

# Yuval Salant

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## CURRENT EMPLOYMENT

### Northwestern University, Kellogg School of Management

Harold L. Stuart Professor of Managerial Economics & Decision Sciences, 2024-present

Professor of Managerial Economics & Decision Sciences, 2020-2024

Associate Professor of Managerial Economics & Decision Sciences, 2012-2020 (with tenure, 9/2014)

Assistant Professor of Managerial Economics & Decision Sciences, 2009-2012

Donald P. Jacobs Scholar, 2008-2009

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## 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

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## PUBLICATIONS

14. “**Optimal Sample Sizes and Statistical Decision Rules**”, with Sanket Patil, *Theoretical Economics*, 19 (2024), 583-604

13. “**Statistical Inference in Games**”, with Josh Cherry, *Econometrica*, 88 (2020), No. 4, 1725-1752

12. “**The Effect of Product Misperception on Economic Outcomes: Evidence from the Extended Warranty Market**”, with Jose Miguel Abito, *Review of Economic Studies*, 86 (2019), No. 6, 2285-2318

11. “**The Effect of Limited Availability on Children’s Consumption, Engagement, and Choice Behavior**”, with Michal Maimaran, *Judgment and Decision Making*, 14 (2019), No. 1, 72-79

10. “**Contracts with Framing**”, with Ron Siegel, *American Economic Journal: Microeconomics*, 10 (2018), No. 3, 315-346

9. “**Isn’t Everyone Like Me?: On the Presence of Self-Similarity in Strategic Interactions**”, with Ariel Rubinstein, *Judgment and Decision Making*, 11 (2016), No. 2, 168-173

8. “**Reallocation Costs and Efficiency**”, with Ron Siegel, *American Economic Journal: Microeconomics*, 8 (2015), No. 1, 203-227

7. “**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)

6. “**Eliciting Welfare Preferences from Behavioral Datasets**”, with Ariel Rubinstein, *Review of Economic Studies*, 79 (2012), No. 1, 375-387

5. “**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

3. “**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

2. “**On the Learnability of Majority Rule**”, *Journal of Economic Theory*, 135 (2007), No. 1, 196-213

1. “A Model of Choice from Lists”, with Ariel Rubinstein, *Theoretical Economics*, 1 (2006), No. 1, 3-17

#### WORKING PAPERS

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15. “Complexity and Satisficing: Theory with Evidence from Chess”, with Jörg Spenkuch, accepted at the *Review of Economic Studies*

16. “The Memory Premium”, with Jörg Spenkuch

#### SELECTED PROFESSIONAL ACTIVITIES

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**Co-founder and member of the Scientific Committee**, Bounded Rationality in Choice Conference, 2013-

**Co-organizer**, Bounded Rationality in Choice Conference at Northwestern University, 2016

**Co-organizer**, Bounded Rationality in Choice Conference at Northwestern University, 2023

**Co-founder and co-organizer**, Kellogg Behavioral Economics Seminar, 2018-

#### REFEREEING

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AEJ: Microeconomics, American Economic Review, Econometrica, Economic Journal, Economics Letters, Economic Theory, Games and Economic Behavior, Israel Science Foundation, Journal of Economic Theory, Journal of the European Economic Association, Journal of Political Economy, National Science Foundation, Quarterly Journal of Economics, RAND Journal of Economics, Review of Economic Studies, Theoretical Economics

#### INVITED TALKS

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**2025 (expected):** Nash75 @Oxford: A Symposium to Celebrate 75 Years of Nash Equilibrium, University of Toronto, UPenn, USC, Tel-Aviv University

**2024:** Chicago Booth, University of Bristol, Queen Mary University of London, Bar-Ilan University, Bounded Rationality in Choice (BRIC) conference at Ca' Foscari University of Venice

**2023:** Pan-Asian Online Theory Seminar, Hebrew University

**2022:** Alicante, Boston College, “Bounded Rationality: Theory and Experiments” workshop at Tel-Aviv University, Penn-State University

**2021:** Washington University in St. Louis, UC Santa Barbara, Stanford Institute for Theoretical Economics (SITE) Session on Psychology and Economics

**2020:** Columbia, Tel-Aviv and Hebrew University joint seminar

**2019:** Harvard-MIT joint seminar, Behavioral Economics Annual Meeting at Cornell, European Summer Symposium in Economic Theory at Gerzensee

**2018:** Penn-State University, Stanford Institute for Theoretical Economics (SITE) Session on Psychology and Economics

**2017:** “Applied Behavioral Theory” workshop at the University of Zurich, University of Western Ontario, Research workshop in honor of Ehud Kalai at Tel Aviv University, Ben-Gurion University, Bar-Ilan University

**2016:** UPenn, Tel Aviv University, Keynote speaker in “Recent Developments on Behavioral Economics and Mechanism Design” workshop in the University of Glasgow, Bounded Rationality in Choice (BRIC) conference at Northwestern University

**2015:** “Reimagining Decentralization” conference in honor of Stanley Reiter at Northwestern University, Hebrew University, Brown University, University of Toronto, University of Zurich

**2014:** Stanford, Northwestern-Toulouse workshop on Industrial Organization, University of Montreal, UCLA, CalTech, Ohio State University, University of Zurich, Workshop on “Behavioral Game Theory” at University College London

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

**2012:** AEA annual meeting session on “Behavioral Welfare Economics”, University of Michigan, Purdue, Warwick, Essex, LSE

**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

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**Sidney J. Levy Excellence in Teaching Award**, Kellogg School of Management, 2018/19, 2023/24

**Finalist, 2013 Exeter Prize** for the paper “Eliciting Welfare Preferences from Behavioral Datasets”

**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