

# Guy Mayraz

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## Education

Ph.D. in Economics, London School of Economics

M.Sc. In Computer Science, Tel-Aviv University

B.Sc. in Mathematics and Physics, Hebrew University

## Employment

Lecturer (assistant professor), Department of Economics, University of Melbourne (from 2013)

Postdoctoral Research Fellow, Department of Economics and Nuffield College, University Oxford; Department of Economics, University of British Columbia (to 2012)

## Research Interests

Behavioural Economics, Experimental Economics, Decision Theory

## Publications (peer-reviewed)

*Why Choice Lists Increase Risk Taking* (with David Freeman), *Experimental Economics*, in press. DOI:10.1007/s10683-018-9586-z.

*The Welfare Cost of Well-being Inequality* (with L. Goff and J. Helliwell), *Economic Inquiry*, in press. DOI:10.1111/ecin.12582.

Infrastructure Spending in China Increases Trust in Local Government, *Social Indicators Research*, 2017, vol. 132(1), p. 341-356. (with Bingqin Li). DOI:10.1007/s11205-015-1223-z.

The Emotional Consequences of Donation Opportunities, *The Journal of Positive Psychology*, 2017, vol. 12(2), p. 169-177. (with L. Aknin and J. Helliwell). DOI:10.1080/17439760.2016.1163409.

Does Relative Income Matter? Are the Critics Right? in E. Diener, J. F. Helliwell, and D. Kahneman (ed.), *International Differences in Well-Being*, Oxford University Press, 2010 (with R. Layard and S. Nickell).

Late-Life Decline in Well-Being Across Adulthood in Germany, the UK, and the US, *Psychology and Aging*, 2010, vol. 25(2), p 477-485 (principal authors: D. Gerstorf and N. Ram). DOI:10.1037/a0017543.

The Marginal Utility of Income, *Journal of Public Economics*, 2008, vol. 92, p .1846-1857 (with R. Layard and S. Nickell). Winner of the German Socio-Economic Panel

(SOEP) first prize as best scientific publication for 2008.

DOI:10.1016/j.jpubeco.2008.01.007.

Cost-benefit analysis of psychological therapy, *National Institute Economic Review*, 2007, vol. 202 (1), p. 90-98 (with R. Layard, D. Clark, and M. Knapp).

DOI:10.1177/0027950107086171.

## Working papers

*Observable Preference between Act and Rule Rationality* (with Yoram Halevy)

*Losses Change the Experience of Inequality* (with L. Aknin and J. Helliwell)

*Priors and Desires—A Bayesian Model of Wishful Thinking and Cognitive Dissonance*

*Wishful Thinking* (experimental evidence of wishful thinking in predictions of market prices)

*Life Satisfaction and Relative Income—Perceptions and Evidence* (with G. Wagner, and J. Schupp)

*The Risk Preferences of the Anxious and Depressed* (with Xue-Ying Cheng)

*The Impact of Financial Sophistication on Superannuation Investment Preferences* (with Kuiyin Wang)

## Other publications

Review of: A Course in Behavioural Economics, by Eric Angner, *Economic Record*, 2014, vol. 90 (291), p. 561-562. DOI:10.1111/1475-4932.12162.

## Teaching

ECON30019 Behavioural Economics (2013—2017)

ECON30022 Experimental Economics (from 2015)

ECON90045 Microeconomics 2 (from 2018)

## Grants and Honours

U. Melbourne Faculty Research Grant, 2018 (\$9,069)

SSHRC Insight Development Grant 2016, co-investigator with David Freeman (\$58,614)

CIFAR Junior Fellow Academy 2012-2014 (\$75,000)

John Fell OUP Research Fund 2010-2011 (\$8,000)

Russell Sage Foundation Behavioral Economics Small Grants Program (2010)

Socio-Economic Panel (SOEP) Best Scientific Publication for 2008

Russell Sage Foundation Summer Institute in Behavioral Economics (2006)

ESRC Graduate Student Scholarship (2005-2008)

Patent, *A Communication System* (GB2361335)

Bronze Medal, International Mathematics Youth Olympiad

## **Seminar Presentations**

### **2018**

Decision Theory, Experiments and Applications (invited talk, Paris), Foundations of Risk and Uncertainty (FUR, York), Behavioural and Experimental Economics and Finance (Sydney)

### **2017**

Bounded Rationality in Choice (London), Australia New Zealand Workshop in Experimental Economics (Melbourne), Behavioural Economics Foundations and Applied Research (Sydney), Society for Advancement in Behavioural Economics (Newcastle)

### **2016**

U. Sydney (May), Limited Reasoning, Cognition and Coordination workshop in the Barcelona GSE Summer Forum (June), D-TEA (Decision: Theory, Experiments and Applications) (June), FUR (Foundational of Utility and Risk) (June), Economic Science Association World Congress (July), ANZWEE 2016.

### **2015**

Economic Science Association World Congress, ANZWEE 2015

### **2014**

University of Technology Sydney, ANZWEE 2014 (Australia New Zealand Workshop on Experimental Economics), University of Western Australia, Chinese Academy of Social Sciences, WISE Workshop on Experimental Economics

### **2013**

Australian National University, Monash University, University of Queensland, ANZWEE 2013 (Australia New Zealand Workshop on Experimental Economics), ESAM 2013 (Econometric Society Australian Meeting).

### **2012**

Princeton University, University of Edinburgh, University of Melbourne, University of Nottingham, University of Oxford, Workshop on “Formation and Elicitation of Beliefs” (CIRPEE/WZB), WZB (Berlin)

### **2011**

Econometric Society Summer Meeting 2011 (St. Louis), Economic Science Association 2011 (Chicago), ESMT (Berlin), Nuffield Workshop on Experimental Research and Social Dilemmas (Oxford), Paris School of Economics, Stanford

Institute for Theoretical Economics 2011 (Psychology and Economics, 9.0),  
Transatlantic Theory Workshop 2011 (Paris), University of Edinburgh

## **2010**

CalTech, Macao Polytechnic, Peking University, Renmin University, UC Berkeley,  
UC Santa Barbara

## **2009**

Bar Ilan University, Ben-Gurion University, Collegio Carlo Alberto, European  
Summer Symposium in Economic Theory (Gerzensee), Hebrew University,  
Maastricht University, MIT, Royal Holloway, RUD 2009 (Duke), University of  
Oxford, University of British Columbia, University College London, University of  
Essex, Warwick University

## **Consulting**

Expert witness in “Roo-Roofing Pty Ltd & Anor v Commonwealth (SCI 2015 3382)”  
(as a behavioural economist hired by the Australian Government Solicitor).

The Prudential Insurance Company of America (2015), (consulting on optimism bias  
for the Bring Your Challenges online advertising campaign)

## **Reviewing**

Econometrica, Economic Inquiry, Economic Journal, European Economic Review,  
Journal of Behavioral and Experimental Economics, Journal of Economic Behavior  
and Organization, Journal of Economic Geography, Journal of Economic Psychology,  
Journal of the European Economic Association, Journal of Public Economics,  
International Economic Review, Oxford Economic Papers, Quarterly Journal of  
Economics, Rand Journal of Economics, Review of Economic Studies, Theoretical  
Economics, Trends in Cognitive Sciences