

# Alex Rees-Jones

University of Pennsylvania  
The Wharton School  
Business Economics and Public Policy Dept.

Phone: (607) 342-2552  
Email: [alre@wharton.upenn.edu](mailto:alre@wharton.upenn.edu)  
Web: [https:// alexreesjones.github.io/](https://alexreesjones.github.io/)

## Research Interests

Fields: behavioral economics, public economics, applied econometrics

Topics: taxation of biased agents, behavioral mechanism design, behavioral welfare economics

## Academic Positions

2020 - Associate Professor, University of Pennsylvania, The Wharton School  
Department of Business Economics and Public Policy  
2019 -20 Associate Professor, Cornell University  
Department of Economics  
2014 -19 Assistant Professor, University of Pennsylvania, The Wharton School  
Department of Operations, Information, and Decisions  
2013 -14 Postdoctoral Fellow, National Bureau of Economic Research

## Academic Affiliations

2017 - Faculty Research Fellow, National Bureau of Economic Research  
2014 - Senior Fellow, Leonard Davis Inst., Center for Health Incentives and Behavioral Econ.  
2018 - Research Fellow, Wharton Risk Management and Decision Processes Center  
2015 - Faculty Affiliate, Wharton Public Policy Initiative

## Education

2008 -13 Ph.D., Economics, Cornell University  
2004 -08 B.A., Economics and Mathematics, Cornell University

## Research Publications

Rees-Jones, Alex and Dmitry Taubinsky. “Measuring “Schmeduling.”” *Review of Economic Studies*, 2020, 87(5): 2399-2438.

Rees-Jones, Alex and Samuel Skowronek. “An Experimental Investigation of Preference Misrepresentation in the Residency Match.” *Proceedings of the National Academy of Sciences*, 2018, 115(45): 11471-11476.

Taubinsky, Dmitry and Alex Rees-Jones. “Attention Variation and Welfare: Theory and Evidence from a Tax Salience Experiment.” *Review of Economic Studies*, 2018, 85(4): 2462-2496.

Rees-Jones, Alex and Dmitry Taubinsky. “Taxing Humans: Pitfalls of the Mechanism Design Approach and Potential Resolutions.” *Tax Policy and the Economy*, 2018, 32(1): 107-133.

Rees-Jones, Alex. “Suboptimal Behavior in Strategy-Proof Mechanisms: Evidence from the Residency Match.” *Games and Economic Behavior*, 2018, 108: 317-330.

Rees-Jones, Alex. “Quantifying Loss-Averse Tax Manipulation.” *Review of Economic Studies*, 2018, 85(2): 1251-1278.

- Best Paper Award, CEBID Conference on Taxation, Social Norms, and Compliance, 2014.
- For an older version with a different theoretical approach, see “Loss Aversion Motivates Tax Sheltering: Evidence from U.S. Tax Returns.” SSRN WP No. 2330980.

Rees-Jones, Alex. “Mistaken Play in the Deferred Acceptance Algorithm: Implications for Positive Assortative Matching.” *American Economic Review Papers & Proceedings*, 2017, 107(5): 225-229.

Benjamin, Daniel, Ori Heffetz, Miles Kimball, and Alex Rees-Jones. “Can Marginal Rates of Substitution Be Inferred From Happiness Data? Evidence from Residency Choices.” *American Economic Review*, 2014, 104(11): 3498-3528.

Benjamin, Daniel, Ori Heffetz, Miles Kimball, and Alex Rees-Jones. “What Do You Think Would Make You Happier? What Do You Think You Would Choose?” *American Economic Review*, 2012, 102(5): 2083-2110.

- For an older and extended version, see “Do People Seek To Maximize Happiness? Evidence from New Surveys.” NBER WP No. 16489.

## Working Papers

Orlov, George, Doug McKee, James Berry, Austin Boyle, Thomas DiCiccio, Tyler Ransom, Alex Rees-Jones, and Jörg Stoye. “Learning During the COVID-19 Pandemic: It Is Not Who You Teach, But How You Teach.”

Rees-Jones, Alex, John D’Attoma, Amedeo Piolatto, and Luca Salvadori. “COVID-19 Changed Tastes for Safety-Net Programs.”

Pathak, Parag, Alex Rees-Jones, and Tayfun Sönmez. “Reversing Reserves.”

Pathak, Parag, Alex Rees-Jones, and Tayfun Sönmez. “Immigration Lottery Design: Engineered and Coincidental Consequences of H1-B Reforms.”

Rees-Jones, Alex, Ran Shorrer, and Chloe Tergiman. “Correlation Neglect in Student-to-School Matching.” Extended abstract in EC’20.

Rees-Jones, Alex and Kyle Rozema. “Price Isn’t Everything: Behavioral Response around Changes in Sin Taxes.”

Pierce, Lamar, Alex Rees-Jones, and Charlotte Blank. “The Negative Consequences of Loss-Framed Performance Incentives.”

Lewis, Joshua, Alex Rees-Jones, Uri Simonsohn, and Joe Simmons. “Diminishing Sensitivity to Outcomes: What Prospect Theory Gets Wrong About Diminishing Sensitivity to Price.”

## Policy Briefs

Rees-Jones, Alex. “Addressing Personal-Income-Tax Manipulation with Tools from Psychology.” Wharton Public Policy Initiative Issue Brief, 2017, 5(9): 1-6.

Rees-Jones, Alex and Dmitry Taubinsky. “Tax Psychology and the Timing of Charitable Giving Deadlines.” The Urban Institute, 2016.

## Honors, Awards, and Fellowships

2016 - 17	AER Excellence in Refereeing Award
2016	Honorable Mention, Ruut Veenhoven Award
2012 - 13	NBER Predoctoral Fellowship in Ageing and Health Economics
2012	Invitee to RSF Summer Institute in Behavioral Economics
2011	L.R. Wilson Medal for Excellence in Economics
2011	NSF Fellow for 4 <sup>th</sup> Lindau Meeting in Economic Sciences
2010	Howard and Abby Milstein Graduate Teaching Assistantship (Teaching Award)
2008 - 13	Sage Fellowship

## Keynotes and Short Courses

2019	National Tax Association Short Course on the “Behavioral Economics of Taxation.”
2019	Keynote Lecture, Uppsala Center for Fiscal Studies Ph.D. Workshop in Public Economics

# Invited Presentations

2021	ASSA Annual Meetings.
2020	American Enterprise Institute; ASSA Annual Meetings (x2); Center for Economic and Social Research COVID-19 Conference; Chicago (Wu Lab); Early-Career Behavioral Economics Annual Conference; JDM Winter Symposium; Mannheim Applied Seminar; NBER Summer Institute (Personnel Economics); University of Bonn (Law and Economics); Yale (Behavioral Science).
2019	ASSA Annual Meetings (x2); Behavioral Approaches to Financial Decision-Making Conference; NYU (CESS); Penn State (Smeal College of Business); Stanford Institute for Theoretical Economics, Experimental Economics Session.
2018	AEI Economist Roundtable Conference; Berkeley (Economics); Berkeley (Marketing); Bonn (BRIQ); Cornell (Economics); Dartmouth (Economics); JDM Winter Symposium; National Tax Association Annual Meetings; University of Colorado, Boulder (Economics).
2017	ASSA Annual Meetings; Carnegie Mellon University (CBDR); Center for Financial Planning Academic Research Colloquium; CHIBE Behavioral Economics and Health Symposium; Claremont Graduate University (Economics); Early-Career Behavioral Economics Annual Conference; Institut d'Economia de Barcelona (Economics); Institute for International Economic Studies (Economics); Middlebury College (Economics); NBER Public Economics Spring Meetings; Society for Judgment and Decision Making Annual Meeting; UC Merced (Economics); UCSD Rady; University of Southern California (CESR).
2016	ASSA Annual Meetings (x2); Behavioral Science and Policy Association Annual Conference; Boulder Summer Conference on Consumer Financial Decision Making; Chicago Booth (Marketing); Cornell University (Economics); JDM Winter Symposium; Penn Tax Law and Policy Workshop; National Tax Association Annual Meetings; Stanford Institute for Theoretical Economics, Psychology and Economics Session; Society for Judgment and Decision Making Annual Meeting; University of Wisconsin, Madison (BRITE Lab).
2015	ASSA Annual Meetings; Berkeley (Economics); Columbia Tax Policy Colloquium; JDM Winter Symposium; Penn Health Policy Retreat; Stanford Institute for Theoretical Economics, Experimental Economics Session.
2014	CEBID Conference on Taxation, Social Norms, and Compliance; CHIBE/ Roybal Retreat; Dartmouth; George Mason University (Interdisciplinary Center for Economic Science); Haas; Harvard Business School; National Tax Association Annual Meetings; Southern Economic Association Annual Meetings; University of Michigan (Economics); Wellbeing and Public Policy Conference at Hamilton College; Wharton (OID and Decision Processes).
2013	Boston University SOM; Cornell University (Economics); National Tax Association Annual Meetings; Stanford Institute for Theoretical Economics, Psychology and Economics Session; Whitebox Advisors Graduate Student Conference at Yale University.

## Invited Discussions

2015 - 19, 21	AEA Annual Meetings
2016	ASHEcon Biennial Conference
2014	CEBID Conference on Taxation, Social Norms, and Compliance
2017	Center for Financial Planning Academic Research Colloquium
2014, 17, 18	National Tax Association Annual Meetings
2018	Normative Ethics and Welfare Economics Conference

## Teaching Experience

2020	Ph.D. Behavioral Economics and Policy Analysis. Role: Instructor at Wharton
2020	Intermediate Microeconomics. Role: Instructor at Cornell.
2019	Ph.D. Behavioral Economics (Part II). Role: Instructor at Cornell.
2014 - 19	MBA Negotiations. Role: Instructor at Wharton.
2010	Undergraduate Behavioral Economics. Role: Teaching Assistant at Cornell.
2009 - 10	Ph.D. Microeconomics. Role: Teaching Assistant at Cornell.

## Academic Service

Journal referee for: American Economic Journal: Applied Economics, American Economic Journal: Economic Policy, American Economic Journal: Microeconomics, American Economic Review, B.E. Journal of Economic Analysis and Policy, Contemporary Economic Policy, Demography, Econometrica, The Economic Journal, Economica, Economics Letters, Food Policy, International Journal of Wellbeing, International Tax and Public Finance, Japanese Economic Review, Journal of Behavioral and Experimental Economics, Journal of Benefit-Cost Analysis, Journal of Consumer Research, Journal of Economic Behavior and Organization, Journal of Economic Growth, Journal of Economic Psychology, Journal of Human Resources, Journal of Labor Economics, Journal of Political Economy, Journal of Public Economics, Journal of Public Economic Theory, Journal of the Economic Science Association, Journal of the European Economic Association, Judgment and Decision Making, Kyklos, Management Science, National Tax Journal, Nature: Human Behavior, Oxford Bulletin of Economics and Statistics, Quantitative Economics, The Quarterly Journal of Economics, Review of Economics and Statistics, Review of Economic Studies, Scandinavian Journal of Economics, Social Psychological and Personality Science.

Grant reviewer for: Alfred P. Sloan Foundation, German Israeli Foundation for Scientific Research and Development, Israel Science Foundation, National Science Foundation.

Book reviewer for: Oxford University Press.

Conference organization:

2019, 20	Program Committee, ACM Workshop on Behavioral Econ. and Computation
2016, 18, 19	“Behavioral Public Finance” Field Organizer, National Tax Association Annual Meetings
2018 -20	Scientific Committee Member, RIDGE Workshop on Public Economics
2015 – 18, 20	Ad-hoc Reviewer, SJDM Annual Meetings.