

# Alex Rees-Jones

University of Pennsylvania  
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Business Economics and Public Policy Dept.

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## Research Interests

*Fields:* behavioral economics, public economics, market design

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

## Primary 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

## Additional Affiliations

2024 - Member, The Board of Editors, American Economic Review  
2022 - Associate Editor, Management Science  
2022 - Research Associate, National Bureau of Economic Research  
2014 - Senior Fellow, Leonard Davis Institute  
2017 - 22 Faculty Research Fellow, National Bureau of Economic Research  
2018 - 22 Research Fellow, Wharton Risk Management and Decision Processes Center

## Academic Visits

2023 Metzler Visiting Professor, Goethe University Frankfurt (June-July)  
2018 Visitor, Berkeley Economics Department (March-April)

## Education

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

## Honors, Awards, and Fellowships

2024            Wharton Teaching Excellence Award  
2023            National Tax Association Robert Musgrave Prize  
2016 - 17      AER Excellence in Refereeing Award  
2016            Honorable Mention, Ruut Veenhoven Award  
2014            Best Paper Award, CEBID Conference on Taxation, Social Norms, and Compliance.  
2012 - 13      NBER Predoctoral Fellowship in Ageing and Health 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)

## Working Papers

Rees-Jones, Alex and Ao Wang. "An Approach to Testing Reference Points."

## Research Publications

Pierce, Lamar, Alex Rees-Jones, and Charlotte Blank. "The Negative Consequences of Loss-Framed Performance Incentives." *American Economic Journal: Economic Policy*, 2025, 17(1): 506-539.

Pathak, Parag, Alex Rees-Jones, and Tayfun Sönmez. "Immigration Lottery Design: Engineered and Coincidental Consequences of H-1B Reforms." *Review of Economics and Statistics*, 2025, 107(1):1-13.

Rees-Jones, Alex. "Behavioral Incentive Compatibility in Empirically Informed Welfare Analysis: An Introductory Guide." *Journal of Economic Perspectives*, 2024, 38(4): 155-174.

Rees-Jones, Alex, Ran Shorrer, and Chloe Tergiman. "Correlation Neglect in Student-to-School Matching." *American Economic Journal: Microeconomics*, 2024, 16(3): 1-42. Extended abstract appeared in EC'20.

Pathak, Parag, Alex Rees-Jones, and Tayfun Sönmez. "Reversing Reserves." *Management Science*, 2023, 69(11): 6940-6953.

Rees-Jones, Alex and Ran Shorrer. "Behavioral Economics in Education Market Design: A Forward-Looking Review." *Journal of Political Economy Microeconomics*, 2023, 1(3): 557-613.

Rees-Jones, Alex and Kyle Rozema. "Price Isn't Everything: Behavioral Response around Changes in Sin Taxes." *National Tax Journal*, 2023, 76(1): 5-35.

Rees-Jones, Alex, John D'Attoma, Amedeo Piolatto, and Luca Salvadori. "Experience of the COVID-19 Pandemic and Support for Safety-Net Expansion." *Journal of Economic Behavior and Organization*, 2022, 200: 1090-1104.

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." *Economics Letters*, 2021, 202: 109812.

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.

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.

## Books and Book Chapters

Editor of "Handbook of Experimental Methods in the Social Sciences," in preparation for Edward Elgar Publishing.

Ockenfels, Axel and Alex Rees-Jones. "Behavioral Market Design: An Overview," forthcoming in the Encyclopedia of Behavioural and Experimental Economics.

## 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.

## Keynotes and Short Courses

- 2025 Keynote Lecture, Workshop in Management Science
- 2022 Keynote Lecture, BEEMA annual conference
- 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

- 2023 ASSA Annual Meetings; Bonn GSE/BRIQ; George Washington University; Goethe University Frankfurt; JDM Winter Symposium; Matching Market Design: Strategy-Proofness and Beyond Conference; National Tax Association Annual Meetings.
- 2022 Behavioral Economics Design Initiative Inaugural Conference; City University of Hong Kong, Shenzhen; Stanford Institute for Theoretical Economics (Experimental Economics); Stanford-Ohio Behavioral and Experimental Economics Research Conference; Stanford University; UC Berkeley; UC Santa Barbara; University of Exeter Business School.
- 2021 ASSA Annual Meetings; DataColada Online Seminar Series; Economic Science Association Annual Conference; Chicago Booth (Behavioral Economics); International Institute of Public Finance Annual Congress; Purdue University; National Tax Association Annual Meetings; Stanford Institute for Theoretical Economics (Psychology and Economics); Swarthmore College; Universitat Autònoma de Barcelona; University of Michigan; University of South Florida.
- 2020 American Enterprise Institute; ASSA Annual Meetings (x2); Center for Economic and Social Research COVID-19 Conference; Chicago Booth (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 University (Behavioral Science).

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

## Invited Discussions and Panels

2015 - 19, 21, 23	ASSA Annual Meetings
2016	ASHEcon Biennial Conference
2022	Behavioral Approaches to Financial Decision Making Conference

2014	CEBID Conference on Taxation, Social Norms, and Compliance
2017	Center for Financial Planning Academic Research Colloquium
2022	Datacolada Seminar
2021	International Institute of Public Finance Annual Congress
2014, 17, 18, 23	National Tax Association Annual Meetings
2018	Normative Ethics and Welfare Economics Conference
2021	Online Public Finance Seminar
2022	Virtual Quantitative Marketing Seminar

## Teaching Experience

2023 -	Ph.D. Public Economics. Role: Instructor at Wharton
2021 -	UG/MBA Public Finance and Policy: Role: Instructor at Wharton.
2020 -	Ph.D. Behavioral Economics and Policy Analysis. Role: Instructor at Wharton
2020	UG 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	UG 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: Macroeconomics, 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, European Economic Review, Food Policy, Fiscal Studies, International Economic Review, International Journal of Wellbeing, International Tax and Public Finance, Japanese Economic Review, Journal of Applied Econometrics, 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 Risk and Insurance, 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, RAND 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.

*Proposal reviewer for:* UAS Understanding Coronavirus in America Tracking Survey

*Conference organization:*

2025	Host and Organizer, SWEET Conference
2023	Host and Organizer, Spring Behavioral and Experimental Economic Research Conference
2023	Program Committee, ACM Conference on Economics and Computation
2021	Program Committee Chair, National Tax Association Annual Meetings
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 – 23	Scientific Committee Member, RIDGE Workshop on Public Economics
2015 – 18, 20	Ad-hoc Reviewer, SJDM Annual Meetings.