

ALA AVOYAN

www.alaavoyan.com avoyan.ala@gmail.com

EMPLOYMENT

Associate Professor (with tenure), Department of Economics, Indiana University	2025–present
Assistant Professor, Department of Economics, Indiana University	2018–2025

EDUCATION

Ph.D. in Economics, New York University	2012–2018
M.A. in Economics, <i>Summa Cum Laude</i> , ISET	2010–2012
B.Sc. in Mathematics, <i>with Honors</i> , Tbilisi State University	2006–2010

PUBLICATIONS

Behavioral Market Design for Online Gaming Platform
(with Robizon Khubulashvili and Giorgi Mekerishvili)
Management Science, 71(6), (2025).

Planned vs. Actual Attention
(with Mauricio Ribeiro, Andrew Schotter, Elizabeth R. Schotter, Mehrdad Vaziri, and Minghao Zou)
Management Science, 70(5), (2024).

A Road to Efficiency Through Communication and Commitment (with João Ramos)
American Economic Review, 113(9), (2023).

Paying For Inattention (with Giorgia Romagnoli)
Economics Letters, 226, (2023).

Attention In Games: An Experimental Study (with Andrew Schotter)
European Economic Review, 124, (2020).

WORKING PAPERS

How do Groups Speak and How are They Understood? (with Paula Onuchic)

Contracting with Independent Contractors: Theory and Experiment
(with Mauricio Ribeiro and Andrew Schotter)

Commitment vs. Flexibility in Information Disclosure: the Case of Kickstarter
(with Robizon Khubulashvili and Giorgi Mekerishvili)

Optimal Disclosure on Crowdfunding Platforms
(with Robizon Khubulashvili and Giorgi Mekerishvili)

Team Work under Time Constraints (with Haoran He and Kelin Lu)

Communication in Global Games: Theory and Experiment

WORKS IN PROGRESS

Strategic Uncertainty and Sequential Play (with Daniela Valdivia)

Meta-Study: Past, Present, and Future of Minimum Effort Games

PUBLICATIONS OUTSIDE OF ECONOMICS

Tsirekidze, David and Ala Avoyan (2013) “Decomposition of an integer as a sum of two cubes to a fixed modulus,” *Matematički Vesnik*, Vol. 65, No. 3, pp. 383-386.

Avoyan, Ala (2013) “On the Galois Group of some Fuchsian Systems,” *Journal of Mathematical Sciences*, Vol. 193, Issue 3, pp. 359-363.

PROFESSIONAL ACTIVITIES/AFFILIATIONS

Editorial Board of PNAS Nexus	2024–present
Editorial Board of International Studies of Economics	2024–present
Co-founder and Board member, Georgian Economic Association	2020–present
CESifo Research Network Affiliate	2019–present

REFeree ACTIVITY

American Economic Review, Econometrica, Journal of Economic Theory, Economic Journal, Games and Economic Behavior, Journal of Economic Behavior and Organization, Studies in Microeconomics, Review of Economics and Statistics, AEJ: Microeconomics, Management Science, Economic Inquiry, Experimental Economics, RAND Journal of Economics, Journal of the European Economic Association, National Science Foundation (US), European Economic Review, Journal of Politics

OTHER PROFESSIONAL ACTIVITIES

Co-organizer of Ninth Biennial Conference on Social Dilemmas
Participant in Russell Sage Foundation 12th Summer Institute in Behavioral Economics.
Participant in 2018 Summer School on Cognitive Foundations of Economic Behavior.

TEACHING

Micro Theory II (PhD Core), IU	Spring 2023-25
Experimental Economics (PhD), IU	Spring 2025
Experimental Economics (PhD+undergraduate), IU	Fall 2018-19, Spring 2019, 2021-23
MS Microeconomic Theory II, IU	Fall 2019, Spring 2021-22
MS Microeconomic Theory I, IU	Spring 2019
Intermediate Microeconomics, NYU	Summer 2016

ADVISING

Kelin Lu, Assistant Professor, Huazhong University of Science and Technology	2023
Joe Seidel, Discover Financial Services	2022
Marcos Cardozo, Postdoctoral Researcher, Purdue University	2022

GRANTS, AWARDS AND SCHOLARSHIPS

2024	NSF grant SES 2417765, “Ninth Biennial Conference on SD,” co-PI
2021, 2024	Trustees Teaching Award, IU
2017–2018	Dean’s Dissertation Fellowship, NYU
2012–2017	Henry M. McCracken Fellowship, NYU
2012–2014	Dean’s Supplementary Fellowship Grant, NYU
2010–2012	Future Leader Scholarship, ISET
2010–2012	Full scholarship for MA program, TSU
2007–2010	Presidential Scholarship, TSU
2006–2010	Full scholarship for BSc program, TSU

CONFERENCE AND SEMINAR PRESENTATIONS

2025	Federal Trade Commission (FTC), NYU AD, SAET meeting in Ischia, University of Virginia
2024	NYU, Florida State University, Penn State (Smeal), 88th Annual Meetings of the Midwest Economic Association, ESA North American Meetings, GEA 1st International Conference.
2023	MIT Sloan, University of Bristol, University of Innsbruck, University of Amsterdam, ESA World Meeting, Penn State (Smeal), ESA North American Meeting.
2022	University of Pittsburgh, Frontiers of Bargaining: Theory and Experiments, World ESA Meeting, The Eighth Biennial Meeting of the SD Group, NRET Fest at NYU, GEA seminar series, Helsinki GSE, University of Virginia, ESA North American Meetings, Choice Process Data Workshop.
2020-21	Purdue University, University of Essex, Ohio State University, Ostrom-Smith conference, ESA North American Meeting, Tucson.
2019	University of Maryland, UC Davis, Humboldt University, University of Zurich, Tsinghua University, CESifo Area Conference, SAET meeting in Ischia, 2019 Workshop on Attention and Choice, ISET, Jordan-Wabash Conference, Midwest Economic Theory Conference.
2018	Indiana University, Northwestern (Kellogg), Chapman University, CERGE-EI, BI Norwegian Business School, Kansas Workshop in Economic Theory.
2017	SITE Conference at Stanford University; Barcelona GSE Summer Forum; 28th International Conference on Game Theory at Stony Brook; ESA World Meeting; Columbia-NYU-Wharton Conference in Experimental Economics; ESA North American Meeting.
2016	SITE at Stanford University; Barcelona GSE Summer Forum; Columbia-NYU-Wharton Conference; 27th International Conference on Game Theory at Stony Brook; ESA North American Meeting.
2015	ESA North American Meeting, Dallas, Texas.