterdam, The Netherlands: Elsevier.
- Bill McEvily, Roberto A. Weber, Cristina Bicchieri and Violet Ho. (2006). “Can groups be trusted? An experimental study of collective trust.” In R. Bachmann and A. Zaheer (Eds.), *The Handbook of Trust Research*, Edward Elgar Publishing.
- Roberto A. Weber and Colin Camerer. (2006). “‘Behavioral’ experiments in economics” (Introduction to the special issue on behavioral economics). *Experimental Economics*, 9(3): 281-295.
- Roberto A. Weber and Robyn Dawes. (2005). “Behavioral economics.” In Neil Smelser and Richard Swedberg (Eds.), *Handbook of Economic Sociology*, Princeton, NJ: Princeton University Press.
- Roberto A. Weber. (2001). “A review of ‘Robert J. Aumann: Collected Papers.’” *Computational and Mathematical Organizational Theory*, 7(1): 63-68.
- George Loewenstein, Drazen Prelec and Roberto A. Weber. (1999). “What me worry? A psychological perspective on economic aspects of retirement” in Henry J. Aaron (Ed.), *Behavioral Dimensions of Retirement Economics*, Washington, D.C.: Brookings Institution Press.

WORKING PAPERS

- Roberto A. Weber, Bill McEvily and Joseph Radzevick. 2009. “Whom do you trust and how much does it cost? An experiment on the measurement of trust.”
- Edward P. Lazear, Ulrike Malmendier and Roberto A. Weber. 2010. “Sorting, prices, and social preferences.”
- Cynthia Cryder and Roberto A. Weber. 2010. “The sunny side of giving.”
- Sotiris Georganas, Paul J. Healy and Roberto A. Weber. 2010. “On the persistence of strategic sophistication.”
- Francesca Gino, Erin Krupka and Roberto A. Weber. 2010. “License to cheat: voluntary regulation and ethical behavior.”
- Andreas Blume, Peter Kriss and Roberto A. Weber. 2010. “The dog that did not bark: Pre-play communication with forgone costly messages.”
- Erin Krupka and Roberto A. Weber. 2009. “Why does dictator game sharing vary? Identifying social norms in the laboratory.”
- Timothy C. Salmon and Roberto A. Weber. 2009. “Maintaining efficiency while integrating entrants from lower-performing environments: An experimental study”

- Colin F. Camerer and Roberto A. Weber. 2007. "Experimental Organizational Economics." (Prepared for *The Handbook of Organizational Economics*, eds. R. Gibbons and J. Roberts).
- Scott Rick, Roberto A. Weber and Colin Camerer. 2006. "The effects of organizational structure and codes on the performance of laboratory 'firms.'"
- Rosemarie Nagel and Roberto A. Weber. 2006. "Implicit vs. explicit deception in bargaining with asymmetric information."
- Roberto A. Weber. 2002. "Organizational coordination: A game-theoretic view."

GRANTS AND AWARDS

- National Science Foundation. 2010-2011. Principal Investigator. "Workshop: The Future of Decision, Risk, and Management Sciences." \$89,235.
- National Science Foundation. 2010-2011. Principal Investigator in supervision of doctoral student Peter Kriss. "Doctoral Dissertation Research in DRMS: Costly Communication and Coordination in Organizations." \$6,894.
- Center for Analytical Research in Technology, Carnegie Mellon. Co-Principal Investigator (with Shimon Kogan and Don Moore). 2006-2007. "How Can Internal Markets Help Firms Make Better Decisions?" \$86,800.
- CyLab, Carnegie Mellon. 2005-2007. Principal Investigator. "Coordinated technology adoption and threat responses." \$27,790.
- National Science Foundation. 2004-2008. Co-Investigator (Principal Investigator: Baruch Fischhoff). "Integrating risk analysis and risk communication." \$600,000.
- Center for Organizational Learning and Innovation, Carnegie Mellon. Principal Investigator. 2004. "Reflective learning and transfer of learning in games." \$6,780.
- Russell Sage Foundation. Co-Principal Investigator (with Robert Slonim). 2004. "Workshop on New and Alternative Directions for Learning." \$11,820.
- Berkman Faculty Development Grant, Carnegie Mellon. Co-Principal Investigator (with Bill McEvily). 2003. \$4,800.
- National Science Foundation, SES-0095570. Co-Principal Investigator (with Colin Camerer). 2001-2004. "Collaborative research: An experimental approach to organizational culture." \$198,000 (\$130,098 to Carnegie Mellon).
- Berkman Faculty Development Grant, Carnegie Mellon. Principal Investigator. 1999. \$9,800.
- Sloan Dissertation Fellowship. 1998-1999.
- Ford Foundation Minority Fellowship. 1997-1998.
- Russell Sage Foundation, Small Grants Program in Behavioral Economics. Principal Investigator. 1997. "Experiments on iterated rationality." \$2,500.

PROFESSIONAL SERVICE

Executive Committee, Economic Science Association (2010-present)

Associate Editor, *Journal of the European Economic Association* (2009-present)

Editorial Review Board, *Organization Science* (2004-present)

Associate Editor, *Management Science* (2006-2010)

Editorial Board, *Organizational Behavior and Human Decision Processes* (2007-2010)

Reviewed manuscripts for *Academy of Management Review*; *American Economic Review*; *B.E. Journal of Theoretical Economics*; *Cognitive Psychology*; *Complexity*; *Computer Supported Cooperative Work*; *Current Anthropology*; *Economic Inquiry*; *Economic Journal*; *Econometrica*; *Experimental Economics*; *Games and Economic Behavior*; *Interfaces*; *International Economic Review*; *International Journal of Game Theory*; *International Journal of Industrial Organization*; *Journal of Behavioral Decision Making*; *Journal of Economic Behavior and Organization*; *Journal of Economic Theory*; *Journal of Economics, Management & Strategy*; *Journal of Labor Economics*; *Journal of Law, Economics & Organization*; *Journal of Marketing Research*; *Journal of Political Economy*; *Journal of Politics*; *Journal of Public Economics*; *Learning and Instruction*; *Management Science*; *Manufacturing and Service Operations Management*; *Naval Research Logistics*; *Organization Science*; *Organizational Behavior and Human Decision Processes*; *Politics, Philosophy & Economics*; *Proceedings of the National Academy of Sciences*; *Quarterly Journal of Economics*; *Rationality & Society*; *Review of Economic Studies*; *Risk Analysis*; *Southern Economic Journal*; *Strategic Management Journal*.

Reviewed book manuscripts for Cambridge University Press, Princeton University Press

Reviewed proposals for National Science Foundation, Academia Sinica, Academy of Sciences of the Czech Republic,

Co-editor, Special Issue of *Experimental Economics* on Behavioral Economics. 2006.

Organizer, Workshop on Future Directions for Decision, Risk and Management Sciences Research, May 2011, Pittsburgh.

Organizing committee. Behavioral Decision Research in Management Conference, June 2010, Pittsburgh.

Co-organizer, Workshop on New and Alternative Directions for Learning Research, August 2004, Pittsburgh.

Organizing committee, Annual Meetings of the Economic Science Association, June 2003, Pittsburgh.

CONFERENCES AND PRESENTATIONS (* Denotes Invited Presentation)

2010-2011

- * School of Management, Yale University
- * Department of Economics, University of Arkansas
- * Strategy and the Design of Organizational Architecture Conference, Harvard Business School (invited discussant)
- North American Meetings of the Economic Science Association, Tucson, Arizona
- Southern Economic Association Meetings, Atlanta, Georgia
- * Organizational Learning, Innovation and Knowledge Workshop, Center for Learning and Innovation in Organizations, Carnegie Mellon University
- * School of Information, University of Michigan
- * Graduate School of Business, Columbia University

2009-2010

- * Institute for Empirical Research in Economics, University of Zurich
- * NBER Meeting on Relational Contracts, Cambridge, Massachusetts (invited discussant)
- * Department of Economics, University of Bonn
- * Conference on Experiments in Organizations, Rotterdam, The Netherlands
- * Organization Studies Group, Massachusetts Institute of Technology
- Application of Behavioral Economics to Climate Change, New York (invited participant)

2008-2009

- * Conference on Experimental Social Sciences, Washington University
- Economic Science Association, Tucson, Arizona
- * Department of Economics, New York University
- * Alhambra Experimental Workshop, Granada, Spain
- Allied Social Science Associations Meetings, San Francisco, California
- * Center for Interdisciplinary Research on Teams, Carnegie Mellon University
- * Department of Economics, Harvard University
- * Rotman School of Business, University of Toronto
- * Department of Economics, Ohio State University
- * Olin School of Business, Washington University
- * Behavioral Economics Conference, Berkeley, California
- Econometric Society, Cambridge, Massachusetts
- * Workshop on Psychology and Neuroeconomics, Toulouse, France

2007-2008

- * Department of Psychology, University of Pittsburgh
- Economic Science Association, Tucson, Arizona
- Society for Judgment and Decision Making, Long Beach, California
- * Division of Humanities and Social Sciences, California Institute of Technology
- * NBER Meeting on Corporate Finance, Cambridge, Massachusetts (invited discussant)
- * The School of Management, University of Texas at Dallas
- * Department of Economics, Cornell University
- * Interdisciplinary Center for Economic Science, George Mason University
- Economic Science Association, Pasadena, California

2006-2007

Academy of Management Meetings, Atlanta, Georgia
Economic Science Association, Tucson, Arizona
Southern Economic Association Meetings, Charleston, South Carolina
* Conference on Prediction Markets in Marketing, Penn State University
* Department of Economics, University of Pittsburgh
Conference on Identity, Innovation, and Learning, Carnegie Mellon University

2005-2006

* University of Wisconsin, Department of Economics
Annual Meetings of the Society for Judgment and Decision Making, Toronto, Canada
* Institute for Economic Analysis, Bellaterra, Spain
* Conference in Honor of Ray Battalio, Texas A&M University
* York University, Department of Economics
* Nottingham University, School of Economics
* Universtitat Pompeu Fabra, Department of Economics and Business

2004-2005

* Stanford Institute for Theoretical Economics, Stanford University
Workshop on New and Alternative Directions for Learning, Pittsburgh, PA
International Meetings on Experimental and Behavioral Economics, Cordoba, Spain
* Workshop on Egalitarian Behavior, Oslo, Norway
Economic Science Association, Montreal, Canada

2003-2004

Society for the Advancement of Behavioral Economics, Lake Tahoe, NV
* Texas A&M University, Economics Department
* Case Western Reserve University, Department of Economics
* University of California at Berkeley, Department of Economics
Carnegie Mellon University, Graduate School of Industrial Administration
Annual Meetings of the American Economic Association, San Diego, CA
* Princeton University, Department of Economics
* Emory University, Department of Economics
Annual Meetings of the Strategy Research Forum, Toronto, ON
Economic Science Association, Amsterdam, The Netherlands

2002-2003

Carnegie Mellon University, Graduate School of Industrial Administration
* University of California at Los Angeles, Anderson School of Business
* University of Pittsburgh, Department of Economics
Public Choice Society / Economic Science Association, Nashville, TN
* Conference on Leadership and Social Interaction, Lyon, France
* Duke University, Fuqua School of Business
Economic Science Association, Pittsburgh, PA

2001-2002

Carnegie-Bosch Conference on Managing Knowledge in Organizations, Pittsburgh, PA
Economic Science Association, Tucson, AZ
* University of Pittsburgh, Department of Economics

Public Choice Society / Economic Science Association, San Diego, CA

* Harvard University, Harvard Business School

* Conference on Bounded Rationality and Behavioral Learning, Aix (Provence), France

Economic Science Association, Boston, MA

2000-2001

First World Congress of the Game Theory Society, Bilbao, Spain

MacArthur Foundation Preferences Network meetings, Los Angeles, CA

1999-2000

Carnegie Mellon University/University of Pittsburgh, Groups & Organizations Seminar

* Pennsylvania State University, Smeal College of Business

Behavioral Decision Research in Management Meetings, Tucson, AZ

Economic Science Association, New York, NY

1998-1999

Economic Science Association, Tucson, AZ

Society for Judgment and Decision Making, Dallas, TX

* University of Arizona, Department of Management and Policy

* London Business School, Strategic Management Department

* University of Southern California, Marshall School of Business

* University of Pennsylvania, The Wharton School

* Carnegie Mellon University, Social and Decision Sciences

* Harvard University, Harvard Business School

* Northwestern University, Kellogg Graduate School of Management

* Carnegie Mellon University, Graduate School of Industrial Administration

* University of Chicago, Graduate School of Business

* Stanford University, Graduate School of Business

1997-1998

American Economic Association, Chicago, IL

* Stanford GSB Conference on Strategic Management, Stanford, CA

Public Choice Society / Economic Science Association, New Orleans, LA

Behavioral Decision Research in Management Meetings, Miami, FL

Academy of Management, San Diego, California

1996-1997

Economic Science Association, Tucson, AZ

Judgment and Decision Making, Chicago, IL

Public Choice Society / Economic Science Association, San Francisco CA

Econometric Society, Pasadena CA

Russell Sage Behavioral Economics Summer Conference, Berkeley, CA

Academy of Management, Boston, MA

1995-1996

Public Choice Society / Economic Science Association, Houston, TX

DOCTORAL STUDENT DISSERTATION COMMITTEES

John R. Hamman (chair), Carnegie Mellon University, Department of Social & Decision Sciences, Ph.D. 2009

Erin L. Krupka (chair), Carnegie Mellon University, Department of Social & Decision Sciences, Ph.D. 2007

Michael Menietti, University of Pittsburgh, Department of Economics, Ph.D. 2011

Jonathan Lafky, University of Pittsburgh, Department of Economics, Ph.D. 2010

Seunghee Han, Carnegie Mellon University, Department of Social & Decision Sciences, Ph.D. 2009

Cynthia Cryder, Carnegie Mellon University, Department of Social & Decision Sciences, Ph.D. 2009

Jason Brown, University of Pittsburgh, Katz Business School, Ph.D. 2009

Ye Li, University of Chicago, Booth School of Business, Ph.D. 2009

Emily Haisley, Carnegie Mellon University, Tepper School of Business, Ph.D. 2008

Katherine Wick, University of Pittsburgh, Department of Economics, Ph.D. 2008

Huan Xie, University of Pittsburgh, Department of Economics, Ph.D. 2008

Scott Rick, Carnegie Mellon University, Department of Social & Decision Sciences, Ph.D. 2007

Jason Dana, Carnegie Mellon University, Department of Social & Decision Sciences, Ph.D. 2005

Jason Xi Kuang, University of Pittsburgh, Katz School of Business, Ph.D. 2005

Chetan Dave, University of Pittsburgh, Department of Economics, Ph.D. 2004