

March 2012

STEFANO DELLA VIGNA

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APPOINTMENTS

UNIVERSITY OF CALIFORNIA, BERKELEY, Department of Economics
Associate Professor, 2008-present.
Assistant Professor, 2002-2008.

NATIONAL BUREAU OF ECONOMIC RESEARCH

Faculty Associate (Labor Studies, Political Economy), 2009-present.
Faculty Research Fellow (Labor Studies, Political Economy), 2004-2009.

CESifo

Affiliate, 2007 – present.

PRINCETON UNIVERSITY, Department of Economics

Visiting Fellow, 1/2005-2/2005.

UNIVERSITY OF CHICAGO, Graduate School of Business

Visiting Assistant Professor, 2/2005-3/2005.

EDUCATION

Ph.D. Harvard University, Department of Economics, June 2002.
M.A. Harvard University, Department of Economics, June 2000.
Laurea Bocconi University, Degree in Economics, Summa cum Laude, June 1997.

RESEARCH INTERESTS

Psychology and Economics, Applied Micro, Media Economics, Behavioral Finance, Political Economics, Aging.

EDITORIAL ACTIVITIES AND PROGRAM COMMITTEES

Co-Editor, *Journal of the European Economic Association*, 2009-
Co-Editor, Special Issue of *Journal of Marketing Research*, 2010.
Associate Editor, Special Issue, *Management Science*, 2010.
Associate Editor, *Journal of the European Economic Association*, 2008-2009.
Associate Editor, *B.E. Journal of Economic Analysis & Policy*, 2008-2010.
Program Committee, 2013 AEA Meetings.
Co-Organizer, *NBER Behavioral Finance Working Group*, Spring 2011.
Program Committee, *2012 Napa Conference on Financial Market Research*.
Scientific Committee, *Workshop on Media Economics* (2012 and 2013).
Program Committee, *10th World Congress of the Econometric Society*, 2010.
Program Committee, *BDRM Conference*, 2010.

FELLOWSHIPS AND AWARDS

Alfred P. Sloan Research Fellow, 2008-2010.
UC Berkeley Campus-wide Distinguished Teaching Award, 2008.
Social Sciences Distinguished Teaching Award, UC Berkeley, 2007.

Nominee for Best Advisor Award, Economics Department, UC Berkeley, 2007 and 2009.
Social Sciences Distinguished Undergraduate Research Mentoring Award, UC Berkeley, 2004.
NBER Aging and Health Fellowship – 2004-2005 (eligible).
Eliot Fellowship for Dissertation Completion – Harvard University, 2001.
GIC Award for Excellence in Teaching of a Graduate Course – Harvard University, 2000.
Bank of Italy Stringher Fellowship, 1999, 2000.

GRANTS

Center for Equitable Growth – UC Berkeley, 2010.
BPC (Berkeley Population Center) Pilot Grant – UC Berkeley, 2009.
Coleman Fung Risk Management Research Center Grant, 2008-2009.
NSF Grant on “Attention, Demographics, and the Stock Market”, SES-0418206, PI, 2004-2007.
CEDA (Center on the Economics and Demography of Aging) Pilot Grant – UC Berkeley, 2007.
Regents’ Junior Faculty Fellowship – UC Berkeley, Summer 2007.
Faculty Research Grant – UC Berkeley, 2004-2008.
Junior Faculty Research Grant – UC Berkeley, 2002-2003.
CEDA (Center on the Economics and Demography of Aging) Pilot Grant – UC Berkeley, 2002.

PUBLICATIONS

- “Capital Budgeting vs. Market Timing: An Evaluation Using Demographics” (with Joshua Pollet), *Journal of Finance*, forthcoming.
- “Testing for Altruism and Social Pressure in Charitable Giving” (with John List and Ulrike Malmendier), *Quarterly Journal of Economics*, February 2012, Vol. 127, pp. 1-56
(Lead article).
- “The Role of Theory in Field Experiments” (with David Card and Ulrike Malmendier), *Journal of Economic Perspectives*, Summer 2011, Vol. 25, 39-62.
- “Detecting Illegal Arms Trade” (with Eliana La Ferrara), *AEJ: Economic Policy*, November 2010, Vol. 2, pp. 26-57.
- “Persuasion: Empirical Evidence” (with Matthew Gentzkow), *Annual Review of Economics*, September 2010, Vol. 2, 643-669.
- “The Effect of Fast Food Restaurants on Obesity and Weight Gain” (with Janet Currie, Enrico Moretti, and Vikram Pathania), *AEJ: Economic Policy*, August 2010, Vol. 2, pp. 32-63.
- “Psychology and Economics: Evidence from the Field”, *Journal of Economic Literature*, June 2009, Vol. 47, pp. 315-372
(Lead article.)
- “Does Movie Violence Increase Violent Crime?” (with Gordon Dahl), *Quarterly Journal of Economics*, May 2009, Vol. 124, pp. 677-734.
- “Investor Inattention and Friday Earnings Announcements” (with Joshua Pollet), *Journal of Finance*, April 2009, Vol. 64, pp. 709-749.
- “Demographics and Industry Returns” (with Joshua Pollet), *American Economic Review*, December 2007, Vol. 97, pp. 1167-1702.

“The Fox News Effect: Media Bias and Voting” (with Ethan Kaplan), *Quarterly Journal of Economics*, August 2007, Vol. 122, pp. 1187-1234.

“Paying Not To Go To The Gym” (with Ulrike Malmendier), *American Economic Review*, June 2006, Vol. 96, pp. 694-719.

Reprinted in *The International Library of Critical Writings in Economics: The New Behavioral Economics*, edited by Elias L. Khalil, Edward Elgar Publishing, forthcoming.

“Job Search and Impatience” (with Daniele Paserman), *Journal of Labor Economics*, July 2005, Vol. 23, pp. 527-588.

“Contract Design and Self-Control: Theory and Evidence” (with Ulrike Malmendier), *Quarterly Journal of Economics*, May 2004, Vol. 119, pp. 353-402
(Lead article.)

“Learning to Make Risk Neutral Choices in a Symmetric World” (with Marco LiCalzi), *Mathematical Social Sciences*, Jan. 2001, Vol. 41, pp. 19-37.

WORKING PAPERS

“Unintended media effects in a conflict environment: Serbian radio and Croatian nationalism” (with Ruben Enikolopov, Vera Mironova, Maria Petrova, and Ekaterina Zhuravskaya), January 2012.

“Does Media Concentration Lead to Biased Coverage? Evidence from Movie Reviews” (with Alec Kennedy), September 2011.

“The Obama Effect on Economic Outcomes: Evidence from Event Studies”, July 2010.

WORK IN PROGRESS

“Voting to Tell Others” (with John List, Gautam Rao, and Ulrike Malmendier).

“Why Women Do (Not) Say No” (with John List, Gautam Rao, and Ulrike Malmendier).

“From Public Influence to Private Return: Evidence from the Italian Advertising Market” (with Ruben Durante, Brian Knight, and Eliana La Ferrara).

“Page Limits at the AER: Revealed Preferences at Submission” (with David Card).

OTHER PUBLICATIONS

“Consumers Who Care”, *Science*, 329, July 2010, pp. 287-288.

“The Political Impact of Media Bias” (with Ethan Kaplan) in *Information and Public Choice: From Media Markets to Policy Making*, Roumeen Islam, Ed. World Bank Publications, 2008.

Review of Reid Hastie and Robin M. Dawes, “Rational Choice in an Uncertain World,” *Journal of Economic Literature*, 45, June 2003, pp. 582-583.

TEACHING

Undergraduate: Intermediate Microeconomics
Graduate: Applications of Psychology and Economics

PROFESSIONAL ACTIVITIES

Excellence in Refereeing Award 2011 and 2012, *American Economic Review*.

Referee for *American Economic Journal: Applied Economics*, *American Economic Journal: Economic Policy*, *American Economic Review*, *American Journal of Political Science*, *American Law and Economics Review*, *B.E. Journals in Economic Analysis and Policy*, *Econometrica*, *Economic Journal*, *Economics Letters*, *European Economic Review*, *FANRP Grants (USDA)*, *Federal Communications Commission (FCC)*, *Games and Economic Behavior*, *Journal of Development Economics*, *Journal of Economic Literature*, *Journal of Economic Theory*, *Journal of Environmental Economics and Management*, *Journal of Finance*, *Journal of Labor Economics*, *Journal of Law and Economics*, *Journal of Legal Studies*, *Journal of Marketing Research*, *Journal of Political Economy*, *Journal of Population Economics*, *Journal of Public Economics*, *Journal of the European Economic Association*, *Management Science*, *National Science Foundation (NSF)*, *Quarterly Journal of Economics*, *Quarterly Journal of Political Science*, *Rand Journal of Economics*, *Review of Economic Dynamics*, *Review of Economic Studies*, *Review of Economics and Statistics*, *Review of Financial Studies*, and *Swiss National Science Foundation*.

Lecturer and Speaker at:

Summer School in Behavioral Economics, New Hampshire, June 2012.
Boston University Distinguished visitor in Economics, September 2011.
Plenary lecture at World meeting of the Economic Science Association, Chicago 2011.
“Up and Coming Bright Young Thing” Lecture, IAREP/SABE 2008 Conference, Rome.
Summer School in Behavioral Economics, Trento (Italy), June 2006.
Summer School in Economics and Psychology, Chiem See (Germany), May 2006.
CEEL Summer School in Behavioral Economics, Trento (Italy), July 2003.

PhD Students Advised (First job, year of PhD):

Saurabh Bhargava (Carnegie Mellon University, 2012)
Jonas Hjort (Columbia GSB, 2012)
Mitch Hoffman (Rotman School, University of Toronto, 2012)
Juan Carlos Montoy (UCSF, 2012)
Changcheng Song (NUS Singapore, 2012)
Mariana Carrera (Casewestern, 2011)
Justin Gallagher (Casewestern, 2011)
Karen Selody (Federal Reserve Board, 2011)
Vinci Chow (Chinese University of Hong Kong, 2011)
Constanca Esteves-Sorenson (Yale SOM, 2009)
Matthew Levy (RWJ at Harvard, 2009, then LSE, 2011)
Salar Jahedi (University of Arkansas, 2009)
Vikram Pathania (Cornerstone, 2008)
Devin Pope (Wharton, 2007)
Paige Skiba (Vanderbilt Law and Economics, 2007)
Justin Sydnor (Casewestern University, 2006)

Undergraduate Students Advised and Admitted in Economics PhD programs:

Fall 2011: Zachary Breig (UCSD); Pedram Heydari (UCSD); Chen Li (Maryland); Evan Mason (UCLA); Yufan David Yang (Stanford)
Fall 2010: Mitra Akhtari (Harvard); Alec Brandon (Chicago); Al Chan (LSE); HingChak Kung (Berkeley); Ryan Liu (Haas-Finance); David Novgorodsky (Becker Price Center); Adam Singer (RAND); Iris Wu (Harvard-Statistics)
Fall 2009: Diane Alexander (Princeton); Mira Frick (Harvard); Simon Jaeger (Harvard); Prachi Jain (Michigan); Melanie Wasserman (MIT); Amanda Nguyen (UCLA)
Fall 2008: Matthew Leister (Berkeley); Jonathan Leung (USC); William Leung (UCSD); Young Rao (Yale); Sharmini Radakrishnan (Cornell); Patrick Sun (Columbia); Thomas Winberry (Princeton); Tom Zimmermann (Harvard)
Fall 2007: Scott Baker (Stanford), Maya Rossin (Columbia), Anitha Sivasankaran (Harvard)
Fall 2006: Thomas Barrios (Harvard), Monica Deza (Berkeley), Charles Lin (UCSD), Chencan Ouyang (U. Pennsylvania), James Zuberi (Berkeley)
Fall 2005: Tatyana Deryugina (MIT), Rebbecca Reed-Arthurs (Davis)
Fall 2004: Dan Acland (Berkeley), Fang He (Columbia), Liya Zhu (Chicago)
Fall 2003: Alice Hsiaw (Princeton), Matthew Johnson (Yale), Hodad Naderi (Chicago GSB)

PRESENTATIONS AND DISCUSSIONS

2012 (includes planned presentations): NBER Summer Institute, Labor Studies; 2012 Society of Labor Economists (SOLE) Invited Session; RAND; ASSA Meetings, Chicago (Discussant).

2011: Caltech; UCSD (Rady School); University of Chicago (Booth); Conference on the Economics of the Media (Russia); University of Paris, Sciences Politiques; University of Toulouse (France); Boston University; NBER Summer Institute, Political Economy; ESA Conference, Plenary Speaker, 2011 (Chicago); University of Zurich; University of Torino (Italy); Bay Area Experimental Economics Conference; Brown University; Wharton Conference on Behavioral Economics and Health; UCLA (Anderson School); ASSA Meetings, Denver (Presenter and Discussant).

2010: UC Berkeley (Haas); University of Michigan (Ross School); UC, Santa Barbara; Ohio State University; University of Pennsylvania (Wharton School); Wharton Conference on Advances with Field Experiments; INSEAD (Paris); San Francisco Applied Microeconomics Summer Conference; University of Texas, Dallas; University of Amsterdam; Rotterdam University; Washington University (Olin School); Columbia University (GSB); UCSB Conference on Experimental and Behavioral Economics; Harvard University; ASSA Meetings, Atlanta (Discussant).

2009: 2009 Financial Research Association Meeting (Discussant); USC (Marshall School of Business); Yale University; University of Arizona, Tucson; Conference on “Behavioral Economics and Climate Change” (New York); NBER Labor Studies, Summer Institute; San Francisco Applied Microeconomics Summer Conference; Zurich (Switzerland); Munich Workshop on “Natural Experiments and Controlled Field Studies”; UC Davis (Agricultural Economics); First Berkeley Conference on Behavioral Economics; Chicago Meeting on “Economics and Personality Psychology”; Al Gore Summit on Behavioral Economics and Climate Change (Washington, DC); Harvard University (HBS); Federal Trade Commission; Columbia University; ASSA Meetings, San Francisco (Presenter and Discussant).

2008: Helsinki School of Economics, Finance Research Seminar (Finland); Conference on the “Economics of Obesity”, Toulouse (France); IAREP/SABE 2008 Conference, Rome (Plenary

Speaker); Texas Finance Festival, Austin; UC Berkeley (Economics Department and Haas School of Business); UC San Diego (Rady School of Business); ENABLE Symposium on Economics and Psychology (Amsterdam); UCSB Conference on Experimental and Behavioral Economics; NBER Conference on Economics of National Security; ASSA Meetings, New Orleans (Presenter and Discussant).

2007: Amsterdam University (Netherlands); Columbia University; SIEPR Policy Forum (Stanford University); University of Chicago, Law School; Cornell University; IZA/CEPR European Summer Symposium in Labour Economics; NBER Labor Studies, Summer Institute; Zurich University (Switzerland); USDA Conference on “Behavioral Health Economics”; London School of Economics; IZA Conference on “Behavioral Personnel Economics” (Bonn, Germany); San Francisco Federal Reserve Bank; World Bank Conference on “Media and Governance” (Presenter and Discussant); NBER Labor Studies, Spring Meeting; Harvard University; UC Berkeley; ASSA Meetings, Chicago (Presenter and Discussant).

2006: Tilburg University (Netherlands); Rotterdam University (Netherlands); 4th Workshop on Media Economics, George Washington University; NBER Conference on Behavioral Finance (Discussant); University of Tennessee, Knoxville; UC Berkeley; Stanford Institute of Theoretical Economics (SITE), ‘Psychology and Economics’ Session; NBER Labor Studies, Summer Institute; Munich University (Germany); Munich Symposium on Economics and Psychology; University of Maryland, College Park; Princeton University; Yale University (SOM); University of Rochester; University of Pennsylvania (Wharton); ASSA Meetings, Boston (Session Chair, Presenter and Discussant).

2005: Harvard University (Business School); NBER Corporate Finance, Fall Meeting (Discussant); Carnegie-Mellon University; NBER Labor Studies, Fall Meeting; UC Davis; Harvard University; UC Berkeley (Public Policy School and IGS); IIES, Stockholm University (Sweden); Amsterdam Conference on “Open Issues in Finance, III”; IZA, Bonn University (Germany); European University Institute, Florence (Italy); WZB Conference on Behavioral Industrial Organization, Berlin (Discussant); University of Chicago (Graduate School of Business); NBER Political Economy, Spring Meeting; UC Berkeley (ARE Seminar); Wharton Conference on “Household Portfolio-Choice and Financial Decision-Making”; Northwestern University (Kellogg, Finance Group); Princeton University (Labor Lunch and Behavioral Economics Seminar); Columbia University (Graduate School of Business); ASSA Meetings, Philadelphia (Presenter and Discussant).

2004: Duke University (Fuqua); Yale Conference on Behavioral Economics; UC Berkeley; University College London; London School of Economics; NBER Summer Institute, Session on Aging; Stanford Institute of Theoretical Economics (SITE), ‘Psychology and Economics’ Session; Conference on “Communication and Bounded Rationality” (London Business School); Zurich University; Bocconi University; UC Berkeley; NBER IO Winter Meeting (Discussant); UC Berkeley (Haas School of Business, BPP Group); ASSA Meetings, San Diego (Session Chair and Presenter).

2003: Stanford University; UC Berkeley; University of Maryland, College Park; Cornell University; UC Berkeley (Haas School of Business, Marketing Group).

2002: Stanford Institute of Theoretical Economics (SITE), ‘Psychology and Economics’ Session; Dartmouth College; Conference on “Credit Cards”, Université de Toulouse – IDEI; UCLA; Yale University (School of Management); University of Michigan; Harvard University (Kennedy School of Government); Harvard University (Business School, NOM Group); Columbia

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University (Business School); New York University; Northwestern University; Northwestern University (Kellogg School of Management, MEDS Group); UC Berkeley; UC Berkeley (Haas School of Business, EAP Group); Harvard University.

2001: Harvard University; Econometric Society Meeting, New Orleans (Presenter).

PERSONAL

Born on 6/19/1973.

Married to Ulrike Malmendier, with three sons (Alexander, Lucas, and Thomas).