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PRINCETON UNIVERSITY

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Office Contact Information

Department of Economics

Princeton University

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Personal Information

Citizenship: Israel

Gender: Male

Undergraduate Studies

B.A., Economics and Psychology, Tel Aviv University, Summa Cum Laude in Economics, 2006

Graduate Studies

Princeton University, 2009 to present

Ph.D. Candidate in Economics

Thesis Title: "Economics and Attention"

Expected Completion Date: June 2015

M.A. Economics, Princeton University, 2011

M.A. Economics, Magma Cum Laude, Tel Aviv University, 2009

References

Faruk Gul	Wolfgang Pesendorfer
Department of Economics	Department of Economics
Princeton University	Princeton University
609 258 4009, fgul@princeton.edu	609 258 4017, pesendor@princeton.edu

Roland Bénabou

Department of Economics

Princeton University

609 258 3672, rbenabou@princeton.edu

Teaching and Research Fields

Primary Fields	Microeconomic Theory, Game and Choice Theory, Behavioral Economics.
Secondary Fields	Statistics, Econometrics

Job Market Paper

"Bargaining with Rational Inattention"

Abstract: I study a one-sided offers bargaining game in which a fully rational seller is making repeated offers to a rationally inattentive buyer (Sims, 1998). The quality of the good is random and is known to the seller. The buyer needs to pay attention to both the quality of the good and the seller's offers. I show that the buyer attains half of the uncertain portion of the surplus as attention costs become negligible and offers are frequent. With infrequent offers and positive attention costs an equilibrium exists both in the finite and the infinite horizon games. This equilibrium involves the buyer paying more for, but also obtaining a higher surplus from, higher quality goods. Trade occurs with delay that is decreasing with the quality of the good and persists even when offers are frequent. Finally, I show that revealing the quality of the good to the buyer reduces both the buyer's and the total surplus.

Research Papers

"Focus, Then Compare"

Abstract: I study the following random choice procedure called *Focus, Then Compare*. First, the agent focuses on an option at random from the choice set. Then, she compares the focal option to each other alternative in the set. Comparisons are binary, random and independent of each other. The agent chooses the focal option only if it passes all comparisons favorably. Otherwise, the agent draws a new focal option with replacement. I characterize the revealed preference implications of the procedure, and show that it can accommodate a range of experimental findings, including the *Attraction*, *Compromise* and *Overchoice* effects. I then show that the procedure can approximate some deterministic models used in the literature to explain violations of utility maximization.

Research Experience:

Jan 2013 – Jan 2014	Research Assistant for Professor Roland Bénabou (Princeton University, Econ.)
June 2010 – Aug 2010	Research Assistant for Professor Faruk Gul (Princeton University, Econ.)
July 2008 – July 2009	Research Assistant for Professor Itzhak Gilboa (Tel Aviv University, Econ.)
July 2008 – July 2009	Research Assistant for Professor Haim Ben Shachar (Tel Aviv University, Econ.)
Dec 2007 – Feb 2008	Research Assistant for Professor Yechiel Klar (Tel Aviv University, Psych.)

Teaching Experience

Spring 2014	WWS 300, Microeconomics for Public Policy, Princeton University
	Teaching assistant for Professor Harvey Rosen
Spring 2013	Econ 310, Microeconomic Theory: A Mathematical Approach, Princeton University
	Teaching assistant for Professor Wolfgang Pesendorfer
Spring 2012	Econ 202, Introduction to Statistics, Princeton University
	Teaching assistant for Professor Ulrich Muller
Fall 2008	Intermediate Microeconomics 2, Tel Aviv University
	Teaching Assistant for Professors Ady Pauzner, Eddie Dekel and Uzi Segal
Fall 2008	Introduction to Microeconomics, Tel-Aviv Yaffo College
	Teaching Assistant for Hadar Binsky
Spring 2008	Intermediate Microeconomics C, Tel Aviv University
	Teaching Assistant for Professors Ady Pauzner, Eddie Dekel and Uzi Segal
Fall 2007	Principals of Economics, Tel Aviv Universty
	Teaching Assistant for Prof. Efraim Sadka

Pre-Doctoral Papers

"Non-selective optimism and pessimism among market experts and non-experts"

Authors: Klar Yechiel, Ravid Doron and Hallak Yael

Abstract: Stock-market experts and non-experts predicted the performance of an anonymous stock. Participants knew only that the stock was randomly selected from either high or low prospect group. When told that the group's prospects were high, experts and non-experts alike expected the anonymous stock to outperform the average stock in the group. We refer to this finding as *non-selective optimism*. However, when the group's prospects were low, only experts were *non-selectively pessimistic*. In other words, only experts believed that an unidentified stock was bound to do worse than the average stock in the poor prospects group. Nonselective optimism and pessimism based solely on group membership can be accounted for by LOGE theory (Giladi and Klar, 2002). *(Copy of paper available upon request)*

Professional Activities

EconCon 2012 Conference Organizer

EconCon is a student run conference for Economics PhD students. It consists of two days of academic talks and discussions as well as social events. In 2012 we had over 140 submissions, over 80 attendants and 30 presentations. For more information, go to the latest EconCon website: http://www.princeton.edu/~econcon/ .

Honors, Scholarships, and Fellowships

2012	The Stephen Goldfeld Memorial Graduate Fellowship
2010	Berglass Prize for the best master's thesis
2006 – 2008	Tel-Aviv University Economics Department merit-based scholarship
2006 – 2007	Hendelsman scholarship for excellent academic achievements
2004 – 2005	Memorial scholarship for excellent academic achievement

Presentations at Conferences, Seminars and Workshops

Sep. 2012	Presented in Theory Seminar, University of Pittsburgh
July 2012	Presented in Decisions: Theoy, Experiments, and Applications (D-TEA)

Tel Aviv University Master's Thesis

Axiomatic Characterization of K-Nearest Neighbors Classification

k-Nearest Neighbors (k-NN) is one of the most commonly used supervised learning algorithms. I identify necessary and sufficient conditions for an abstract classification method to behave as if it is follows the k-NN algorithm.

Volunteer Work

2012 – 2013	Economics Representative, Graduate Student Government, Princeton University
2009 – 2012	Graduate Economics Club Representative, Princeton University
2004 – 2005	Big buddy for child with autism Therapeutic Kindergarten, Ramat Chen Tel Aviv
1999 – 2003	Volunteer in Israeli elections, national and municipal

Non-academic Professional Experience

2003 – 2008	VP Business Development, Tidex Systems, Ltd. *Responsible for the company's fund raising activities, including: business plan writing, conducting market research and managing contacts.*