

# ALEC SMITH

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## RESEARCH INTERESTS

Behavioral and Experimental Economics, Neuroeconomics

## EMPLOYMENT

2015— *Virginia Tech*, Blacksburg, VA  
Assistant Professor, Department of Economics  
2014 *University of Arizona*, Tucson AZ  
Visiting Assistant Professor, Department of Economics  
2013—2015 *Compass Lexecon*, Tucson, AZ  
Senior Economist  
2009—2014 *California Institute of Technology*, Pasadena, CA  
Visiting Associate, Division of Humanities & Social Sciences, 2013-2014  
Postdoctoral Scholar in Economics, 2009-2013  
2004—2009 *University of Arizona*, Tucson, AZ  
Research Assistant, Economic Science Laboratory and Institute for Behavioral Economics  
1999—2002 *Wedbush Morgan Securities*, San Francisco, Pacific Stock Exchange, Equities Trader (Specialist)  
1996—1999 *Charles Schwab & Co.*, San Francisco, Pacific Stock Exchange, Equities Trader (Assistant Specialist)

## EDUCATION

Ph. D., *University of Arizona*, Economics, 2009  
M.A., *University of Arizona*, Economics, 2006  
B.A., *Dartmouth College*, Biology, 1993

## PUBLICATIONS

Camerer, C. F., Nave, G., & Smith, A. (2019). Dynamic unstructured bargaining with private information: theory, experiment, and outcome prediction via machine learning. *Management Science*, 65(4), 1867–1890.

Smith, A. (2018). Lagged beliefs and reference-dependent utility. *Journal of Economic Behavior & Organization*, forthcoming.

- Patel, A., & Smith, A. (2018). Guilt and participation. *Journal of Economic Behavior & Organization*, forthcoming.
- Camerer, C. F., Nave, G., & Smith, A. (2018). Dynamic unstructured bargaining with private information: theory, experiment, and outcome prediction via machine learning. *Management Science*, forthcoming.
- Li, F., Ball, S., Katz, B., & Smith, A. (2018). Case report of syncope during a transcranial direct current stimulation experiment in a healthy adult participant. *Brain Stimulation*, 11, 1201-1202.
- Chang, L. J., & Smith, A. (2015). Social emotions and psychological games. *Current Opinion in Behavioral Sciences*, 5, 133-140.
- Smith, A., Lohrenz, T., King, J., Montague, P. R., & Camerer, C. F. (2014). Irrational exuberance and neural crash warning signals during endogenous experimental market bubbles. *Proceedings of the National Academy of Sciences*, 111(29), 10503-10508.
- Smith, A., Bernheim, B. D., Camerer, C. F., & Rangel, A. (2014). Neural activity reveals preferences without choices. *American Economic Journal: Microeconomics*, 6(2), 1-36.
- Camerer, C. F., Smith, A., et al. (2013). Correspondence: are cognitive functions localizable? *The Journal of Economic Perspectives* 27(2), 247-252.
- Dufwenberg, M., Smith, A., & Van Essen, M. (2013). Hold-up: with a vengeance. *Economic Inquiry*, 51(1), 896-908.
- Chang, L. J., Smith, A., Dufwenberg, M., & Sanfey, A. G. (2011). Triangulating the neural, psychological, and economic bases of guilt aversion. *Neuron*, 70(3), 560-572.

## **CHAPTERS IN BOOKS**

- Camerer, C. F., & Smith, A. (2012). Cognitive hierarchies and emotions in behavioral game theory. In *The Oxford Handbook of Thinking and Reasoning*, K. J. Holyoak & R. G. Morrison (Eds.), pp. 346-363. New York: Oxford University Press.

## **WORKING PAPERS**

- “Threats,” with Martin Dufwenberg and Flora Li
- “Promises and Punishment,” with Martin Dufwenberg and Flora Li
- “Frustration and Anger in Games,” with Pierpaolo Battigalli and Martin Dufwenberg

## **WORK IN PROGRESS**

“Attention and Arousal in Dynamic Portfolio Choice,” with Xiaomeng Zhang

“Neuromodulation of the Temporoparietal Junction and Economic Preferences for Giving,” with Sheryl Ball and Flora Li

“Understanding and Predicting Asset Price Bubbles from Brain Activity,” with Colin Camerer, Read Montague, and Terry Lohrenz

“Cognitive Load and Decision-Making Under Uncertainty,” with Adam Dominiak and Peter Duersch

“Reversing Choice Reversals,” with Adam Dominiak, Peter Duersch, and Gerelt Tserenjigmid

“Casual Overdetermination and Blame,” with Kiryl Khalmetski and Amrish Patel

## **SEMINAR AND CONFERENCE PRESENTATIONS**

2019: University of Pittsburgh, Ohio State

2018: Appalachian State, University of Arizona, Maastricht Behavioral and Experimental Economics Symposium (M-BEES 2018), Maastricht University, 3rd Workshop on Psychological Game Theory (Soletto, Italy), UT-Dallas Jindal School of Management, ESA North America (Antigua, Guatemala), Southern Economic Association (Washington, DC)

2017: ESA International (San Diego), 2nd Workshop on Psychological Game Theory (Norwich, UK), Southern Economic Association (Tampa, FL)

2016: 3rd Lake Lucerne Meeting on Neurofinance (Vitznau), 1st Workshop on Psychological Game Theory (Gothenburg), Virginia Experimental Social Science Conference (Charlottesville), Southern Economic Association (Washington, DC)

2015: Southern Economic Association (New Orleans), SITE Experimental Economics (Stanford), Virginia Tech, University of Nevada-Reno

2014: 4<sup>th</sup> Interdisciplinary Symposium on Decision Neuroscience (Stanford)

2013: Yale Behavioral Sciences (New Haven), Behavioral Economics Annual Meeting (Ithaca), LeeX Theoretical & Experimental Macroeconomics (Barcelona), Texas A&M

2012: Behavioral Decision Research in Management (Boulder), Bay Area Behavioral And Experimental Economics Workshop (Santa Clara), ESA North America (Tucson), SJDM (Minneapolis)

2011: ESA North America (Tucson), SITE Psychology and Economics (Stanford), ESA International (Chicago)

2010: Behavioral & Quantitative Game Theory Conference (Newport Beach)

2009: ESA North America (Tucson), ESA International (Pasadena)

2007: Economic Science Association (ESA) North American Meeting, Tucson

## REFEREEING

*American Economic Review, Econometrica, Economics Bulletin, Economic Inquiry, European Journal of Neuroscience, Frontiers in Energy Research, Frontiers in Neuroscience, Games and Economic Behavior, Journal of Economic Behavior and Organization, Journal of Behavioral and Experimental Economics, Journal of Business and Economic Statistics, Journal of Economic Psychology, Journal of the Economic Science Association, Journal of Finance, Journal of Law, Economics, and Organization, Journal of Marketing Research, Journal of Neuroscience, Psychology, and Economics, Nature: Human Behavior, Review of Economic Studies, Scientific Reports, Social Cognitive and Affective Neuroscience, World Bank Economic Review, The Wallenberg Foundation, The Marsden Trust*

## FUNDING

Adaptive Brain and Behavior Destination Area Professional Development Award, Virginia Tech. (\$2,000, PI).

Institute for Society, Culture, and Environment (ISCE) Scholars Fund, Virginia Tech. *The Effect of HD-tDCS Stimulation over the Temporoparietal Junction on Social and Economic Cognition in Older Adults.* (\$29,832, PI).

100,000 Strong in the Americas Innovation Fund. Topic: *Let's Design and Evaluate Environment and Education Policy in the Field: Insights from Behavioral Economics, Field Experiments and Randomized Control Trials* (\$25,000, Co-PI).

Adaptive Brain and Behavior Destination Area RFC, Virginia Tech. Topic: *Transcranial Direct Current Stimulation, Cognitive Load, and Decision Making* (\$10,000, Co-PI).

Center for Instructional Development and Educational Research (CIDER), Instructional Innovation Grant, Virginia Tech. Topic: *Experiment Driven Policy Making* (\$2,500, Co-PI).

Junior Faculty Mentoring Award, Office of the Provost, Virginia Tech (\$1,500, PI).

## TEACHING

Virginia Tech

Behavioral Economics (Graduate): Spring 2016—2019

Experimental Economics: Fall 2016—2018

Analysis of Economic Data: Fall 2015

University of Arizona

Experimental Economics (Graduate): Fall 2014

Introductory Economics: Summer 2008, Summer 2007

Economics of Strategy: Summer 2006, Summer 2007

## **OTHER PROFESSIONAL ACTIVITIES**

Yale Summer School in Behavioral Finance, 2011

UCLA Advanced Neuroimaging Summer School, 2009

Lindau Nobel Conference in Economic Sciences, Mars Fellow, 2008

Mannheim Empirical Research Summer School, 2007