

David Danz

September 2022

University of Pittsburgh
Department of Economics
4922 Posvar Hall
Pittsburgh, PA 15260
Phone: +1 412.265.7868
danz@pitt.edu
<https://david-danz.com>

Research Interests

Experimental Economics, Behavioral Economics, Decision Making

Academic positions

Since 2022	University of Pittsburgh, Research Assistant Professor
2019–2022	University of Pittsburgh, Postdoctoral Research Associate
2016–2019	University of Pittsburgh, Postdoctoral Associate
2015–2016	University of Pittsburgh, Visiting Scholar
2018–2019	WZB Berlin Social Science Center, Visiting Researcher
2013–2018	WZB Berlin Social Science Center, Postdoctoral Research Fellow
2013–2016	Technical University of Berlin, Postdoctoral Research Fellow
2009–2013	WZB Berlin Social Science Center, Research Assistant
2007–2009	Technical University of Berlin, Research Assistant
2007–2016	Collaborative Research Center 649 “Economic Risk”

Education

2014	Ph.D. in Economics (summa cum laude), WZB Berlin and Technical University Berlin, Committee: Dorothea Kübler, Radosveta Ivanova-Stenzel, Axel Werwatz.
2007–2010	Berlin Doctoral Program in Economics and Management Science (BDPEMS)
2007	M.S. in Economics, Humboldt University Berlin (Prize of the Society for Economics and Management at the Humboldt University Berlin; best GPA of graduation term)

Publications

“Belief Elicitation and Behavioral Incentive Compatibility,” with Lise Vesterlund and Alistair Wilson, *American Economic Review*, 112(9), 2851–2883, 2022.

“Do legal standards affect ethical concerns of consumers?,” with Dirk Engelmann and Dorothea Kübler, *European Economic Review*, 144, 104044, 2022.

“Never Underestimate Your Opponent: Hindsight Bias Causes Overplacement and Overentry into Competition”, *Games and Economic Behavior*, 124, 588–603, 2020.

“Public Statistics and Private Experience: Varying Feedback Information in a Take-or-Pass Game”, with Steffen Huck and Philippe Jehiel, *German Economic Review*, 17(3), 359–377, 2016.

“On the failure of hindsight-biased principals to delegate optimally”, with Dorothea Kübler, Lydia Mechtenberg, and Julia Schmid, *Management Science*, 61(8), 1938–1958, 2015.

“Information and beliefs in a repeated normal-form game”, with Dietmar Fehr and Dorothea Kübler, *Experimental Economics*, 15(4), 622–640, 2012.

Working Papers

“The Biases of Others: Projection Equilibrium in an Agency Setting”, with Kristóf Madarász and Stephanie W. Wang, Discussion Paper DP12867, CEPR, 2018.

Conference Abstracts

“Social Learning in Asset Markets: A Peek Into the Herding Brain”, with Holger Gerhardt, Guido Biele, Harald Uhlig, Dorothea Kübler, and Hauke Heekeren, *Frontiers in Neuroscience Conference Abstract*, 2010.

Work in Progress

“A Hidden Cost of Agency”, with David Huffman and Tymofiy Mylovanov, mimeo, 2022.

“Testing Qualitative Effects with Experimenter Demand”, with Daniel Banko-Ferran, Marissa Lepper, Guillermo Lezama, Priyoma Mustafi, Lise Vesterlund, Yinxiao Wang, Alistair Wilson, and K. Pun Winichakul, mimeo, 2022.

“Binarized Scoring Rules: An Experimental Horse Race”, with Lise Vesterlund, Alistair Wilson, Prottoy Akbar, Mallory Avery, Conor Brown, Ying Kai Huang, Yuriy Podvysotskiy, Dmytro Ilin, and Tianyi Wang, mimeo, 2022.

“A remedy for the student loan crisis? An experiment on the sustainability of forward payment schemes”, with David Huffman, Rachel Landsman, Lise Vesterlund, Stephanie Wang, and Alistair Wilson.

Teaching Experience

Regular contributions to “Experimental Economics” (Graduate) by Lise Vesterlund and Alistair Wilson, University of Pittsburgh (Fall terms)

Behavioral Economics (Undergraduate), University of Pittsburgh (Fall 2018)

Experimental and Behavioral Economics (Graduate), TU Berlin (Summer Term 2014)

Decision-Making under Uncertainty (Graduate), Humboldt University Berlin (Summer Term 2013)

Game Theory (Undergraduate), TU Berlin (Winter Term 2012/13)

Industrial Organization (Undergraduate) TU Berlin (Summer Term 2011)

Conference Presentations

- 2018: ESA (Berlin), SEA (Washington, DC)
- 2015: Stanford Institute for Theoretical Economics Workshop (Stanford)
- 2014: International Meeting on Experimental and Behavioral Social Sciences (Oxford); Annual Conference of the Verein für Socialpolitik (Hamburg); Workshop “Expectations and Markets” (Berlin)
- 2013: Berlin Behavioral Economics Workshop (Berlin); Annual Conference of the CRC 649 “Economic Risk” (Motzen); Microeconomics Research Seminar of the lin School of Economics and Law (Berlin)
- 2012: Thurgau Experimental Economics Meeting (Kreuzlingen); ESA World Meeting (NYU)
- 2011: ESA World Meeting (Chicago), Annual Conference of the Verein für Socialpolitik (Frankfurt am Main)
- 2010: Annual Meeting of the Society for Neuroeconomics (Evanston)

Referee for

American Economic Review, Journal of Economic Literature, Economic Journal, Journal of the European Economic Association, Experimental Economics, European Economic Review, Management Science, Games and Economic Behavior, American Economic Journal: Microeconomics, Journal of the Economic Science Association, Journal of Economic Behavior & Organization, Theory and Decision, Journal of Behavioral and Experimental Economics

Honors

- 2007 Prize of the Society for Economics and Management at Humboldt University Berlin