

# RACHEL MANNAHAN

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## EDUCATION

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### The University of Arizona

PhD in Economics (*in progress*)

2016 - 2022

Fields: Behavioral Economics, Game Theory, Experimental Economics

### The University of Alabama

M.A. in Economics

2014 - 2016

B.S. in Economics and Mathematics

2012 - 2016

## REFERENCES

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Martin Dufwenberg (Chair)

University of Arizona

*martind1@arizona.edu*

Andreas Blume

University of Arizona

*ablume@arizona.edu*

Amanda Friedenberg

University of Arizona

*afriedenberg@arizona.edu*

John Drabicki (Teaching)

University of Arizona

*drabicki@arizona.edu*

## TEACHING EXPERIENCE

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### Sole Instructor

ECON 431: Games and Decisions (live online)

*Spring 2021, Summer 2021, Fall 2021*

ECON 431: Games and Decisions (in-person)

*Fall 2019, Spring 2020*

ECON 330: Macroeconomics (online)

*Winter 2018-19, Summer 2019-20*

ECON 200: Basic Economic Issues (in-person)

*Summer 2018*

### Teaching Assistantships

ECON 696B: Behavioral Economics (PhD)

*Spring 2020*

ECON 437: The Economics of Politics and Policymaking

*Spring 2019, Fall 2020*

ECON 431: Games and Decisions

*Fall 2018*

ECON 332: Intermediate Macroeconomics

*Spring 2018*

ECON 300: Microeconomic Analysis for Business Decisions

*Spring 2018*

ECON 520: Theory of Quantitative Methods in Economics (PhD)

*Fall 2017-18*

PPEL 301: Fundamentals of Economics

*Fall 2017*

ECON 200: Basic Economic Issues (Principles)

*Fall 2016, Spring 2017-19*

## WORKSHOPS & PRESENTATIONS

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Guest Lecture at Huntsville High School (scheduled)

*Spring 2021*

Economic Science Association Job Market Seminar Series

*December 2021*

Arizona Think Tank for Behavioral Decision Making (Student Blitz)

*April 2021*

The Future of Psychological Game Theory

*August 2019*

4th Workshop on Psychological Game Theory (Poster)

*July 2019*

Spring School in Behavioral Economics at UC San Diego (Poster)

*March 2019*

## RESEARCH ASSISTANTSHIPS AND AFFILIATIONS

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Arizona Think Tank for Behavioral Decision Making (PhD Student Affiliate)	<i>Jan. 2021-Present</i>
Institute for Behavioral Economics (Research Assistant)	<i>Fall 2020</i>

## HONORS AND AWARDS

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University of Arizona Department of Economics Teaching Scholarship	<i>Fall 2019-21</i>
Thomas R. Brown Foundation Professional Development Course	<i>Spring 2017</i>

## SOFTWARE SKILLS

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o-Tree, z-Tree,  $\text{\LaTeX}$ , STATA, R, Mathematica, SAS, Python

## CITIZENSHIP

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U.S. Citizen

## JOB MARKET PAPER

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### Self-Esteem and Rational Self-Handicapping

In order to protect their self-esteem, agents may create or seek out performance-inhibiting obstacles to avoid negative feedback about their ability. This behavior allows agents to attribute failures to self-imposed obstacles rather than to a lack of competence. Psychologists refer to this phenomenon as self-handicapping. In this paper, I model rational agents with preferences for self-esteem. This allows me to provide sufficient conditions under which these self-esteem concerned agents engage in rational self-handicapping behavior. I then consider the effects of self-esteem concerned agents in two policy relevant applications: education and tournaments. In education, designing an exam with noisier questions results in more studying by self-handicappers without discouraging other students. In tournaments, policies aimed at encouraging a particular group to show up to job interviews can result in strategic adjustment by the targeted group leading to their lower overall attendance.

## WORKS IN PROGRESS

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An Experimental Approach to Rational Self-Handicapping

The Abilene Paradox: How to be too other-regarding (with Lia Quadros Flores & Jin Sohn)

Refusing to Lose: Reciprocity in Known Value Sealed-Bid Auctions