

**University of Southern California  
Marshall School of Business**

**CONTACT INFORMATION**

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**CURRENT POSITIONS** Associate Professor University of Southern California 2018 -  
Marshall School of Business  
Department of Finance and Business Economics

Research Fellow Schaeffer Center for Health Policy and Economics 2013 -

CESR Fellow USC Dornsife Center for Economic and Social Research 2013 -

**PREVIOUS POSITION** Assistant Professor University of Southern California 2009-2018

**EDUCATION** Ph.D Economics Massachusetts Institute of Technology (MIT) 2009  
B.S. Physics Massachusetts Institute of Technology (MIT) 1998

**CITIZENSHIP** U.S.A.

**FIELDS** Behavioral Economics, Corporate Finance, Applied Microeconomics, Industrial Organization

**FELLOWSHIPS, HONORS, AND AWARDS** Hillcrest Behavioral Finance Prize (2016)  
California Corporate Finance Conference: Winner Best Paper Award (2015)  
National Science Foundation Grant (2007-2010), “The Effect of Judicial Bias in Chapter 11 Reorganization” (Antoinette Schoar - PI)  
Ewing Marion Kauffman Foundation Grant (2007-2010), “The Effect of Judicial Bias in Chapter 11 Reorganization and the Creation of a National Repository for Chapter 11 Filings” (Antoinette Schoar - PI)  
George and Obie Shultz Fund (2007), “How Many Pears Would a Pear Packer Pack? An Empirical Evaluation of Intertemporal Labor Supply” (with Tal Gross)  
Becker Center Price Theory Summer Camp (2008)  
U.S. Department of Agriculture Grant (2008-2011), “Labels, Location and Price: Environmental Influence on Consumer and Firm Behavior” (with Sendhil Mullainathan)

**PROFESSIONAL ACTIVITIES** Referee: *American Economic Review*, *AEJ: Applied Economics*, *AEJ: Economic Policy*, *BEJ: Economic Analysis & Policy*, *Economic Inquiry*, *Economic Journal*, *European Economic Review*, *ILR Review*, *Journal of Banking and Finance*, *Journal of Economic Behavior and Organizations*, *Journal of Environmental Economics and Management*, *Journal of the European Economic Association*, *Journal of Finance*, *Journal of Institutional and Theoretical Economics*, *Journal of Legal Studies*, *Journal of Public Economics*, *Journal of Urban Economics*, *Management Science*, *Quarterly Journal of Economics*, *Review of Economics and Statistics*

Southern California Conference in Applied Microeconomics Organizing Committee (2016-present)

FMA Annual Meeting Program Committee (2016)

External Reviewer: Research Grants Council of Hong Kong

- PUBLICATIONS** “The Effect of Pollution on Worker Productivity: Evidence from Call-Center Workers in China” (with Joshua Graff-Zivin, Tal Gross and Matthew Neidell)  
*American Economic Journal: Applied Economics* (accepted)  
Press Coverage: The Economist, Martha Stewart, Mic, PBS Newshour, The Washington Post, Yahoo! Finance
- “Something in the Air: Projection Bias and the Demand for Insurance” (with Wei Huang and Yongxiang Wang)  
*Review of Economic Studies* (accepted)
- “Going to Pot? Medical Marijuana Dispensaries and Crime” (with Mireille Jacobson)  
*Journal of Urban Economics*, 100, 2017  
Press Coverage: Curbed, Entrepreneur, L.A. Weekly, Los Angeles Times, N.Y. Daily News, O.C. Register, Pacific Standard, Salon.
- “Physician Agency and Patient Survival” (with Craig C. Earle, Mireille Jacobson and Joseph Newhouse)  
*Journal of Economic Behavior & Organizations*, 134, 2017
- “Being Surprised by the Unsurprising: Earnings Seasonality and Stock Returns” (with Samuel M. Hartzmark, David Solomon and Eugene F. Soltes)  
*Review of Financial Studies*, 30(1), 2017.  
Press Coverage: Bloomberg View, Bloomberg News, Alpha Architect, Capital Ideas  
Awards: Hillcrest Behavioral Finance Award, California Corporate Finance Conference Best Paper Award
- “Particulate Pollution and the Productivity of Pear Packers” (with Joshua S. Graff Zivin, Tal Gross and Matthew J. Neidell)  
*American Economic Journal: Economic Policy*, 8(3), 2016.  
Press Coverage: The Economist, Washington Post, Business Insider, Freakonomics
- “Looking for Someone to Blame: Delegation, Cognitive Dissonance and the Disposition Effect” (with David Solomon and Mark Westerfield)  
*Journal of Finance*, 71(1), 2016.  
Press Coverage: The Financial Times, CNN, Alpha Architect, Ignites, Psychology Today
- “How Many Pears Would a Pear Packer Pack if a Pear Packer Could Pack Pears at Quasi-Exogenously Varying Piece Rates” (with Tal Gross)  
*Journal of Economic Behavior & Organizations*, 99, 2014 (Lead article).  
Press Coverage: Don't Panic Geocast
- “A Market for Disaster Preparedness: Using Cap-and-Trade to Regulate Provision of Essential Services,” (with Mireille Jacobson,) in *Regulation versus Litigation: Perspectives from Economics and Law*, Daniel Kessler, editor (2010).

<b>WORKING PAPERS</b>	“What Do Not-For-Profit Hospitals Maximize? Evidence from California’s Seismic Retrofit Mandate” (with Mireille Jacobson) <i>Revision Requested: Journal of Public Economics</i>
	“Judge Specific Difference in Chapter 11 and Firm Outcomes” (with Antoinette Schoar) <i>Revision Requested: Journal of Finance</i>
	“Animal Spirits: Stock Market Volatility and Loan Officer Decision Making” (with Wei Huang and Yongxiang Wang)
	“dIPFC and Optimal Financial Decision-Making” (with Cary Frydman and Todd Hare)
	“Categorical Consideration: Evidence and Market Implications”
	“Experiments in Choice” (with Sendhil Mullainathan and Eldar Shafir)
<b>RESEARCH IN PROGRESS</b>	“Neural Dynamics of Decision-Making in a Financial Trading Task” (with Cary Frydman and Alison Harris)
	“Battle of the Thermostat: Gender and the Effects of Temperature” (with Agne Kajackaite)
	“Priming Doctors” (with Srikanth Kadiyala and Sendhil Mullainathan)
<b>POLICY PIECES</b>	“Going to Pot? The Impact of Dispensary Closures on Crime” (with Mireille Jacobson) <i>CATO Institute Research Briefs in Economic Policy, November 2017</i>
	“When a Retail Store Closes, Crime Increase Around It” (with Mireille Jacobson) <i>Harvard Business Review, June 2017</i>
	“Air Pollution is Making Office Workers Less Productive” (with Joshua Graff-Zivin, Tal Gross and Matthew Neidell) <i>Harvard Business Review, September 2016</i>
	“Being Surprised by the Unsurprising: Earnings Seasonality and Stock Returns” (with Samuel M. Hartzmark, David Solomon and Eugene F. Soltes) <i>Harvard Law School Forum on Corporate Governance and Financial Regulation, September 2016</i>
	“The Effect of Pollution on Worker Productivity: Evidence from Call-Center Workers in China” (with Joshua Graff-Zivin, Tal Gross and Matthew Neidell) <i>VoxEU, July 2016</i>
<b>INVITED SEMINARS AND CONFERENCE</b>	2007: AEA/ASSA Annual Meeting – Chicago, IL Conference on Financial Contracting: Theory and Evidence – Mannheim, Germany

- PRESENTATIONS**
- 2008: American Law and Economics Association Annual Meeting – New York, NY  
 Academy Health Annual Research Meeting – Washington D.C.  
 The Economics of Advertising and Marketing Workshop – Frankfurt, Germany  
 IUPUI – Indianapolis, IN
- 2009: Harvard Kennedy School of Government – Cambridge, MA  
 UCLA Anderson School of Business – Los Angeles, CA  
 Yahoo! Research – Sunnyvale, CA  
 Michigan State University – East Lansing, MI  
 USC Marshall School of Business – Los Angeles, CA  
 RAND - Santa Monica, CA  
 Behavioral Models of Market Competition – Frankfurt, Germany (discussant)  
 NBER Conference on Regulation versus Litigation – Phoenix, AZ  
 California Corporate Finance Conference – Los Angeles, CA  
 Conference on Empirical Legal Studies – Los Angeles, CA (discussant)
- 2010: AEA/ASSA Annual Meeting – New Orleans, LA  
 Trans-Pacific Labor Seminar, UCSB – Santa Barbara, CA  
 USDA Economic Research Service Conference and Workshop on Behavioral Economics – Washington D.C.  
 Vanderbilt University Law School – Nashville, TN  
 Louis and Myrtle Moskowitz Workshop on Empirical Health Law and Business Research, University of Michigan – Ann Arbor, MI  
 American Society of Health Economists Biennial Conference – Ithaca, NY (discussant)  
 All California Labor Conference, UCSB – Santa Barbara, CA  
 RAND – Santa Monica, CA  
 Advances with Field Experiments, Wharton – Philadelphia, PA  
 Owen Graduate School of Management – Nashville, TN
- 2011: Cornell University – Ithaca, NY  
 Southern California Conference in Applied Microeconomics – Claremont, CA (discussant)  
 UCLA/UCI/USC Finance day – Los Angeles, CA (discussant)  
 NBER Summer Institute – Cambridge, MA  
 California Corporate Finance Conference – Los Angeles, CA (discussant)  
 Conferencia de Salud y Desarrollo Socio Economico en Latinamerica – Universidad de Chile
- 2012: UCSD Rady School of Business – San Diego, CA  
 BU/Harvard/MIT Health Seminar – Cambridge, MA  
 UCSB Field Experiments Conference – Santa Barbara, CA  
 NBER Organizational Economics Meeting – Cambridge, MA (discussant)  
 California Corporate Finance Conference – Los Angeles, CA  
 Conference on Financial Economics and Accounting – Los Angeles, CA (discussant)
- 2013: Cal Poly – San Luis Obispo, CA  
 Southern California Conference on Applied Microeconomics – Claremont, CA  
 Behavioral Economics Annual Meeting – Ithaca, NY  
 Western Finance Association Annual Meeting – Lake Tahoe, NV  
 UC Berkeley – Berkeley, CA
- 2014: AEA/ASSA Annual Meeting – Philadelphia, PA  
 American Society of Health Economists Biennial Conference – Los

- Angeles, CA  
Southern California Finance Conference – Claremont, CA  
NBER Chinese Economy Meeting, Cambridge, MA (discussant)
- 2015: IZA Workshop, Berlin, Germany  
Southern California Finance Conference – Claremont, CA (discussant)  
CESR USC, Los Angeles, CA  
California Corporate Finance Conference – Los Angeles, CA
- 2016: AFA Annual Meeting – San Francisco, CA (discussant)  
Federal Reserve Bank of Cleveland – Cleveland, OH  
Midwest Financial Association Conference – Atlanta, GA (discussant)  
Southern California Conference on Applied Microeconomics – Claremont, CA (session chair)  
LA Finance Day – Los Angeles, CA  
Behavioral Economics Annual Meeting – Ithaca, NY  
Claremont Graduate University – Claremont CA  
Australian National University – Canberra, Australia  
USD Law and Finance Conference – San Diego, CA (discussant)  
FMA Annual Meeting – Las Vegas, NV (session chair)  
UCSD Rady School of Business – San Diego, CA