

Kareem Haggag

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CONTACT INFORMATION	Carnegie Mellon University Social and Decision Sciences Porter Hall, 208-H Pittsburgh, PA 15213	(773) 710-0773 kareem.haggag@cmu.edu http://www.kareemhaggag.com Citizenship: United States
ACADEMIC POSITIONS	Carnegie Mellon University , Pittsburgh, PA Social and Decision Sciences Department Assistant Professor	January 2017 -
	Yale University , New Haven, CT Innovations for Poverty Action - Financial Inclusion Program Postdoctoral Fellow	July 2016 - December 2016
EDUCATION	University of Chicago, Booth School of Business , Chicago, IL Ph.D. in Economics	2010 - 2016
	University of Tennessee , Knoxville, TN B.A. in Economics	2004 - 2008
RESEARCH INTERESTS	Behavioral Economics, Applied Microeconomics	
PUBLICATIONS	Learning By Driving: Productivity Improvements by New York City Taxi Drivers (with Brian McManus & Giovanni Paci) American Economic Journal: Applied Economics , 2017, 9(1): 70-95. <i>Abstract:</i> We study learning by doing (LBD) by New York City taxi drivers, who have substantial discretion over their driving strategies and receive compensation closely tied to their success in finding customers. In addition to documenting significant learning by these entrepreneurial agents, we exploit our data's breadth to investigate the factors that contribute to driver improvement across a variety of situations. New drivers lag farther behind experienced drivers when in difficult situations. Drivers benefit from accumulating neighborhood-specific experience, which affects how they search for their next customers. Default Tips (with Giovanni Paci) American Economic Journal: Applied Economics , 2014, 6(3): 1-19 <i>Abstract:</i> We examine the role of defaults in high-frequency, small-scale choices using unique data on over 13 million NYC taxi rides. We exploit a shift in the set of default tip suggestions presented to customers prior to payment, as the base fare changes from below \$15 to above \$15. Using a regression discontinuity design, we show that default suggestions have a large impact on tip amounts. These results are supported by a secondary analysis that uses the quasi-random assignment of customers to different cars to examine default effects on all fares above \$15. Finally, we highlight a potential cost of setting defaults too high, as a higher proportion of customers opt to leave no credit card tip when presented with the higher suggested amounts. Editors' Choice: Science Magazine , Vol 345(6203)	

WORKING
PAPERS

Attribution Bias in Consumer Choice (with Devin Pope, Kinsey Bryant-Lees, and Maarten Bos)

Abstract: When judging the value of a good, people may be overly influenced by the state in which they previously consumed it. For example, someone who tries out a new restaurant while very hungry may subsequently rate it as high quality, even if the food is mediocre. We produce a simple framework for this form of attribution bias that embeds a standard model of decision making as a special case. We test for attribution bias across two consumer decisions. First, we conduct an experiment in which we randomly manipulate the thirst of participants prior to consuming a new drink. Second, using data from thousands of amusement park visitors, we explore how pleasant weather during their most recent trip affects their stated and actual likelihoods of returning. In both of these domains, we find evidence that people misattribute the influence of a temporary state to a stable quality of the consumption good. We provide evidence against several alternative accounts for our findings and discuss the broader implications of attribution bias in economic decision making.

Attribution Bias in Major Decisions: Evidence from the United States Military Academy (with Richard Patterson, Nolan Pope, and Aaron Feudo)

Abstract: Using administrative data, we study the role of attribution bias in a high-stakes, consequential decision: the choice of a college major. Specifically, we examine whether fatigue experienced during exposure to general education courses influences the likelihood that students enroll in corresponding majors for those courses. To do so, we exploit idiosyncratic variation in student course schedules at the United States Military Academy. We find that students who are conditionally randomly assigned to an early morning (7:30 AM) section of a general education course are roughly 10% less likely to enroll in a major related to that subject. We find similar results for fatigue generated by having one or more courses immediately prior to the course of interest. Our results are consistent with attribution bias and we are able to rule out several competing explanations for our findings.

WORK
EXPERIENCE

Innovations for Poverty Action
Project Associate

June 2008 - July 2010

PROFESSIONAL
ACTIVITIES

Russell Sage Foundation Summer Institute in Behavioral Economics (2014)
Referee Service: *American Economic Journal: Applied Economics*, *American Economic Review*, *Econometrica*, *Economic Journal*, *Journal of Behavioral and Experimental Economics*, *Journal of Economic Behavior and Organization*, *Labour Economics*, *Management Science*, *Review of Economics and Statistics*

INVITED
PRESENTATIONS

2017: University of Pittsburgh, Yale University, Penn-CMU Roybal Center Retreat
2016: Carnegie Mellon University, Cornell University, Early-Career Behavioral Economics Conference (Bonn, Germany), SITE Experimental Conference (Stanford), University of California - San Diego (Rady), University of Oregon, University of Tennessee
2013: 9th Annual Whitebox Advisors Graduate Student Conference (Yale SOM)

FELLOWSHIPS	Agency of Healthcare Research and Quality T32 Training Fellowship	2015-2016
	Russell Sage Foundation Small Grant in Behavioral Economics	2013
	University of Chicago Booth Ph.D. Fellowship	2010-2015

REFERENCES	Devin Pope	John List
	Booth School of Business	Department of Economics
	University of Chicago	University of Chicago
	devin.pope@chicagobooth.edu	jlist@uchicago.edu
	Marianne Bertrand	Richard Thaler
	Booth School of Business	Booth School of Business
	University of Chicago	University of Chicago
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