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Managerial Economics and Decision Sciences Department
Kellogg School of Management
Northwestern University
March 2012

Education

Ph.D. in Economics, University of Minnesota, 1989

M.A. in Economics, University of Ottawa, 1982

B.A. in Economics, Al-Mustansiriah University, Baghdad, 1979

Employment History

MEDS Department, Kellogg School of Management, Northwestern University *1995 to present*

University of Quebec at Montreal *1989 to 1995*

Publications

- "*Subjective Probability*," with L. De Castro. In *Wiley's Encyclopedia of Operations Research and Management Science*, 2011.
- "Testing Theories with Learnable and Predictive Representations," with A. Sandroni, R. Smorodinski, and J. Weinstein. *Journal of Economic Theory*, 2010, vol. **145**, pp. 2203-17.
- "Decision Makers as Statisticians: Diversity, Ambiguity and Learning." *Econometrica*, 2009, vol. **77**, pp. 1371-1401.
- "The Ambiguity Aversion Literature: A Critical Assessment," with J. Weinstein. *Economics & Philosophy.* Lead article in a special issues on ambiguity aversion, with replies and comments by Gilboa, Mukerji, Nehring, Postlewaite, Schmeidler, and Siniscalchi, 2009, vol. **25**, pp. 249-84.
  - "Rejoinder to 'The Ambiguity Aversion Literature: A Critical Assessment'," with J. Weinstein. *Economics & Philosophy*, 2009, vol. **25**, pp. 357-69.
- "Large Games and the Law of Large Numbers." *Games and Economic Behavior*, 2008, vol. **64**, pp. 1-34.

- "Market Forces meet Behavioral Biases: Cost Mis-allocation and Irrational Pricing," with S. Baliga and D. Besanko. *RAND Journal of Economics*, 2008, vol. **39**, pp. 214-237.

- "Comparative Testing of Experts," with J. Weinstein. *Econometrica*, 2008, vol. **76**, pp. 541-559.

- "Finitely Additive Representation of L^p Spaces." *Journal of Mathematical Analysis and Applications*, 2007, vol. **330**, pp. 891-899.

- "The Efficiency of Competitive Mechanisms under Private Information," with R. Smorodinsky. *Journal of Economic Theory*, 2007, vol. **137**, pp. 383-403.

- "Undescribable Events," with L. Anderlini and L. Felli. *Review of Economic Studies*, 2006, vol. **73**, pp. 849-68.

- "Aggregation and the Law of Large Numbers in Large Economies." *Games and Economic Behavior*, 2004, vol. **47**, pp. 1-35.

- "Probabilistic Representation of Complexity," with R. Casadesus-Masanell and E. Ozdenoren. *Journal of Economic Theory*, 2003, vol. **111**, pp. 49-87.

- "Large Non-Anonymous Games," with R. Smorodinsky. *Games and Economic Behavior*, 2001, vol. **111**, pp. 49-87.

- "A reputational model of authority." *Journal of Economic Behavior and Organization*, 2001, vol. **46**, pp. 165–191.

- "Pivotal Players and the Characterization of Influence," with R. Smorodinsky. *Journal of Economic Theory*, 2000, vol. **92**, pp. 318-42.

- "Provision of Public Goods with bounded Project Cost," with R. Smorodinsky. *Economics Letters*, 2000, vol. **67**, pp. 297-301.

- "On the robustness of factor structures to asset repackaging." *Journal of Mathematical Economics*, 1999, vol. **31**, pp. 309–320.

- "Factor Analysis and Arbitrage Pricing in Large Asset Economies." *Journal of Economic Theory*, 1998, vol. **78**, pp. 231-62.

- "Incentive Contracts in Two-Sided Moral Hazards with Multiple Agents." *Journal of Economic Theory*, 1997, vol. **74**, pp. 174-95.

- "Strategically stable equilibria in games with infinitely many pure strategies." *Mathematical Social Sciences*, 1996, vol. **31**, pp. 50–50.

- "Decomposition and Characterization of Risk with a Continuum of Random Variables." *Econometrica*, 1995, vol. **63**, pp. 1195-1224. Corrigendum, *Econometrica* 1999, vol. **67**, pp. 919-20.

- "Incomplete Contracts and the Governance of Complex Contractual Relationships." *American Economic Review, Papers and Proceedings*, 1995, vol. **85**, pp. 432-36.

- "Reputation, Product Quality, and Warranties." *Journal of Economics & Management Strategy*, 1995, vol. **3**, pp. 605–637.
- "A Theory of Forward Induction in Finitely Repeated Games." *Theory and Decision*, 1995, vol. **38**, pp. 173–193.
- "Non-Transitive Smooth Preferences." *Journal of Economic Theory*, 1993, vol. **60**, pp. 14-41.

Working Papers

- "*Manipulable Tests and the Axioms of Probability*," with Al-Najjar, N. I. and L. Pomatto and A. Sandroni. Northwestern University, 2012.
- "*A Bayesian Model of Risk and Uncertainty*," with Al-Najjar, N. I. and J. Weinstein. Northwestern University, 2011.
- "*A Difficulty with the Testing of Theories*," with A. Sandroni. Northwestern University, 2011. R&R from *Mathematical Social Sciences*.
- "*Parametric Representation of Preferences*," with L. De Castro. Northwestern University, 2010. R&R from *Journal of Economic Theory*.
- "*Observability and 'Second-Order Acts'*." Northwestern University, 2010.
- "*A Subjective Foundation of Objective Probabilities*," with L. De Castro. Northwestern University, 2009. This paper is subsumed by the last two papers above.
- "*Coarse Decision Making*," with M. Pai. Northwestern University, 2008. R&R from *Journal of Economic Theory*.
- "*Discretion in Agency Contracts*," with R. Casadesus-Masanell. Northwestern University, 2003.
- "*Complexity as a Barrier to Competitive Imitation*." Northwestern University, 1999.

Old Unpublished Papers

- "*Reciprocal Exchange in Agency*," with C. Forman. Northwestern University, 1999.
- "*On the Role of Reputation in Aggregating Information*." UQAM, 1993.
- "*The Coase Conjecture in Markets with Finitely Many Consumers*." UQAM, 1991.
- "*On the Recoverability of Consumer Preferences from Market Data*." UQAM, 1989.

Refereeing and Editorial Positions

Member of the Editorial Board, *Journal of Mathematical Economics*.

Member of the Editorial Board, *International Journal of Game Theory*.

Referee: The American Economic Review; The Canadian Journal of Economics; Econometrica; Economic Theory; The European Economic Review; Journal of Economic Theory; Journal of Economic Behavior and Organization, Journal of Economics & Management Strategy; Mathematical Social Sciences; RAND Journal of Economics, Review of Economic Studies; Review of Economics and Statistics; The Social Sciences and Humanities Research Council of Canada; Theory and Decision.

Conference and Seminar Presentations (since 2005)

2012 UCLA; Canadian Theory Workshop; Summer Workshop in Economic Theory, Paris (upcoming).

2011 Utility, Risk, and Decision Making, Turin (RUD'11); Plenary talk at International Game Theory Conference, Stony Brook.

2010 Penn State; European University Institute, Florence; Bocconi, Milan; NSF/NBER/CEME Conference.

2009 Simplicity and Likelihood, Yale; Utility, Risk, and Decision Making, Duke (RUD'09); Decision Theory and its Discontents, Northwestern; Decentralization conference, St. Louis; Duke (Fuqua); Cornell.

2008 University of Minnesota; University of Illinois–Urbana Champaign; Utility, Risk, and Decision Making, Oxford (RUD'08); European Summer Symposium in Economic Theory, Gerzensee, Switzerland; NSF/NBER General Equilibrium and Mathematical Economics Workshop–Brown University; University of California–San Diego.

2007 Washington University; Decentralization conference, Ann Arbor; NBER Workshop on Behavioral Macroeconomics; Tel Aviv University (Statistics); Conference in Honor of Ehud Kalai, Hebrew University; Technion, Haifa; University of Montreal; Workshop on Language and Communication, Northwestern.

2006 Utility, Risk, and Decision Making, Paris (RUD'06); European Summer Symposium in Economic Theory, Gerzensee, Switzerland; Roy seminar, Paris; Universite Paris I; Toulouse.

2005 Amsterdam; Berkeley.

2004 Oxford, Cambridge, LSE, UCL, Pompeu Fabra, IESE.

Teaching

MBA Courses Taught:

2009-present	Decision Making Under Uncertainty.
2008-present	Macroeconomics.
2000-07; 2011-present	Competitive Strategy and Industrial Structures.
1995–2010	Managerial Economics.

Executive Teaching:

2002-present	Competitive Strategy and Industrial Structures.
2005-present	Strategic Issues in Commodity Industries.

Ph.D. Courses:

2008, 2009	*Decision Theory.* Syllabus available on my research page.
2005, 2006, 2007	*Behavioral Economics and Bounded Rationality.* Syllabus available on my research page.
1996, 1997, 1998, 1999	Contract Theory and Mechanism Design.

During 1989-1995 I taught Microeconomics at the undergraduate and graduate levels (in French) at the University of Quebec at Montreal.

Teaching Awards:

2007	Sidney J. Levy Award, for excellence in teaching (Competitive Strategy).
2000	Chairs Core Course Teaching Award (Microeconomics).
1997	Sidney J. Levy Award, for excellence in teaching (Microeconomics).

Contact

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