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

- “A Difficulty with the Testing of Theories,” with A. Sandroni. *Mathematical Social Sciences*, 2013, vol. **65**, pp. 5-9.
- “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 a rejoinder, 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

Listed starting with the oldest/most complete papers to newer work.

- “*Coarse Decision Making*,” with M. Pai. Northwestern University, 2008. Conditionally accepted *Journal of Economic Theory*.
- “*Parametric Representation of Preferences*,” with L. De Castro. Northwestern University, 2010. R&R from *Journal of Economic Theory*.
- “*A Subjective Foundation of Objective Probabilities*,” with L. De Castro. Northwestern University, 2009.
- “*Observability and ‘Second-Order Acts’*.” Northwestern University, 2010.
- “*A Bayesian Model of Knightian Uncertainty*,” with J. Weinstein. Northwestern University, 2012, *submitted*.
- “*Uncertainty and Disagreement in Equilibrium Models*,” with E. Shmaya. Northwestern University, 2012, *submitted*.
- “*Induction, Falsification, and Empirical Inference*,” with L. Pomatto and A. Sandroni. Northwestern University, 2013, *preliminary draft*.
- “*Learning and Long-run Fundamentals in Stationary Environments*,” with E. Shmaya. Northwestern University, 2013, *preliminary draft*.
- “*Rational Learning Leads to Testable Claims*,” with L. Pomatto and A. Sandroni. Northwestern University, 2013, *in progress*.
- “*This Time is Different*.” Northwestern University, 2013, *in progress*.

Old Unpublished Papers

- “*Discretion in Agency Contracts*,” with R. Casadesus-Masanell. Northwestern University, 2003.
- “*Complexity as a Barrier to Competitive Imitation*.” Northwestern University, 1999.

- “*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)

2013 Chicago Conference on Uncertainty, University of Chicago Law School, April (invited speaker, planned); Decisions, Theory, and Applications, Paris, May (invited speaker, planned); Prague, May (invited speaker, planned); Institute for Advanced Studies, Vienna, special lectures on decision theory (invited speaker, planned); Conference on Model Disagreement in Policy Making, London School of Economics, November (keynote speaker, planned).

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

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	<i>Decision Theory.</i> Syllabus available on my research page.
2005, 2006, 2007	<i>Behavioral Economics and Bounded Rationality.</i> 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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