

Alex Rees-Jones

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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

2022 - Research Associate, National Bureau of Economic Research
2017 - 22 Faculty Research Fellow, National Bureau of Economic Research
2014 - Senior Fellow, Leonard Davis Institute
2018 - Research Fellow, Wharton Risk Management and Decision Processes Center

Education

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

Working Papers

Rees-Jones, Alex, Ran Shorrer, and Chloe Tergiman. "Correlation Neglect in Student-to-School Matching." Extended abstract in EC'20. Revise and resubmit at *American Economic Journal: Microeconomics*.

Rees-Jones, Alex and Kyle Rozema. "Price Isn't Everything: Behavioral Response around Changes in Sin Taxes." Revise and resubmit at *National Tax Journal*.

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

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

Research Publications

Pathak, Parag, Alex Rees-Jones, and Tayfun Sönmez. "Immigration Lottery Design: Engineered and Coincidental Consequences of H1-B Reforms." Accepted at *Review of Economics and Statistics*.

Pathak, Parag, Alex Rees-Jones, and Tayfun Sönmez. "Reversing Reserves." Accepted at *Management Science*.

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.

- 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.

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

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

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 th Lindau Meeting in Economic Sciences
2010	Howard and Abby Milstein Graduate Teaching Assistantship (Teaching Award)
2008 - 13	Sage Fellowship

Invited Presentations

- 2022 Behavioral Economics Design Initiative Inaugural Conference; 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 AEA Annual Meetings
 2016 ASHEcon Biennial Conference
 2014 CEBID Conference on Taxation, Social Norms, and Compliance
 2017 Center for Financial Planning Academic Research Colloquium
 2021 International Institute of Public Finance Annual Congress
 2014, 17, 18 National Tax Association Annual Meetings
 2018 Normative Ethics and Welfare Economics Conference
 2021 Online Public Finance Seminar
 2022 Virtual Quantitative Marketing Seminar
 2022 Datacolada Seminar

Teaching Experience

- 2021 - 22 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: 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, 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:

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 – 21	Scientific Committee Member, RIDGE Workshop on Public Economics
2015 – 18, 20	Ad-hoc Reviewer, SJDM Annual Meetings.