

# Nabil I. Al-Najjar

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

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**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

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

**University of Quebec at Montreal** *1989 to 1995*

## Publications

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1. “Choice under Aggregate Uncertainty,” with L. Pomatto. Forthcoming in: *Theory and Decision*, First version, April 2014.
2. “Uncertainty and Disagreement in Equilibrium Models,” with E. Shmaya. Forthcoming in: *Journal of Political Economy*, First version, January 2013.
3. “A Rational-Choice Framework for the Precautionary Principle.” Forthcoming in: *Journal of Legal Studies*, first version April 2013.
  - Invited paper for the Conference on “Developing Regulatory Policy in the Context of Deep Uncertainty,” University of Chicago Law School, April 2013.
4. “Incomplete Contracts, Mechanism Design and Complexity,” with L. Anderlini and L. Felli. Forthcoming in: *The Impact of Incomplete Contracts on Economics*, edited by P. Aghion, M. Dewatripont, P. Legros, and L. Zingales. Oxford University Press.
5. “A Bayesian Model of Knightian Uncertainty,” with J. Weinstein. *Theory and Decision*, 2015, vol. **78**, pp. 1-22.
6. “Claim Validation,” with L. Pomatto and A. Sandroni. *American Economic Review*, 2014, vol. **104**, pp. 3725-36.

7. "Merging and Testing of Opinions," with L. Pomatto and A. Sandroni. *Annals of Statistics*, 2014, vol. **42**, pp. 1003-28.
8. "Coarse Decision Making and Overfitting," with M. Pai. *Journal of Economic Theory*, 2014, vol. **150**, pp. 467-86.
9. "Parametric Representation of Preferences," with L. De Castro. *Journal of Economic Theory*, 2014, vol. **150**, pp. 642-67.
  - "Observability and 'Second-Order Acts'," with L. De Castro, October 2010.  
This note, available on my webpage, expands on the argument in Section 5.3 of the published paper that the so-called *second-order 'acts'* make no sense.
10. "A Difficulty with the Testing of Theories," with A. Sandroni. *Mathematical Social Sciences*, 2013, vol. **65**, pp. 5-9.  
*(MEDS Department Chair, July 2010-July 2012.)*
11. "Subjective Probability," with L. De Castro. In *Wiley's Encyclopedia of Operations Research and Management Science*, 2011.
12. "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.
13. "Decision Makers as Statisticians: Diversity, Ambiguity and Learning." *Econometrica*, 2009, vol. **77**, pp. 1371-1401.
14. "The Ambiguity Aversion Literature: A Critical Assessment," with J. Weinstein. *Economics & Philosophy*, 2009, vol. **25**, pp. 249-84.
  - Lead article in a the special issue on ambiguity aversion, with replies and a rejoinder.
  - "Rejoinder," with J. Weinstein. *Economics & Philosophy*, 2009, vol. **25**, pp. 357-69.
15. "Large Games and the Law of Large Numbers." *Games and Economic Behavior*, 2008, vol. **64**, pp. 1-34.
16. "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.
17. "Comparative Testing of Experts," with J. Weinstein. *Econometrica*, 2008, vol. **76**, pp. 541-559.
18. "Finitely Additive Representation of  $L^p$  Spaces." *Journal of Mathematical Analysis and Applications*, 2007, vol. **330**, pp. 891-899.
19. "The Efficiency of Competitive Mechanisms under Private Information," with R. Smorodinsky. *Journal of Economic Theory*, 2007, vol. **137**, pp. 383-403.
20. "Undescribable Events," with L. Anderlini and L. Felli. *Review of Economic Studies*, 2006, vol. **73**, pp. 849-68.

21. "Aggregation and the Law of Large Numbers in Large Economies." *Games and Economic Behavior*, 2004, vol. **47**, pp. 1-35.
22. "Probabilistic Representation of Complexity," with R. Casadesus-Masanell and E. Ozdenoren. *Journal of Economic Theory*, 2003, vol. **111**, pp. 49-87.
23. "Large Non-Anonymous Games," with R. Smorodinsky. *Games and Economic Behavior*, 2001, vol. **111**, pp. 49-87.
24. "A Reputational Model of Authority." *Journal of Economic Behavior and Organization*, 2001, vol. **46**, pp. 165–191.
25. "Pivotal Players and the Characterization of Influence," with R. Smorodinsky. *Journal of Economic Theory*, 2000, vol. **92**, pp. 318-42.
26. "Provision of Public Goods with bounded Project Cost," with R. Smorodinsky. *Economics Letters*, 2000, vol. **67**, pp. 297-301.
27. "On the robustness of factor structures to asset repackaging." *Journal of Mathematical Economics*, 1999, vol. **31**, pp. 309–320.
28. "Factor Analysis and Arbitrage Pricing in Large Asset Economies." *Journal of Economic Theory*, 1998, vol. **78**, pp. 231-62.
29. "Incentive Contracts in Two-Sided Moral Hazards with Multiple Agents." *Journal of Economic Theory*, 1997, vol. **74**, pp. 174-95.
30. "Strategically Stable Equilibria in Games with Infinitely Many Pure Strategies." *Mathematical Social Sciences*, 1996, vol. **31**, pp. 50–50.
31. "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.
32. "Incomplete Contracts and the Governance of Complex Contractual Relationships." *American Economic Review, Papers and Proceedings*, 1995, vol. **85**, pp. 432-36.
33. "Reputation, Product Quality, and Warranties." *Journal of Economics & Management Strategy*, 1995, vol. **3**, pp. 605–637.
34. "A Theory of Forward Induction in Finitely Repeated Games." *Theory and Decision*, 1995, vol. **38**, pp. 173–193.
35. "Non-Transitive Smooth Preferences." *Journal of Economic Theory*, 1993, vol. **60**, pp. 14-41.

## Working Papers

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Listed starting with the older/more complete papers.

- “*A Subjective Foundation of Objective Probabilities*,” with L. De Castro, first version June 2009, submitted, contact me for a draft.
- “*Learning and Long-run Fundamentals in Stationary Environments*,” with E. Shmaya, 2013, submitted, draft available on my webpage.
- “*This Time is Different*,” 2014, contact me for a draft.
- “*Aggregative Utility in Large Populations*,” with L. Pomatto, 2014, submitted, contact me for a draft.
  - Earlier paper merged with the paper above:  
“*Aggregation with Lottery-Valued Social Profiles*,” with L. Pomatto, 2014.

## Old Unpublished Papers

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- “*Discretion in Agency Contracts*,” with R. Casadesus-Masanell, 2003.
- “*Complexity as a Barrier to Competitive Imitation*,” 1999.
- “*Reciprocal Exchange in Agency*,” with C. Forman, 1999.
- “*On the Role of Reputation in Aggregating Information*,” 1993.
- “*The Coase Conjecture in Markets with Finitely Many Consumers*,” 1991.
- “*On the Recoverability of Consumer Preferences from Market Data*,” 1989.

## Refereeing and Editorial Positions

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Member of the Editorial Board, *Journal of Mathematical Economics*, 1996-2010.

Member of the Editorial Board, *International Journal of Game Theory*, 2003-2009.

**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; Journal of Political Economy; 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.

## Conferences, Seminars, and Short Visits (since 2004)

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- 2015** Technion. Tel Aviv University (Statistics). Center for Rationality, Jerusalem. Re-imagining Decentralization (Conference in Honor of Stanley Reiter). Conference on Federal Agency Decision-Making Under Deep Uncertainty, University of Chicago Law School and Becker Friedman Institute (discussant). Short-term Consultant, Cleveland Federal Reserve Bank. Roy Seminar, Paris. Short term visiting faculty, Université Paris II. Conference on Decisions-Theory and Experiments (D-Tea), Paris.
- 2014** Simplicity and Likelihood, Bar Ilan University. Technion. Tel Aviv University (Statistics). Georgetown. The Canadian Economic Theory Workshop, Vancouver. Short term visiting faculty, Université Paris II. Conference on Decisions-Theory and Experiments (D-Tea), Paris. Utility, Risk, and Decision Making, Warwick (RUD'14). The Cowles Foundation Conference on Economic Theory, Yale. The Cleveland Federal Reserve Bank. Ohio State.
- 2013** Conference on Regulatory Policy in the Context of Deep Uncertainty, University of Chicago Law School (invited speaker). Conference on Decisions-Theory and Experiments (D-Tea), Paris. Cerge-EI, Prague. University of Vienna. Conference on Model Disagreement in Policy Making, London School of Economics (invited speaker).
- 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, New York.
- 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; Université Paris I; Toulouse.
- 2005** Amsterdam. Berkeley.
- 2004** Oxford University. Cambridge. LSE. UCL. Pompeu Fabra. IESE.

## Teaching

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### *MBA Courses Taught:*

<b>2012-present</b>	Decision Making and Modeling (DECS 450, elective).
<b>2009-2011</b>	Decision Making Under Uncertainty (DECS 433, core).
<b>2008-2010</b>	Macroeconomics (MECN 450, elective).
<b>2000-07; 2011-2013</b>	Competitive Strategy & Industrial Structures (MECN 441).
<b>1995-2003, 2010</b>	Managerial Economics (MECN 430, core).

### *Executive Teaching:*

<b>2013-present</b>	Analytical Approach to Uncertainty.
<b>2002-2013</b>	Competitive Strategy and Industrial Structures.
<b>2005-present</b>	Strategic Issues in Commodity Industries.

### *Ph.D. Courses:*

<b>2014</b>	Mini-course one <i>Industry Dynamics</i> .
<b>2008, 2009</b>	<i>Decision Theory</i> . Syllabus available on my research page.
<b>2005, 2006, 2007</b>	<i>Behavioral Economics and Bounded Rationality</i> . Syllabus available on my research page.
<b>1996, 1997, 1998, 1999</b>	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:*

<b>2013</b>	Certificate of Impact (Decision Making and Modeling).
<b>2012</b>	Certificate of Impact (Decision Making and Modeling).
<b>2007</b>	Sidney J. Levy Award, for excellence in teaching (Competitive Strategy).
<b>2000</b>	Chairs Core Course Teaching Award (Microeconomics).
<b>1997</b>	Sidney J. Levy Award, for excellence in teaching (Microeconomics).