# **Yuval Salant**

Northwestern University Kellogg School of Management MEDS Department, #591 2001 Sheridan Road Evanston, IL 60208 (847) 491-5149 Skype: yuval\_salant <u>y-salant@northwestern.edu</u> <u>www.kellogg.northwestern.edu/Faculty/salant/personal/</u> Google Scholar Profile

#### CURRENT EMPLOYMENT

# Northwestern University, Kellogg School of Management

Associate Professor of Managerial Economics & Decision Sciences, September 2012-Assistant Professor of Managerial Economics & Decision Sciences, July 2009-August 2012 Donald P. Jacobs Scholar, July 2008-June 2009

#### **EDUCATION**

# Stanford University, Graduate School of Business

Ph.D. in Economic Analysis and Policy, 2008

Dissertation title: Procedural and Axiomatic Analysis of Choice from Lists

Committee: Robert Wilson (Chair), Jeremy Bulow, Ariel Rubinstein, and Andy Skrzypacz

## Hebrew University, Faculty of Science

M.Sc. in Computer Science, Summa Cum Laude, 2003

B.Sc. in the "Amirim" Special Honors Program: Computer Science with section studies in Mathematics, **Summa Cum Laude**, 2000

## **PUBLICATIONS**

- **1."On the Causes and Consequences of Ballot Order Effects"**, with Marc Meredith, *Political Behavior*, 35 (2013), No. 1, 175-197 (Featured in the Wall Street Journal, Chicago Tribune, Postmedia news)
- **2."Eliciting Welfare Preferences from Behavioral Datasets"**, with Ariel Rubinstein, *Review of Economic Studies*, 79 (2012), No. 1, 375-387
- **3."Procedural Analysis of Choice Rules with Applications to Bounded Rationality"**, *American Economic Review*, 101 (2011), No. 2, 724-748 (Featured in The Marker magazine)
- **4."**(*A*, *f*): Choice with Frames", with Ariel Rubinstein, *Review of Economic Studies*, 75 (2008), No. 4, 1287-1296
- **5."Some Thoughts on the Principle of Revealed Preference"**, with Ariel Rubinstein, In *Handbooks of Economic Methodologies* (Andrew Caplin and Andrew Schotter, eds.), New York: Oxford University Press (2008), 115-124
- **6."On the Learnability of Majority Rule"**, *Journal of Economic Theory*, 135 (2007), No. 1, 196-213 **7."A Model of Choice from Lists"**, with Ariel Rubinstein, *Theoretical Economics*, 1 (2006), No. 1, 3-17

## **WORKING PAPERS**

**8."Reallocation Costs and Efficiency"**, with Ron Siegel, Revise & Resubmit, *American Economic Review* **9."Contracts with Framing"**, with Ron Siegel

10."How to Buy Advice", with Ronen Gradwohl

#### REFEREEING

American Economic Review, Econometrica, Economic Journal, Economics Letters, Economic Theory, Games and Economic Behavior, Journal of Economic Theory, Journal of the European Economic Association, Journal of Political Economy, Quarterly Journal of Economics, Review of Economic Studies, Theoretical Economics

## **INVITED TALKS**

**2013** (including expected): Focus session on "Behavioral Mechanism Design" of the European Summer Symposium in Economic Theory at Gerzensee, "Bounded Rationality in Choice" conference in the University of St. Andrews, Penn-State University

**2012:** AEA annual meeting session on "Behavioral Welfare Economics", University of Michigan, Purdue, Warwick, Essex, LSE, OSU (invited but could not attend)

**2011:** Harvard-MIT, University of Wisconsin, UCL conference on "Bounded Rationality, Revealed Preference, and Consumer Demand"

**2010:** Boston University, Focus session on "New Directions in Choice Theory" of the European Summer Symposium in Economic Theory at Gerzensee, Santa Fe institute working group on "Reasoning, Perception and Beliefs in Strategic Settings" (invited but could not attend)

**2009:** Penn-State University, UT Austin, University of British Columbia, University of Chicago, 11th Summer School on Economics and Philosophy at San Sebastian, Hebrew University

**2008:** Berkeley, Brown, Caltech, Harvard, Hebrew University, Iowa, LSE, MIT, Northwestern, NYU Stanford, Tel-Aviv, UCL, Washington University in St. Louis, Yale

**2006:** NYU, Joint Congress of the European Economic Association and the Econometric Society European Meetings, Conference on "Methodologies of Modern Economics" in NYU

2005: Berkeley, Econometric Society 9th World Congress, Tel-Aviv University

### HONORS, AWARDS

Excellence in Refereeing Award, American Economic Review, 2009

**Leonard W. and Shirley R. Ely Fellow,** Stanford Institute for Economic Policy Research, 2007/08 **Rector's Prize for Excellence in Graduate Studies** (top 2% of science graduates), Hebrew University, 2001/02

**Certificate of Academic Excellence** (top 20 students of Hebrew University), Israeli Parliament, 2002 **Rector's List of Distinguished Teachers**, Hebrew University, 2000/01 (ranked 25<sup>th</sup> among 296 science teachers based on students' evaluations), 2001/02 (13<sup>th</sup> among 302), and 2002/03 (26<sup>th</sup> among 465)

Outstanding Academic Achievement Scholarship, NDS Technologies, Israel, 2001

Outstanding Academic Achievement Scholarship, CheckPoint, Israel, 2001

**Dean's Prize for Excellence in Undergraduate Studies** (top 2% of science undergraduates), Hebrew University, 1997/98