

# David Danz

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University of Pittsburgh  
Department of Economics  
4167 Posvar Hall  
Pittsburgh, PA 15260  
Phone: +1 412.265.7868  
[danz@pitt.edu](mailto:danz@pitt.edu)  
<https://david-danz.com>

## Research Interests

Experimental Economics, Behavioral Economics, Information Processing, Cognitive Biases, Social Norms

## 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	PhD Economics (summa cum laude), WZB Berlin and Technische Universität Berlin, Committee: Dorothea Kübler, Radosveta Ivanova-Stenzel, Axel Werwatz.
2007–2010	Berlin Doctoral Program in Economics and Management Science (BDPEMS)
2007	MSc Economics, Humboldt-Universität zu Berlin (Prize of the Society for Economics and Management)

## Peer-reviewed publications

“Evaluating Behavioral Incentive Compatibility: Insights from Experiments,” with Lise Vesterlund and Alistair J. Wilson, *Journal of Economic Perspectives*, 38(4), 131-154, 2024.

“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**

“Projective Thinking: Model, Evidence, and Applications,” Kristóf Madarász, David Danz, and Stephanie W. Wang, SSRN 4480657, 2023. [PDF](#).

“The Effect of Experimenter Demand on Inference,” K. Pun Winichakul, Guillermo Lezema, Priyoma Mustafi, Marissa Lepper, Alistair Wilson, David Danz, and Lise Vesterlund, 2024. [PDF](#).

### **Work in Progress**

“Self-reliance as a constraint on prosocial behavior,” with David Huffman and Tymofiy Mylovanov.

“The Pure-Incentives Test: Application to Proper Scoring Rules, Auctions, and Matching Markets,” with Lise Vesterlund and Alistair Wilson.

“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.

“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.

### **Conference Abstracts**

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

### **Teaching Experience**

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

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

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

Game Theory (Undergraduate), with Radosveta Ivanova-Stenzel, TU Berlin (Winter Term 2012/13)

Industrial Organization (Undergraduate), with Dorothea Kübler, 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)

### **Refereeing**

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