

JUDD B. KESSLER

Business Economics and Public Policy Department
The Wharton School, University of Pennsylvania
320 Dinan Hall; 3733 Spruce Street; Philadelphia, PA 19104
judd.kessler@wharton.upenn.edu
U.S. Citizen

Academic Positions

Howard Marks Endowed Professor, Wharton School, University of Pennsylvania, Philadelphia, PA	2022–present
Metzler Bank Visiting Professor, Goethe University, Frankfurt, Germany	2024
Wesley Clare Mitchell Visiting Professor, Columbia University, New York, NY	2023–2024
Howard Marks Associate Professor, Wharton School, University of Pennsylvania, Philadelphia, PA	2021–2022
Associate Professor of Business Economics and Public Policy, Wharton School, University of Pennsylvania, Philadelphia, PA	2018–2021
Assistant Professor of Business Economics and Public Policy, Wharton School, University of Pennsylvania, Philadelphia, PA	2011–2018
Visiting Scholar, Russell Sage Foundation, New York, NY	2014–2015

Education

PhD, Business Economics, Harvard University	2011
MPhil, Economics, University of Cambridge	2005
AB, Economics, <i>magna cum laude</i> , Harvard University	2004

Published and Forthcoming Papers

Kessler, Judd B. and Alvin E. Roth. “Increasing Organ Donor Registration as a Means to Increase Transplantation: An Experiment with Actual Organ Donor Registrations.” 2025. *American Economic Journal: Economic Policy*, Vol 17, No. 2, May 2025, pp. 60–83.

Heller, Sara B. and Judd B. Kessler. “Information Frictions and Skill Signaling in the Youth Labor Market.” *American Economic Journal: Economic Policy*, Vol. 16, No. 4, November 2024, pp. 1–33 (lead article).

Exley, Christine L. and Judd B. Kessler. “Equity Concerns are Narrowly Framed.” *American Economic Journal: Microeconomics*, Vol. 16, No. 2, May 2024, pp. 147–179.

Exley, Christine L. and Judd B. Kessler. “Motivated Errors.” *American Economic Review*, Vol. 114, No. 4, April 2024, pp. 961–987.

Huang, Jennie, Judd B. Kessler, and Muriel Niederle. “Fairness has less impact when agents are less informed.” *Experimental Economics*, Vol. 27, No. 1, March 2024, pp. 155–174.

Coffman, Lucas C., John J. Conlon, Clayton R. Featherstone, Judd B. Kessler, and Jessica Mixon. “Liquidity For Teachers: Evidence from Teach For America and LinkedIn.” *Economics of Education Review*, Vol. 97, No. 102460, December 2023, pp. 1–11.

Exley, Christine L. and Judd B. Kessler. “Information Avoidance and Image Concerns.” *Economic Journal*, Vol. 133, No. 656, November 2023, pp. 3153–3168.

Bronchetti, Erin T., Judd B. Kessler, Ellen B. Magenheimer, Dmitry Taubinsky, and Eric Zwick. “Is Attention Produced Optimally? Theory and Evidence from Experiments with Bandwidth Enhancements.” *Econometrica*, Vol. 91, No. 2, March 2023, pp. 669–707. (Winner of 2024 Exeter Prize)

Zhang, C. Yiwei, Jeffrey Hemminger, Judd B. Kessler, Robert D. Metcalfe, and Robert Weathers. “Nudging Timely Wage Reporting: Field Experimental Evidence from the United States Supplemental Security Income Program.” *Management Science*, Vol. 69, No. 3, March 2023, pp. 1341–1353.

Exley, Christine L. and Judd B. Kessler. “The Gender Gap in Self-Promotion.” *Quarterly Journal of Economics*, Vol. 137, No. 3, August 2022, pp. 1345–1381.

Kessler, Judd B., Sarah Tahamont, Alexander Gelber, and Adam Isen. “The Effects of Youth Employment on Crime: Evidence from New York City Lotteries.” *Journal of Policy Analysis and Management*, Vol. 41, No. 3, Summer 2022, pp. 710–730.

Heller, Sara B. and Judd B. Kessler. “Soft Skills in the Youth Labor Market” *American Economic Review Papers and Proceedings*, Vol. 112, No. 5, May 2022, pp. 121–125.

Budish, Eric and Judd B. Kessler. “Can Market Participants Report their Preferences Accurately (Enough)?” *Management Science*, Vol. 68, No. 2, February 2022, pp. 1107–1130.

Kessler, Judd B., Andrew McClellan, James Nesbit, and Andrew Schotter. “Short-term fluctuations in incidental happiness and economic decision-making: experimental evidence from a sports bar.” *Experimental Economics*, Vol. 25, No. 1, February 2022, pp. 141–169.

Kessler, Judd B., Corinne Low, and Monica Singhal. “Social Policy Instruments and the Compliance Environment.” *Journal of Economic Behavior and Organization*, Vol. 192, December 2021, pp. 248–267.

Reese, P. P., K. Glanz, A. Shah, A. Mussell, S. Levsky, L. Shuda, J. Shults, and J. B. Kessler “A randomized trial of theory-informed appeals for organ donor registration using internet advertisements.” *Kidney International Reports*, Vol. 5, No. 12, December 2020, pp. 2238–2245.

Kirgios, Erika L., Edward H. Chang, Emma E. Levine, Katherine L. Milkman, and Judd B. Kessler, “Forgoing Earned Incentives to Signal Pure Motives.” *Proceedings of the National Academy of Sciences*, Vol. 117, No. 29, July 2020, pp. 16891–16897.

Kessler, Judd B., Corinne Low, and Colin D. Sullivan. “Incentivized Resume Rating: Eliciting Employer Preferences without Deception.” *American Economic Review*, Vol. 109, No. 11, November 2019, pp. 3713–3744 (lead article).

Coffman, Lucas C., John J. Conlon, Clayton R. Featherstone, and Judd B. Kessler. “Liquidity Affects Job Choice: Evidence from Teach For America.” *Quarterly Journal of Economics*, Vol. 134, No. 4, November 2019, pp. 2203–2236.

Kessler, Judd B., Katherine L. Milkman, and C. Yiwei Zhang. “Getting the Rich and Powerful to Give.” *Management Science*, Vol. 65, No. 9. September 2019, pp. 4049–4062.

Allcott, Hunt and Judd B. Kessler. “The Welfare Effects of Nudges: A Case Study of Energy Use Social Comparisons.” *American Economic Journal: Applied Economics*, Vol. 11, No. 1, January 2019, pp. 236–276.

Kessler, Judd B., Andrea B. Troxel, David A. Asch, Shivan J. Mehta, Noora Marcus, Raymond Lim, Jingsan Zhu, William Shrank, Troyen Brennan, and Kevin G. Volpp. "Partners and Alerts in Medication Adherence: A Randomized Clinical Trial." *Journal of General Internal Medicine*, Vol. 33, No. 9, September 2018, pp. 1536–1542.

Chuan, Amanda, Judd B. Kessler, and Katherine L. Milkman. "A Field Study of Charitable Giving Reveals that Reciprocity Decays over Time." *Proceedings of the National Academy of Sciences*, Vol. 115, No. 8, February 2018, pp. 1766–1771.

Kessler, Judd B. and Katherine L. Milkman "Identity in Charitable Giving." *Management Science*, Vol. 64, No. 2, February 2018, pp. 845–859.

Kessler, Judd B. "Announcements of Support and Public Good Provision." *American Economic Review*, Vol. 107, No. 12, December 2017, pp. 3760–3787.

Loewenstein, George, David Hagmann, Janet Schwartz, Keith Ericson, Judd B. Kessler, Saurabh Bhargava, Jennifer Blumenthal-Barby, Thomas D'Aunno, Ben Handel, Jonathan Kolstad, David Nussbaum, Victoria Shaffer, Jonathan Skinner, Peter Ubel, and Brian J. Zikmund-Fisher. "A behavioral blueprint for improving health care policy." *Behavioral Science & Policy*, Vol. 5, No. 1, August 2017, pp. 53–66.

Stoler, Avraham, Judd B. Kessler, Tamar Ashkenazi, Alvin E. Roth, and Jacob Lavee. "Incentivizing Organ Donor Registrations With Organ Allocation Priority." *Health Economics*, Vol. 26, No. 4, April 2017, pp. 500–510.

Budish, Eric, Gerard P. Cachon, Judd B. Kessler, and Abraham Othman. "Course Match: A Large-Scale Implementation of Approximate Competitive Equilibrium from Equal Incomes for Combinatorial Allocation." *Operations Research*, Vol. 65, No. 2, March 2017, pp. 314–336.

Coffman, Lucas C., Clayton R. Featherstone, and Judd B. Kessler. "Can Social Information Affect What Job You Choose and Keep?" *American Economic Journal: Applied Economics*, Vol. 9, No. 1, January 2017, pp. 96–117.

Stoler, Avraham, Judd B. Kessler, Tamar Ashkenazi, Alvin E. Roth, and Jacob Lavee "Incentivizing Authorization for Deceased Organ Donation with Organ Allocation Priority: The First Five Years." *American Journal of Transplantation*, Vol. 16, No. 9, September 2016, pp. 2639–2645.

Kessler, Judd B. and Stephen Leider. "Procedural Fairness and the Cost of Control." *Journal of Law, Economics, and Organization*, Vol. 32, No. 4, June 2016, pp. 685–718.

Ericson, Keith M. and Judd B. Kessler. "The articulation effect of government policy: Health insurance mandates versus taxes." *Journal of Economic Behavior and Organization*, Vol. 124, April 2016, pp. 43–54.

Kessler, Judd B. and Michael I. Norton. "Tax aversion in labor supply." *Journal of Economic Behavior and Organization*, Vol. 124, April 2016, pp. 15–28.

Gelber, Alexander, Adam Isen, and Judd B. Kessler. "The Effects of Youth Employment: Evidence from New York City Lotteries." *Quarterly Journal of Economics*, Vol. 131, No. 1, February 2016, pp. 423–460.

Emanuel, Ezekiel J., Peter A. Ubel, Judd B. Kessler, Gregg Meyer, Ralph W. Muller, Amol S. Navathe, Pankaj Patel, Robert Pearl, Meredith B. Rosenthal, Lee Sacks, Aditi P. Sen, Paul Sherman, and Kevin G. Volpp. "Using Behavioral Economics to Design Physician Incentives That Deliver High-Value Care." *Annals of Internal Medicine*, Vol. 164, No. 2, January 2016, pp. 114–119.

Reese, Peter P., Judd B. Kessler, Jalpa A. Doshi, Joelle Friedman, Adam S. Mussell, Caroline Carney, Jingsan Zhu et al. "Two Randomized Controlled Pilot Trials of Social Forces to Improve Statin Adherence among Patients with Diabetes." *Journal of General Internal Medicine*, November 2015, pp. 1–9.

Kessler, Judd B. and Stephan Meier. "Learning from (failed) replications: Cognitive load manipulations and charitable giving." *Journal of Economic Behavior and Organization*, Vol. 102, June 2014, pp. 10–13.

Kessler, Judd B. and Alvin E. Roth. "Loopholes undermine donation: An experiment motivated by an organ donation priority loophole in Israel." *Journal of Public Economics*, Vol. 114, June 2014, pp. 19–28.

Kessler, Judd B. and Alvin E. Roth. "Getting More Organs for Transplantation." *American Economic Review Papers and Proceedings*, Vol. 104, No. 5, May 2014, pp. 425–430.

Kessler, Judd B. and Alvin E. Roth. "Organ Allocation Policy and the Decision to Donate." *American Economic Review*, Vol. 102, No. 5, August 2012, pp. 2018–47.

Kessler, Judd B. and Stephen Leider. "Norms and Contracting." *Management Science*, Vol. 58, No. 1, January 2012, pp. 62–77.

Book Chapters

Heller, Sara B. and Judd B. Kessler, "How To Allocate Slots: the Market Design of Summer Youth Employment Programs" in *Fair by Design: Economic Design Approaches to Inequality*. *Forthcoming*. Kominers, S. D. and A. Teytelboym (eds.), Oxford University Press Series on Inequality in the Twenty-First Century, Oxford University Press.

Kessler, Judd B. and C. Yiwei Zhang. "Behavioural Economics and Health." *Oxford Textbook of Global Public Health*, Sixth Edition. 2015. Edited by Rogers Detels, Martin Gulliford, Quarraisha Abdool Karim, and Chorh Chuan Tan, Oxford University Press.

Kessler, Judd B. and Lise Vesterlund. "External Validity of Laboratory Experiments: The Misleading Emphasis on Quantitative Effects." *Handbook of Experimental Economics Methodology*. 2015. Edited by Guillaume Frechette and Andrew Schotter, Oxford University Press.

Working Papers

Kessler, Judd B., Corinne Low, and Xiaoyue Shan. "Lowering the Playing Field: Discrimination through Contrast Effects." 2023. *Conditionally Accepted, Review of Economics and Statistics*.

Kessler, Judd B., Hannu Kivimäki, Ashley Litwin, and Muriel Niederle. "Please Take a Minute: How Prosocial Preferences Change with Deliberation." 2024. *Revise and Resubmit, American Economic Journal: Microeconomics*.

Buschinger, Christiane, Markus Eyting, Florian Hett, and Judd Kessler. “Extreme Justifications Fuel Polarization.” 2025. *Revise and Resubmit, Economic Journal*.

Exley, Christine L., Raymond Fisman, Judd B. Kessler, Louis-Pierre Lepage, Xiaomeng Li, Corinne Low, Xiaoyue Shan, Mattie Toma, and Basit Zafar. “Information-Optional Policies and the Gender Concealment Gap.” 2025.

Aksoy, Billur, Christine L. Exley, and Judd B. Kessler. “The Gender Minority Gaps in Confidence and Self-Evaluation.” 2025.

Coffman, Lucas C., Clayton R. Featherstone, and Judd Kessler. “A Model of Information Nudges.” 2024.

Kessler, Judd B. “When Will There Be Gift Exchange? Addressing the Lab-Field Debate with Laboratory Gift Exchange Experiments.” 2013.

Academic Affiliations

Abdul Latif Jameel Poverty Action Lab (JPAL), Co-Director of the Social Policy Research Initiative (SPRI)	2025–present
Economic Science Association Executive Committee	2023–present
Science of Diversity and Inclusion Initiative, Research Affiliate	2020–present
National Bureau of Economic Research, Research Associate	2019–present
Wharton Social Impact Initiative, Faculty Affiliate	2017–present
National Bureau of Economic Research, Faculty Research Fellow	2016–2019
Human Capital and Economic Opportunity Global Working Group, Member	2016–present
Abdul Latif Jameel Poverty Action Lab (JPAL), Affiliate	2015–present
CESifo Research Network, Member	2013–present
The Leonard Davis Institute of Health Economics, Senior Fellow	2012–2024

Awards and Honors

2024 Exeter Prize	2024
2021 Vernon L. Smith Ascending Scholar Prize	2021
Named one of the “30 under 30” in Law and Policy by <i>Forbes Magazine</i>	2012
Roger Martin Award for Excellence in Business Economics, HBS	2011
National Science Foundation Graduate Research Fellowship	2005–2008

Editing, Refereeing, Academic Service, Teaching, Advising

Editing and Refereeing

- Associate Editor: *Review of Economics and Statistics*, 2019–present
- Associate Editor: *Management Science*, 2020–2022
- Associate Editor: *Economic Journal*, 2022–present
- Extensive refereeing for academic journals inside and outside of Economics

Grant Review Service

- National Science Foundation, Review Panel, 2021–present (periodic service)
- Abdul Latif Jameel Poverty Action Lab (JPAL), North America, Review Board, 2018–present

Board Service

- Executive Committee Member (Americas), Economic Science Association, 2023–present
- Co-Chair, Social Policy Research Initiative at JPAL, North America, 2025–present

Conference Organizing

- Co-Organizer: Stanford Institute of Theoretical Economics (Experimental Economics): 2012, 2017, 2024
- Faculty Co-Organizer: Student Workshop in Experimental Economics Techniques: 2019
- Co-Organizer: Columbia/NYU/Wharton Graduate Students Experimental Conference: 2016, 2017
- Program Chair: 110th Annual National Tax Association Conference (Charity/Public Goods): 2017

Undergraduate Teaching

- Behavioral Economics, Markets, and Public Policy BEPP 2200 (developed course): 2019, 2020, 2021, 2022, 2023, 2025
- Managerial Economics BPUB250: 2012
- Independent Study BEPP299: 2014 (spring), 2015 (spring), 2017 (fall), 2018 (spring)
- Senior Thesis Candidates: 2013, 2017, 2019 (x2), 2020, 2021, 2022 (x5)

MBA (and WEMBA) Teaching*

- Behavioral Economics, Markets, and Public Policy BEPP 6200 (developed course): 2019, 2020, 2021, 2022, 2023, 2025
- Managerial Economics MGEC611 (co-developed course): 2012, 2013, 2015, 2017, 2023*, 2024*, 2025*
- Managerial Economics MGEC612 (co-developed course): 2012, 2013, 2015, 2023*, 2024*, 2025*
- Independent Study BEPP899: 2013 (x2), 2014 (x2), 2016, 2017

PhD Teaching

- Experimental Economics GR6491 at Columbia University: 2024
- Experimental Economics BEPP9040 (developed course): 2019, 2021, 2022, 2024
- Independent Study, Public Economics BEPP999: 2016, 2018
- Independent Study, Experimental Economics BEPP999: 2016

PhD Student Advising (first placement in parentheses)

- C. Yiwei Zhang, Applied Economics, Dissertation Committee (2014, CFPB)
- Patrick DeJarnette, Applied Economics, Dissertation Committee (2016, National Taiwan University)
- Amanda Chuan, Applied Economics, Dissertation Committee (2018, Michigan State University)
- Colin Sullivan, Applied Economics, Dissertation Chair (2019, Stanford University Postdoc)
- Jennie Huang, Applied Economics, Dissertation Chair (2019, Vanguard)
- Rachel Ryley, Applied Economics, Dissertation Chair (2020, University of Pennsylvania Postdoc)
- Jiayi Bao, Applied Economics, Dissertation Committee (2020, UNC Chapel Hill)
- Tomer Mangoubi, Applied Economics, Dissertation Committee (2023, Analysis Group)
- Jeanna Kenney, Applied Economics, Dissertation Committee (2024, University of Alabama)

External Grants

Grant name (total amount)

Choice Architecture and Organ Donation (\$30,500)

The Welfare Effects of Behavioral Energy Conservation Programs (\$50,000)

Pay to Plan or Pay to Act: Evidence from a Field Experiment on computer coding (\$35,000)

The Effects of Youth Employment: Evidence from New York City Summer Youth Employment Program Lotteries (\$16,800)

Lost Wages Reimbursement for Living Organ Donors Trial (\$958,500)

Analyzing the Effect of Letters of Recommendations for SYEP Participants (\$226,316)

HRSA Lost Wages Support for Living Organ Donors Demonstration Project

Is Attention Produced Rationally? (\$20,000)