

ALEC SMITH

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FOR INTERNAL REVIEW

RESEARCH INTERESTS

Behavioral and Experimental Economics, Neuroeconomics

EMPLOYMENT

2015— *Virginia Tech*, Blacksburg, VA
Assistant Professor, Department of Economics

2014 *University of Arizona*, Tucson AZ
Visiting Assistant Professor, Department of Economics

2013—2015 *Compass Lexecon*, Tucson, AZ
Senior Economist

2009—2014 *California Institute of Technology*, Pasadena, CA
Visiting Associate, Division of Humanities & Social Sciences, 2013-2014
Postdoctoral Scholar in Economics, 2009-2013

2004—2009 *University of Arizona*, Tucson, AZ
Research Assistant, Economic Science Laboratory and Institute for Behavioral Economics

1999—2002 *Wedbush Morgan Securities*, San Francisco, Pacific Stock Exchange,
Equities Trader (Specialist)

1996—1999 *Charles Schwab & Co.*, San Francisco, Pacific Stock Exchange, Equities
Trader (Assistant Specialist)

EDUCATION

Ph. D., *University of Arizona*, Economics, 2009
M.A., *University of Arizona*, Economics, 2006
B.A., *Dartmouth College*, Biology, 1993

PUBLICATIONS

Camerer, C., Nave, G., & Smith, A. (2017). "Dynamic unstructured bargaining with private information: Theory, experiment, and outcome prediction via machine learning." Accepted, *Management Science*.

Chang, L. J., & Smith, A. (2015). Social emotions and psychological games. *Current Opinion in Behavioral Sciences*, 5, 133-140.

Smith, A., Lohrenz, T., King, J., Montague, P. R., & Camerer, C. F. (2014). Irrational exuberance and neural crash warning signals during endogenous experimental

market bubbles. *Proceedings of the National Academy of Sciences*, 111(29), 10503-10508.

Smith, A., Bernheim, B. D., Camerer, C. F., & Rangel, A. (2014). Neural Activity Reveals Preferences without Choices. *American Economic Journal: Microeconomics*, 6(2), 1-36.

Dufwenberg, M., Smith, A., & Van Essen, M. (2013). Hold-Up: With a Vengeance. *Economic Inquiry*, 51(1), 896-908.

Chang, L. J., Smith, A., Dufwenberg, M., & Sanfey, A. G. (2011). Triangulating the neural, psychological, and economic bases of guilt aversion. *Neuron*, 70(3), 560-572.

WORKING PAPERS

"Promises and Punishment," with Martin Dufwenberg and Flora Li. [*Formerly "Anger and Broken Promises."* Preliminary draft completed, revising for submission.]

"Guilt and Participation," with Amrish Patel [*Submitted to Journal of Economic Behavior and Organization*]

"Frustration and Anger in Games," with Pierpaolo Battigalli and Martin Dufwenberg. [*Submitted to Games and Economic Behavior; reject and resubmit as of February 2017*]

"Lagged Beliefs and Reference-Dependent Utility" [*Submitted to Journal of Economic Behavior and Organization, revise and resubmit as of March 2018*]

BOOK CHAPTERS AND CORRESPONDENCE

"Correspondence: Are Cognitive Functions Localizable?" with Colin Camerer and co-signers, in *The Journal of Economic Perspectives* 27, no. 2 (2013): 247-252.

"Cognitive Hierarchies and Emotions in Behavioral Game Theory," with Colin Camerer, in the *Oxford Handbook of Thinking and Reasoning*, K. J. Holyoak & R. G. Morrison (Eds.), 2012. New York: Oxford University Press.

WORK IN PROGRESS

"Threats," with Martin Dufwenberg and Flora Li [Data collected Fall 2017; manuscript in preparation]

"Attention and Arousal in Dynamic Portfolio Choice," with Xiaomeng Zhang [Data collected Fall 2017; manuscript in preparation]

"Neuromodulation of the Temporoparietal Junction and Economic Preferences for Giving," with Sheryl Ball and Flora Li [Data collection began Fall 2017, continues Spring 2018]

“Understanding and Predicting Asset Price Bubbles from Brain Activity,” with Colin Camerer, Read Montague, and Terry Lohrenz [Data collected]

“Cognitive Load and Decision-Making Under Uncertainty,” with Adam Dominiak and Peter Duersch [Under review at VT IRB]

“Testing Weak WARP,” with Adam Dominiak, Peter Duersch, and Gerelt Tserenjigmid

“Populism and Angry Voters,” with Aleksandr Lenk and Amrish Patel

“tDCS, Working Memo

SEMINAR AND CONFERENCE PRESENTATIONS

2018: Appalachian State, University of Arizona

2017: ESA International (San Diego), 2nd Workshop on Psychological Game Theory (Norwich, UK), Southern Economic Association (Tampa, FL)

2016: 3rd Lake Lucerne Meeting on Neurofinance (Vitznau), 1st Workshop on Psychological Game Theory (Gothenburg), Virginia Experimental Social Science Conference (Charlottesville), Southern Economic Association (Washington, DC)

2015: Southern Economic Association (New Orleans), SITE Experimental Economics (Stanford), Virginia Tech, University of Nevada-Reno

2014: 4th Interdisciplinary Symposium on Decision Neuroscience (Stanford)

2013: Yale Behavioral Sciences (New Haven), Behavioral Economics Annual Meeting (Ithaca), LeeX Theoretical & Experimental Macroeconomics (Barcelona), Texas A&M

2012: Behavioral Decision Research in Management (Boulder), Bay Area Behavioral And Experimental Economics Workshop (Santa Clara), ESA North America (Tucson), SJDM (Minneapolis)

2011: ESA North America (Tucson), SITE Psychology and Economics (Stanford), ESA International (Chicago)

2010: Behavioral & Quantitative Game Theory Conference (Newport Beach)

2009: ESA North America (Tucson), ESA International (Pasadena)

2007: Economic Science Association (ESA) North American Meeting, Tucson

REFEREEING

American Economic Review, Econometrica, Economics Bulletin, Economic Inquiry, European Journal of Neuroscience, Frontiers in Energy Research, Frontiers in Neuroscience, Games and Economic Behavior, Journal of Economic Behavior and Organization, Journal of Behavioral and Experimental Economics, Journal of Finance, Journal of Law, Economics, and Organization, Journal of Marketing Research, Nature: Human Behavior, Review of Economic Studies, Social Cognitive and Affective Neuroscience, World Bank Economic Review, The Wallenberg Foundation, The Marsden Trust

FUNDING

CoPI, 100,000 Strong in the Americas Innovation Fund. Topic: *Let's Design and Evaluate Environment and Education Policy in the Field: Insights from Behavioral Economics, Field Experiments and Randomized Control Trials* (\$25,000).

Co-PI, Adaptive Brain and Behavior Destination Area, Request for Concepts Award, Virginia Tech. Topic: *Toward Mental Health through Decision Neuroscience* (\$10,000).

Co-PI, CIDER, Instructional Innovation Grant, Virginia Tech. Topic: *Experiment Driven Policy Making* (\$2,500).

TEACHING

Virginia Tech

Behavioral Economics (Graduate): Spring 2016, Spring 2017, Spring 2018

Experimental Economics: Fall 2016, Fall 2017

Analysis of Economic Data: Fall 2015

University of Arizona

Experimental Economics (Graduate): Fall 2014

Introductory Economics: Summer 2008, Summer 2007

Economics of Strategy: Summer 2006, Summer 2007

OTHER PROFESSIONAL ACTIVITIES

Yale Summer School in Behavioral Finance, 2011

UCLA Advanced Neuroimaging Summer School, 2009

Lindau Nobel Conference in Economic Sciences, Mars Fellow, 2008

Mannheim Empirical Research Summer School, 2007