

Curriculum Vitae

JAMES ANDREONI

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Education: University of Michigan, Ph.D., Economics, 1986
University of Michigan, M.A., Economics, 1984
University of Minnesota, B.S., Economics, 1981

Appointments: Professor, University of California, San Diego, 2006-
Professor, University of Wisconsin-Madison, 1996-2006
Associate Professor, University of Wisconsin-Madison, 1992-1996
Assistant Professor, University of Wisconsin-Madison, 1986-1992

Advisory Board, Norwegian School of Economics, Choice Lab, 2011-
Affiliate, Institute on Global Conflict and Cooperation, UCSD, 2011-
Research Committee, Women's Philanthropy Institute, IUPUI, 2009-
President, Economic Science Association, 2007-09
NBER, Research Associate, 2009-
Journal of Public Economics, Co-Editor 2006-
Associate Editor 1998-2006
Econometrica, Associate Editor 2008-2011
Journal of Economic Literature, Board of Editors, 2011-
Games and Economic Behavior, Board of Editors 2006-2009
Experimental Economics, Advisory Editor 2005-
Board of Editors 1997-2005
American Economic Review, Associate Editor 1999-2004
Journal of Public Economic Theory, Associate Editor 2001-2005
Economic Bulletin, Board of Editors 2001-2005
BE-Press Economic Analysis and Policy, Board of Editors 2001-

Awards and Honors:

Fellow of the Econometric Society, Elected 2011
Economic Theory Fellow, Society for the Advancement of Economic Theory,
elected 2011
Robock Award for Empirical Research, University of Wisconsin, 2005
Shoemaker Fellow, University of Wisconsin, 2002
Kellett Mid-Career Award, University of Wisconsin, 2000
Vilas Associate Award, University of Wisconsin, 1995-1997
Alfred P. Sloan Research Fellow, 1992-94
Outstanding Doctoral Dissertation Award, NTA-TIA, 2nd Place, 1987

Grants:

Google, Incorporated, Google Research Award, on fundraising 2012-13
National Science Foundation, E. Berman and C. Sprenger, co-PIs, on the effect
of violent trauma on preferences, 2011-2012
National Science Foundation, C. Sprenger, co-PI, on measuring preferences for
time and risk, 2010-2012
National Science Foundation, on experimental decision theory, 2010-2013
Science of Generosity, Notre Dame, on laboratory and field experiments on
charitable giving and fundraising, 2010-2012
Social Science and Humanities Research Council of Canada, A. Payne, K. Scharf,
D. Card, Co-PIs, on diversity and charitable giving, 2010-12
Social Science and Humanities Research Council of Canada, A. Payne, Co-PI, on
charitable fundraising, 2010-11
Center for Compassion and Altruism Research and Education, W. Harbaugh,
U. Myer, Co-PIs, on the economics and neurology of receiving charity, 2008-
2010
Social Science and Humanities Research Council of Canada, A. Payne,
Co-PI, on charitable giving. 2007-08
National Science Foundation, on altruism and institutions, 2006-09
National Science Foundation, on altruism and giving, 2003-06
ACTEC Foundation, on law and economics, R. Madoff, Co-PI, 2003-04
Russell Sage Foundation, on trust, L. Samuelson Co-PI, 2002-04
National Science Foundation, on altruism and giving, 2000-03
National Science Foundation, on giving, R. Petrie, Co-PI, 1999-01
National Science Foundation, on cooperation, 1997-00
National Science Foundation, on cooperation, 1993-94
National Science Foundation, on law and economics, 1991-93
National Science Foundation, on charitable giving, 1989-91
Wisconsin Alumni Research Foundation Grants, 1989, 1992, 1996

Publications:

“Estimating Time Preferences from Convex Budgets.” with Charles Sprenger, forthcoming, *American Economic Review*, 2012.

“Risk Preferences are Not Time Preferences.” with Charles Sprenger, forthcoming, *American Economic Review*, 2012.

“Diverging Opinions.” with Tymofiy Mylovanov, *American Economic Journal: Microeconomics*, February 2012. 4(1), 209-232.

“The Power of Asking: How Communication Affects Selfishness, Empathy, and Altruism.” with Justin Rao, *Journal of Public Economics*, v. 95, 2011, 513-520.

Media Coverage: *New York Times* Freakonomics Blog

“Is Crowding Out Due Entirely to Fundraising? Evidence from a Panel of Charities.” with A. Abigail Payne, *Journal of Public Economics*, v. 95, June 2011, 334-343

Media Coverage: *Newsweek Magazine*,
Wall Street Journal

“Social Image and the 50-50 Norm: A Theoretical and Experimental Analysis of Audience Effects.” with B. Douglas Bernheim, *Econometrica*, 77, no. 5, September 2009, 1607-1636.

“Analyzing Choice with Revealed Preference: Is Altruism Rational?” with J.H. Miller, C. Plott and V. Smith, eds., *Handbook of Experimental Economics Results, Volume 1*, Amsterdam: North-Holland, 2008, 481-487.

“Partners versus Strangers: The Effect of Random Rematching in Public Goods Experiments.” with R. Croson, in C. Plott and V. Smith, eds., *Handbook of Experimental Economics Results, Volume 1*, Amsterdam: North-Holland, 2008, 776-783.

“Beauty, Gender and Stereotypes: Evidence from Laboratory Experiments” with Ragan Petrie. *Journal of Economic Psychology*, v. 29, 2008, 73-93.

“Charitable Giving.” in *The New Palgrave Dictionary of Economics, 2nd Edition*, 2008.

“Altruism in Experiments.” with William T. Harbaugh and Lise Vesterlund in *The New Palgrave Dictionary of Economics, 2nd Edition*, 2008.

“Giving Gifts to Groups: How Congestible is Altruism?” *Journal of Public Economics*, v. 91, September 2007, 1731-1749.

“Asymmetric Information about Rivals’ Types in Standard Auctions: An Experiment.” with Yeon-Koo Che and Jin-Woo Kim. *Games and Economic Behavior*, v. 59, 2007, 240-259.

“Testing Subgame Perfection Apart from Fairness in Ultimatum Games,” with Emily Blanchard. *Experimental Economics*, v 9, December 2006, 307-321.

“Building Rational Cooperation,” with Larry Samuelson. *Journal of Economic Theory*, v. 127, 2006, 117-154.

“Leadership Giving In Charitable Fund-Raising.” *Journal of Public Economic Theory*, v. 8, no. 1, February 2006, 1-22.

“Philanthropy.” in S.-C. Kolm and J.M. Mercier, eds., *Handbook of the Economics of Giving, Altruism and Reciprocity*, Amsterdam:Elsevier/North-Holland, 2006, 1201-1269.

“Public Goods Experiments Without Confidentiality: A Glimpse Into Fund-Raising.” with Ragan Petrie, *Journal of Public Economics*, v. 88(7-8), March 2004, 1605-1623.

“What do Bargainers’ Preferences Look Like? Exploring a Convex Ultimatum Game” with Marco Castillo and Ragan Petrie, *American Economic Review*, v. 93(3), June 2003, 672-685.

“Do Government Grants to Private Charities Crowd Out Giving or Fundraising?” with Abigail Payne, *American Economic Review*, v. 93(3), June 2003, 792-812.

“The Carrot or the Stick: Rewards, Punishments and Cooperation.” with William Harbaugh and Lise Vesterlund, *American Economic Review*, v. 93(3), June 2003, 893-902.

“Charitable Giving by Married Couples: Who Decides and Why Does it Matter?” with Eleanor Brown and Isaac Rischall, *Journal of Human Resources*, v. 38(1), Winter 2003, 111-133.

“Giving According to GARP: An Experimental Test of the Consistency of Preferences for Altruism.” with J.H. Miller, *Econometrica*, v. 70, no.2, March 2002, 737-753.

Reprinted in E. L. Khalil, ed., *The New Behavioral Economics*, London: Edward Elgar, 2009.

Reprinted in E. Carbone, C. Starmer, eds., *New Developments in Experimental Economics, Volume I*, London: Edward Elgar, 2007.

“What Produces Fairness? Some Experimental Results.” with Paul Brown and Lise Vesterlund, *Games and Economic Behavior*, 40, July 2002, 1-24.

“The Economics of Philanthropy.” in N. Smeltser, P. Baltes, eds., *International Encyclopedia of Social and Behavioral Sciences*, Elsevier: Pergamon, Oxford, 2001, 11369-11376.

“The Simple Analytics of the Environmental Kuznets Curve.” with Arik Levinson, *Journal of Public Economics*, v. 80, May 2001, 269-286.

“Which is the Fair Sex? Gender Differences in Altruism.” with Lise Vesterlund, *Quarterly Journal of Economics*, v. 116, February 2001, 293-312.

“Pre-Play Contracting in the Prisoners' Dilemma.” with H.R. Varian, *Proceedings of the National Academy of Sciences*, v. 96, September 1999, 10933-10938.

“Toward a Theory of Charitable Fundraising.” *Journal of Political Economy*, v. 106, no.6, December 1998, 1186-1213.

“An Econometric Analysis of Charitable Giving with Interdependent Preferences.” with J.K. Scholz. *Economic Inquiry*, v. 36, July 1998, 410-428.

“Tax Compliance.” with B. Erard and J. Feinstein. *Journal of Economic Literature*, v. 36, June 1998, 818-860.

Reprinted in F. Schneider, ed., *The Economics of the Hidden Economy*, Edward Elgar Publishing: UK, 2007.

Reprinted in S. James, ed., *Taxation: Critical Perspectives on the World Economy*, Routledge: London 2002, Volume III, p. 3-55

“Do Government Subsidies Increase the Private Supply of Public Goods?” with T.C. Bergstrom, *Public Choice*, v. 88, no. 3-4, 1996, 295-308.

“Cooperation in Public Goods Experiments: Kindness or Confusion?” *American Economic Review*, v. 85, no. 4, September 1995, 891-904.

Reprinted in R. Tresch, ed. *Public Sector Economics: Critical Perspectives*, Routledge, 2009.

Reprinted in T. Cowen and E. Crampton, eds., *New Theories in Market Failure: A Critical Examination*, Edward Elgar Publishing, 2002.

- “Auctions with Adaptive Artificial Agents.” with J.H. Miller, *Games and Economic Behavior*, v. 10, no. 1, 1995, 39-64.
- “Warm-Glow versus Cold-Prickle: The Effects of Positive and Negative Framing on Cooperation in Experiments.” *Quarterly Journal of Economics*, v. 110, no. 1, February 1995, 1-21.
- “Criminal Deterrence in the Reduced Form: A New Perspective on Ehrlich's Seminal Study.” *Economic Inquiry*, v. 33, no. 3, 1995, 476-483.
- “Auction Experiments in Artificial Worlds.” with J. H. Miller, *Cuadernos Economicos*, special issue on experimental economics, M. Boldrin and M. Santos, Eds., v. 54, no. 2, 1994, 211-221.
- “An Experimental Test of the Public Goods Crowding-Out Hypothesis.” *American Economic Review*, v. 83, no. 5, December 1993, 1317-1327.
- “Identifying the Free Riders: A Simple Algorithm for Determining Who Will Contribute to a Public Good,” with Martin C. McGuire. *Journal of Public Economics*, v. 51, no. 3, July 1993, 447-454.
- “Rational Cooperation in the Finitely Repeated Prisoner's Dilemma: Experimental Evidence.” with J.H. Miller. *Economic Journal*, v. 103, May 1993, 570-585.
- “IRS as Loan Shark: Tax Compliance with Borrowing Constraints.” *Journal of Public Economics*, v. 49, no. 3, October 1992, 35-46.
- “Reasonable Doubt and the Optimal Magnitude of Fines: Should the Penalty Fit the Crime?” *RAND Journal of Economics*, v. 22, no. 3, Autumn 1991, 385-395.
- Reprinted in Hugo M. Mialon and Paul H. Rubin, eds., *Economics, Law and Individual Rights*, London: Routledge, 2007.
- “The Desirability of a Permanent Tax Amnesty.” *Journal of Public Economics*, v. 45, July 1991, 143-160.
- “Can Evolutionary Dynamics Explain Free Riding in Experiments?” with J.H. Miller. *Economics Letters*, v. 36, 1991, 9-15.
- “Impure Altruism and Donations to Public Goods: A Theory of Warm-Glow Giving.” *Economic Journal*, v. 100, June 1990, 464-477.
- Reprinted in N. Barr, ed., *Economic Theory and the Welfare State*, London: Edward Elgar, 2001.

“Giving with Impure Altruism: Applications to Charity and Ricardian Equivalence.” *Journal of Political Economy*, v. 97, December 1989, 1447-58.

“Why Free Ride? Strategies and Learning in Public Goods Experiments.”
Journal of Public Economics, v. 37, December 1988, 291-304.

Reprinted in E.L. Khalil, ed., *Trust: Critical Studies in Economic Institutions*, London: Edward Elgar, 2002.

Reprinted in J.D. Hey and G. Loomes, eds., *Recent Developments in Experimental Economics*, London: Edward Elgar, 1993.

“Privately Provided Public Goods in a Large Economy: The Limits of Altruism.”
Journal of Public Economics, v. 35, February 1988, 57-73.

Edited Volumes:

The Economics of Giving and Altruism, Edward Elgar, 2013 (in process)

Guest Editor (with John List). Special Issue on Charitable Giving and Fundraising,
Journal of Public Economics, v. 95, June 2011.

Guest Editor (with Ravi Kanbur), Special Issue Celebrating the 20th Anniversary of Bergstrom, Blume, and Varian's, “On the Private Provision of Public Goods,”
Journal of Public Economics, v.97, September 2007.

Guest Editor (with John List), Special Issue on Experimental Approaches to Public Economics, *Journal of Public Economics*, v. 85, August 2005.

Notes, Comments, Introductions, Book Reviews, and Other Publications:

“How can small groups put a stop to bad behaviour? Make it a race for second place” with Laura K. Gee, *VOX: Research-Based Policy Analysis and Commentary from Leading Economists*, June 14, 2011.

“Got Altruism?” in *Harvard College Economics Review*, Spring 2011, p 5-6, invited contribution in issue highlighting Behavioral Economics.

“Introduction to Special Issue on Charitable Giving.” with John List, *Journal of Public Economics* Volume 95, June 2011.

“Thinking About Others: Communication, Empathy, and Altruism” with Justin Rao,
VOX: Research-Based Policy Analysis and Commentary from Leading Economists, December 16, 2010.

Media coverage: *New York Times* Freakonomics Blog.

“Revealing a Preferences for Fairness in Ultimatum Bargaining: Parametric and Non-parametric Estimates of Utility” with Marco Castillo and Ragan Petrie, *Korean Economic Review*, 25, Summer 2009, 35-64.

Guest Editor's Introduction: Twenty Surprising Years of BBV.” with Ravi Kanbur, in J. Andreoni and R. Kanbur, Eds., Special Issue Celebrating the 20th Anniversary of Bergstrom, Blume, and Varian's, 'On the Private Provision of Public Goods,' *Journal of Public Economics*, v. 91, no. 9, September 2007, 1643-1644.

Book Review of Robert H. Frank, *What Price the Moral High Ground? Ethical Dilemmas in Competitive Environments*. Princeton, N.J.: Princeton University Press, 2004, in *Journal of Economic Literature*, v. 43, no. 3, September 2005, 828-829.

“Experimental Approaches to Public Economics: Guest Editors' Introduction.” with John List, *Journal of Public Economics*, Special Issue on Experimental Approaches to Public Economics, v. 89, August 2005, 1355-1359.

“Gifts and Bequests: Family or Philanthropic Organizations? Comment” in A.H. Munnell and A. Sunden, eds., *Death and Dollars: The Role and Impact of Gifts and Estates*, Brookings Institution: Washington, D.C., 2003.

“Private Giving to Public Goods.” *Proceedings*, from the 1987 Annual Conference of the National Tax Association-Tax Institute of America, 1988, 69-74.

“Exact Consumer's Surplus and Deadweight Loss: A Comment.” with R. Haveman and M. Gabay, *American Economic Review*, v. 77, June 1987, 494-495.

Working Papers:

“Avoiding The Ask: A Field Experiment on Altruism, Empathy, and Charitable Giving.” with Justin M. Rao, and Hannah Trachtman, November 2011.

Media Coverage: *New York Times* Freakonomics Blog

“Crowding-Out Charitable Contributions in Canada: New Knowledge from the North.” with A. Abigail Payne, November 2011.

“Diversity and Donations: The Effect of Religious and Ethnic Diversity on Charitable Giving.” with A. Abigail Payne, Justin Smith, and David Karp, November 2011.

Media Coverage: *Macleans.ca* Dec 6, 2011,
New York Times Freakonomics Blog,
NBER Digest March 2012

“The Gun For Hire Mechanism.” with Laura K. Gee, May 2011, NBER working paper 17032.

“Gun For Hire: Does Delegated Enforcement Crowd out Peer Punishment in Giving to Public Goods?” with Laura K. Gee, NBER working paper 17033.

“Measuring the Power of Tests Using Revealed Preference.” with Ben Gillen and William Harbaugh, November 2010.

“Building Rational Cooperation: Starting Small.” with Michael Kuhn and Larry Samuelson, November 2010.

“Uncertainty Equivalents: Linear Tests of The Independence Axiom.” with Charles Sprenger, September 2010.

“Certain and Uncertain Utility: The Allais Paradox and Five Decision Theory Phenomena.” with Charles Sprenger, January 2010.

“Unexpected Utility: Five Experimental Tests of Preferences For Risk.” with William T. Harbaugh, December 2009.

“The Role of Judicial Discretion in Dispute Settlement.” with Ray Madoff , June 2007.

“Trust, Reciprocity, and Contract Enforcement: Experiments on Satisfaction Guaranteed.” March 2005.

Honorary Professorships and Plenary Addresses:

ERID Scholar, Duke University, September 2012.

Herbert Simon Lecture, Society for the Advancement of Behavioral Economics, Granada, Spain, July 2012.

Semi-Plenary Speaker, Game Theory Society World Congress 2012, Istanbul, Turkey, July 2012.

Keynote Speaker, Workshop on Social Dimensions of Organizations, Budapest, Hungary, April 2012.

Keynote Speaker, The Social Dimension of Organizations, Budapest, Hungary, April 2012.

Keynote Speaker, New Directions in the Theory of Voluntary Provision of International Public Goods, ZEW Mannheim, April 2012

Keynote Speaker, Tiber Symposium on Psychology and Economics, Tilberg University, August 2011.

Plenary Address, Econometric Society, Summer Meetings, on Behavioral Economics, Washington University, June 2011.

Distinguished Visiting Professor, University of Melbourne, May 2011.

Distinguished Visiting Professor in Psychology and Economics, University of California, Berkeley, March 2010.

Plenary Address, Asia-Pacific Meeting of the Economic Science Association, Melbourne, Australia, February 2010.

Distinguished Visiting Professor, Paris 1, Sorbonne University, Paris France, May-June 2009.

Distinguished Scholar, Brain Korea 21st Century Lectures, Sungkyunkwan University, Seoul, Korea, April 16-20, 2007.

Plenary Address, European Meeting of the Economic Science Association, Nottingham, England, September 2006.

Plenary Address, International Meeting of the Economic Science Association, Atlanta, Georgia, June 2006.

Plenary Address, Second International Meeting in Experimental and Behavioral Economics, Valencia, Spain, December 2005.

Harry Lyman Hooker Distinguished Visiting Professor, McMaster University, Hamilton, Ontario, November 15-19, 2004.

Distinguished Scholar, Brain Korea 21st Century Lectures, Sungkyunkwan University, Seoul, Korea, November 14-22, 2003.

Plenary Address, Journees Louis-Andre Gerard-Varet, Institut D'Economie Publique Annual Conference, Marseille, France, May 2003.

Plenary Address, International Institute of Public Finance Annual Congress, Helsinki, Finland, August 2002.

Distinguished Visiting Scholar, University of Oregon, October 20-24, 1997.

Professional Service:

National Bureau of Economic Research
Awards Panel for Graduate Fellowships on Non-profit Sector Research, 2011

Economic Science Association:
President, 2007-2009
President Elect, 2005-2007
Program Chair, Fall Meeting 2000
North American Vice President, 1996-2000
Dissertation Award Committee, 1993

Econometric Society:
Program Committee, Summer Meetings 2001

Association of Public Economic Theory:
Program Committee, Annual Meeting 2004

National Science Foundation:
Grant Review Panel for Decision, Risk, and Management Science, 2009-10
Grant Review Panel for Economics, 1996-98
Graduate Fellowships Selection Panel for Economics, 2001

Consultant (Gratis):
Griffin Early Childhood Center, J. List, S. Levitt, R. Fryer, PIs, 2010
Center for Compassion and Altruism Research and Education (CCARE),
Stanford University Medical School, J. Doty, Director, 2008-2010.
Her Majesty's Revenues and Customs, on tax policy toward British charities,
K. Scharf, S. Smith, PIs, 2010
National Commission on Philanthropy, 1997

UCSD Service:
Placement Director, 2008-09, 2009-10
Osher Lifelong Learning Institute, Distinguished Lecture Series, October
2011, "What Does Behavioral Economics Tell Us About Economic
Behavior?"

Teaching:

Graduate: Experimental and Behavioral Economics, Public Economics,
Microeconomic Theory I & II

Undergraduate: Experimental Economics, Public Economics, Intermediate
Microeconomics, Advanced Theory