Kim Sarnoff

ksarnoff@princeton.edu ○ ksarnoff.github.io ○ 646-573-8811

Placement Director	Gianluca Violante	violante@princeton.edu	609-258-4003
Graduate Administrator	Laura Hedden	lhedden@princeton.edu	609-258-4006

Office Contact Information

Julis Romo Rabinowitz Building
Department of Economics
Princeton University
Princeton, NJ 08544

Graduate Studies

Princeton University *2019-present*

PhD Candidate in Economics
Expected Completion Date: June 2026

REFERENCES

Professor Leeat Yariv	Professor Ilyana Kuziemko	Professor Alessandro Lizzeri
Department of Economics	Department of Economics	Department of Economics
Princeton University	Princeton University	Princeton University
609-258-4021	609-258-8276	917-756-0238
lyariv@princeton.edu	kuziemko@princeton.edu	lizzeri@princeton.edu

Prior Education

Brown University *2012-2016*

B.A. in Economics and Public Policy

Fields

PRIMARY	Experimental, Behavioral
SECONDARY	Labor

Publications

Experimental Economics: Past and Future with Guillaume Frechette and Leeat Yariv. *Annual Review of Economics*, 2022.

Working Papers

The Structure of Sequential Updating (Job Market Paper)

Abstract Many real-world inference problems unfold over time: employers learn about ability across tasks, consumers evaluate products through repeated use, and policymakers revise beliefs as new data arrive. Yet despite its ubiquity, research on dynamic updating has largely focused on a single implication of Bayesian reasoning: order independence. This paper experimentally tests a broader set of restrictions implied by Bayes' rule, emphasizing both order independence and the previously unexamined property of *prior sufficiency*: the principle that the most recent posterior should serve as a sufficient statistic for past information. In a multi-period updating experiment with a rich set of parameters, participants repeatedly revise beliefs after receiving signals of varying strength and structure. Three main results emerge. First, only roughly a third display order dependence, overreacting to conflicting signals. Second, violations of prior sufficiency are widespread: beliefs formed sequentially tend to grow more extreme, and models assuming prior sufficiency, such as Grether (1980), fit poorly beyond the first update. Finally, the data indicate that participants process signals in aggregate, explaining prior sufficiency violations.

Female Entrepreneurship and Trust in the Market (with Nava Ashraf, Alexia Delfino, and Edward Glaeser). Revise and resumbit at *Journal of Political Economy*.

Misconduct in Organizations (with Hassan Sayed)

Work in Progress

Dynamic Updating about Menus

Abstract In many environments, updating occurs in small increments over time and agents juggle belief revisions across a menu of options: for example, teachers assess multiple students over a long period of interaction. This paper uses an array of online experiments to explore how people respond to uni-dimensional and multi-dimensional information over various horizons. I develop an econometric approach for estimating the weights individuals place on their prior beliefs and on the signals they receive over time. I use this approach to document several patterns. First, participants underweigh the prior but overweigh signals. Second, the weight placed on signals changes over time. That time dependence leads to substantial sequencing effects and an apparent recency bias that becomes more pronounced over time. Third, receiving simultaneous information on multiple uncertain outcomes leads to important "grouping" effects: even when the initial priors over outcomes differ, posteriors converge over time.

Research Experience

2016-2018   Research Assistant to Prof. Nava Ashraf

Teaching

Princeton   ECO 300: Undergraduate Microeconomic Theory (TA, Fall 2022)

SPI 511C: Advanced Microeconomic Analysis for Policymakers (TA, Fall 2024)

Professional Activities

Presentations and Seminars

2025   Behavioral and Experimental Economists of the Mid-Atlantic (BEEMA) Meeting

2024   Economic Science Association (ESA) Meeting

Refereeing

American Economic Journal: Applied, *American Economic Journal: Microeconomics*, *Econometrica*

Honors, Scholarships, Fellowships, and Grants

Hamid Biglari *87 Behavioral Science Fellowship, Princeton University	*2024*
NSF Graduate Research Fellowship	*2020*
J. Edward Lundy *40 Fellowship for Economics, Princeton University	*2019*
Noah Krieger Prize for Academic Excellence, Brown University	*2016*
Brown/Tufts/Lifespan Center for AIDS Research Summer Intern Award	*2015*
Happy and John Hazen White, Sr. Internship Award, Brown University	*2015*
Phi Beta Kappa, Junior Class Inductee, Brown University	*2015*

Languages

English (native)