

DANIEL GOTTLIEB

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Education

Ph.D., Economics, Massachusetts Institute of Technology, 2009
M.A., Economics, Getulio Vargas Foundation, 2004
B.A., Economics, Ibmecc Business School, 2001

Current Positions

Olin Business School, Washington University in St. Louis
Assistant Professor of Economics, 2015 –
Member, Risk Theory Society, 2013 –

Past Positions

The Wharton School, University of Pennsylvania
Assistant Professor of Business Economics and Public Policy, 2011 – 2015
Assistant Professor of Insurance and Risk Management, 2010 – 2015
Member, Wharton Penn Risk and Insurance Program, 2011 – 2015
Visiting Research Scholar, Economic Theory Center, Princeton University 2009 – 2010
Visiting Researcher, Getulio Vargas Foundation. Summers of 2007, 2008, 2009

Fields of Specialization

Contract Theory, Behavioral Economics, Insurance

Refereed Publications*

1. Azevedo, Eduardo and Daniel Gottlieb. “Perfect Competition in Markets with Adverse Selection,” forthcoming, *Econometrica*.
2. Gomes, Renato, Daniel Gottlieb, and Lucas Maestri. “Experimentation and Project Selection: Screening and Learning,” *Games and Economic Behavior*, Volume 96. March 2016, pp. 145-169.
3. Gottlieb, Daniel. “Imperfect Memory and Choice under Risk,” *Games and Economic Behavior*, 85, May 2014, pp. 127-158
4. Gottlieb, Daniel and Humberto Moreira. “Should Educational Policies Be Regressive?” *Journal of Public Economic Theory*, Volume 14, Issue 4, August 2012, pp. 601-623
5. Azevedo, Eduardo and Daniel Gottlieb. “Risk-Neutral Firms Can Extract Unbounded Profits from Consumers with Prospect Theory Preferences,” *Journal of Economic Theory*, Volume 147, Issue 3, May 2012, pp. 1291–1299
6. Gottlieb, Daniel. “Competition Over Time-Inconsistent Consumers,” *Journal of Public Economic Theory*, August 2008, pp. 673-684
7. Araujo, Aloisio, Daniel Gottlieb, and Humberto Moreira. “A Model of Mixed Signals with Applications to Countersignaling,” *RAND Journal of Economics*, winter 2007, pp. 1020-1043
8. Gottlieb, Daniel. “Asymmetric Information in late 19th century Cooperative Insurance Societies,” *Explorations in Economic History*, April 2007, pp. 270-292

* Author names are in alphabetical order.

Working Papers*

9. Gottlieb, Daniel. "Will You Never Learn? Self Deception and Biases in Information Processing," Revise and Resubmit, AEJ: Micro
10. Gottlieb, Daniel. "Prospect Theory, Life Insurance, and Annuities," Revise and Resubmit, Journal of the European Economic Association.
11. Gottlieb, Daniel and Humberto Moreira. "Simple Contracts with Adverse Selection and Moral Hazard," Revise and Resubmit, Journal of Economic Theory.
12. Chaigneau Pierre, Alex Edmans, and Daniel Gottlieb. "The Value of Informativeness for Contracting," Revise and Resubmit, Journal of Financial Economics.
13. Gottlieb, Daniel and Kent Smetters. "Lapse-Based Insurance"
14. Burszty, Leonardo, Stefano Fiorin, Daniel Gottlieb, and Martin Kanz. "Moral Incentives: Experimental Evidence from Repayments of an Islamic Credit Card"
15. Gottlieb, Daniel and Kent Smetters. "Grade Non-Disclosure"
16. Gottlieb, Daniel and Humberto Moreira. "Simultaneous Moral Hazard and Averse Selection."
17. Chaigneau Pierre, Alex Edmans, and Daniel Gottlieb. "The Generalized Informativeness Principle."
18. Chaigneau Pierre, Alex Edmans, and Daniel Gottlieb. "The Informativeness Principle Under Limited Liability."
19. Gottlieb, Daniel and Zhang, Xingtang "Time Inconsistency and Long Term Contracts."
20. Azevedo, Eduardo and Daniel Gottlieb. "Regulating Markets with Asymmetric Information," in preparation.
21. DeJarnette, Patrick, David Dillenberger, Daniel Gottlieb and Pietro Ortoleva. "On Risk and Time Preferences."
22. Gottlieb, Daniel, Mitchell, Olivia S. "Narrow Framing and Long-Term Care Insurance: Evidence from the HRS."

Teaching

- MECO 290, "Microeconomics," Washington University in St. Louis, Spring 2016
BEPP 305/805 (INSR 205/805), "Risk Management," Wharton
Fall 2010, Spring 2011, Spring 2013, Fall 2014
BEPP 932 (INSR 932), "Contract Theory and Applications," Wharton
Fall 2009, Fall 2010, Spring 2013, Fall 2014
BEPP 934 (INSR 934), "Economics of Risk and Time," Wharton
Spring 2011, Spring 2012
"Contract Theory," Getulio Vargas Foundation
Summer 2009
14.102, "Mathematics for Economists," Massachusetts Institute of Technology
Fall 2007
14.01, "Principles of Microeconomics," Massachusetts Institute of Technology
Fall 2006, Spring 2007

Conference and Seminar Presentations

- 2016 – Meeting of the American Economic Association (San Francisco), Financial Intermediation Research Society Conference (Lisbon), NBER Insurance Meeting (Chicago, discussant), WFA Meeting (Park City), Bounded Rationality in Choice (Northwestern U.), NBER Summer Institute (Household Finance), University of Wisconsin-Madison, SAET (Rio de Janeiro, 2x).
- 2015 – Meeting of the American Economic Association (Boston), MIT, NBER Insurance Group, World Congress of the Econometric Society (Montreal), Behavioral Industrial Organization Workshop (Frankfurt), University of Toronto, Risk Theory Society (Cornell), Washington University in St. Louis,

Society for the Advance of Economic Theory (Cambridge), Stockholm Institute for Financial Research (Stockholm), University of Wisconsin/Madison

2014 – Federal Reserve Board/George Washington University, Wharton School, Getulio Vargas Foundation (EESP), Miami Behavioral Finance Conference (discussant)

2013 – NBER Insurance Group Meeting, Risk Theory Society, European Behavioral Economics Meeting, NBER Summer Meeting (Household Finance), Penn State University, Getulio Vargas Foundation (EPGE), Princeton University, University of Pennsylvania (Economics department), HEC Montreal, University of Georgia, BYU Computational Public Economics Conference

2012 - University of Pittsburgh/Carnegie Mellon University, Central European University, European School of Management and Technology

2011 - NYU Stern, Washington University at St. Louis, NBER Summer Institute Household Finance (discussant), Fucape Business School

2010 - London School of Economics, University of Texas at Austin, Behavioral Economics Annual Meeting (Cornell), University of Pennsylvania (Economics Department), Harvard-MIT, Universidade Nova de Lisboa

2009 - Boston University, Kellogg School of Management (MEDS Department), New York University, Princeton University (2x), Stanford University, Toulouse School of Economics, UCSD Rady School of Business, UCSB, Wharton School, Yale SOM, NBER Behavioral Finance Meeting (discussant)

2008 - PUC-Rio, Getulio Vargas Foundation (EPGE), Fucape Business School, and Workshop in Economic Theory (Rio de Janeiro)

2007 - Getulio Vargas Foundation (EPGE)

2006 - Latin American Meeting of the Econometric Society (Mexico), Colegio de Mexico, Workshop on Mathematical Economics (Rio de Janeiro), and Getulio Vargas Foundation (EPGE)

2004 - North American Summer Meeting of the Econometric Society (Providence), University of Chicago, Getulio Vargas Foundation (EPGE), Federal University of Rio de Janeiro, and Ibmecc Business School

2003 - Annual Meeting of the Brazilian Econometric Society (Porto Seguro) and Getulio Vargas Foundation (EPGE)

Fellowships, Grants, Honors, and Awards

Dorinda and Mark Winkelman Distinguished Scholar Award, 2014

Michigan Retirement Research Center Grant (\$71,250), 2014

Wharton Mack Center Grant, 2012

Pension Research Council Grant, 2012

Wharton Dean's Research Fund, 2012 and 2014

Excellence in Refereeing Award, American Economic Review, 2009

Fellow of the NSF for the 2nd Lindau Meeting of Nobel Laureates in Economics, 2006

Russell Sage Foundation Summer Institute in Behavioral Economics, 2006

MIT Presidential Fellowship, 2004-2006

CAPES-Fulbright Doctoral Fellowship, 2004-2008 (declined)

BBM Prize, Banco BBM, 2003

M.A. Fellowship, FAPERJ, 2003

M.A. Fellowship, CAPES, 2002

Referee Service

AEJ: Micro, AEJ: Policy, American Economic Review, Brazilian Review of Econometrics, Economic Letters, Economic Theory, Economic Inquiry, Econometrica, European Economic Review, Finance Research Letters, Games, Games and Economic Behavior, International Economic Review, International Journal of Industrial Organization, Journal of Economics and Management Strategy, Journal of the European Economic Association, Journal of Finance, Journal of Political Economy, Journal of Public

Economics, Journal of Risk and Insurance, Management Science, National Science Foundation, Quarterly Journal of Economics, Review of Economic Studies, Review of Economic Design, Revista de Economia Contemporânea, and Theoretical Economics.

Editorial Board:

Brazilian Business Review.

Professional Activities

Co-Organizer, CRES Applied Economics Seminar, 2016 –
Co-Organizer, Wharton Applied Economics Workshop, 2011 – 2015
Program Committee Member, Latin American Meeting of the Econometric Society, 2014
Wharton Faculty Survey Committee, 2013 – 2014
Wharton MBA and Undergraduate Curriculum Committee, 2013 – 2014
Wharton Undergraduate Studies Committee, 2013 – 2014
Wharton Faculty Director, South America Global Immersion Program (GIP), 2013, 2014
Wharton Ph.D. Studies Committee, Applied Economics Ph.D., 2012
Wharton Admissions Committee, Applied Economics Ph.D., 2011 – 2012
Wharton Department Representative for 3rd year students, Applied Economics Ph.D., 2011
Co-Organizer, Wharton Rosen-Huebner-McCahan Seminar, 2010
Program Committee Member, Meeting of the Brazilian Econometric Society, 2010

Ph.D. Students Advised

Patrick DeJarnette, Wharton, Applied Economics, Wharton, Applied Economics, 2016
Yiwei Zhang (committee member), Wharton, Applied Economics, 2014
Jialun Li (committee member), Wharton, Applied Economics, 2013
Chencan Ouyang (committee member), UPenn, Economics Department, 2012.

Citizenship:

Brazil, US Permanent Resident