

February 2024

## MARINA AGRANOV

### Contact Address:

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California Institute of Technology  
Division of Humanities and Social Sciences  
Pasadena, CA, 91125, USA

### Personal Information:

Date of Birth: September 18, 1978  
Nationality: Israeli, American  
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### ACADEMIC APPOINTMENTS

2017 – present **Caltech**, Division of Humanities and Social Sciences: Full Professor  
2010 – 2017 **Caltech**, Division of Humanities and Social Sciences: Assistant Professor

### EDUCATION

2004-2010 New York University, New York, NY, USA: M.A. and Ph.D. in Economics, May 2010  
2001-2004 Tel Aviv University, Ramat Aviv, Israel: M.A. in Economics, June 2003, Magna cum Laude  
1995-1999 St. Petersburg State Technical University, St. Petersburg, Russia: B.A. in Economics, June 1999

### PUBLICATIONS

“Trust Me: Communication and Competition in Psychological Games” (with U. Dasgupta and A. Schotter)  
*Journal of European Economic Association*, forthcoming.

“Bargaining in the Shadow of Uncertainty” (with H. Eraslan and C. Tergiman)  
*AEJ: Microeconomics*, forthcoming.

“Ranges of Randomization” (with P. Ortoleva)  
*Review of Economics and Statistics*, forthcoming.

“Non-Random Randomization” (with P.J. Healy and K. Nielsen)  
*Economic Journal*, conditionally accepted.

“Legislative Bargaining Experiments” chapter in *Bargaining: Current Research and Future Directions*, edited by Emin Karagozoglu and Kyle Hyndman, Palgrave Macmillan 2022.

“Revealed Preferences for Randomization: An Overview” (with P. Ortoleva)  
*AEA: Papers and Proceedings*, 2022, 112: 426 - 430.

“The Importance of Social Norms against Strategic Effects: the case of COVID-19 Vaccine Uptake” (with M. Elliott and P. Ortoleva)  
*Economics Letters*, 2021, 206.

“Deterrence Effects of Enforcement Schemes: an Experimental Study” (with A. Buyalskaya)  
*Management Science*, 2021, forthcoming.

“Commitment and (In)Efficiency: a Bargaining Experiment” (with M. Elliott)  
*Journal of the European Economic Association*, 2020.

“The Effects of Income Mobility and Tax Persistence on Income Redistribution and Inequality” (with T. Palfrey)  
*European Economic Review*, 2020, Vol. 123.

“Persistence of Power: Dynamic Multilateral Bargaining” (with C. Cotton and C. Tergiman)  
*Journal of Public Economics*, 2020, Vol. 184: pp. 104-126.

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“Communication in Bargaining Games with Unanimity” (with C. Tergiman)  
*Experimental Economics*, 2019, Vol. 22(2): pp. 350-368.

“Collusion through Communication in Auctions” (with L. Yariv)  
*Games and Economic Behavior*, 2018, Vol. 107: pp.93-108.

“What Makes Voters Turn Out: the Effects of Polls and Beliefs” (with J. Goeree, J. Romero and L. Yariv)  
*Journal of the European Economic Association*, 2018, Vol. 16(3): pp. 825-856.

“Stochastic Choice and Preferences for Randomization” (with P. Ortoleva)  
*Journal of Political Economy*, 2017, Vol. 125 (1): pp. 40 – 68.

“Static and Dynamic Underinvestment: an Experimental Investigation” (with G. Frechette, T. Palfrey and E. Vespa)  
*Journal of Public Economics*, 2016, Vol. 143: pp.125 – 141.

“Flip-flopping, Intense Primaries and the Selection of Candidates”  
*AEJ: Microeconomics*, 2016, Vol. 8(2): pp. 61-85.

“Equilibrium Tax Rates and Income Redistribution: A Laboratory Study” (with T. Palfrey)  
*Journal of Public Economics*, 2015, Vol. 130, pp. 45-58.

“Naïve Play and the Process of Choice in Guessing Game” (with A. Caplin and C. Tergiman)  
*Journal of Economic Science Association*, 2015, Vol. 1(2), pp. 146-157.

“Communication in Multilateral Bargaining” (with C. Tergiman)  
*Journal of Public Economics*, 2014, Vol. 118, pp. 75-85.

“An Experimental Study of the Impact of Competition for Other People’s Money: the Portfolio Manager Market”  
(with A. Schotter and A. Bisin)  
*Experimental Economics*, 2014, Vol. 17(4), pp. 564-585.

“Language and Government Coordination: An Experimental Study of Communication in the Announcement Game”  
(with A. Schotter)  
*Journal of Public Economics*, 2013, Vol. 104, pp. 26-39.

“Incentives and Compensation Schemes: an Experimental Study” (with C. Tergiman)  
*International Journal of Industrial Organization*, 2013, Vol. 31(3), pp. 238-247.

“Beliefs and Endogenous Cognitive Levels: an Experimental Study” (with E. Potamites, A. Schotter and C. Tergiman)  
*Games and Economic Behavior*, 2012, Vol. 75, pp. 449-463.

“Ignorance is Bliss: An Experimental Study of the Use of Ambiguity and Vagueness in the Coordination Games with Asymmetric Payoffs” (with A. Schotter)  
*AEJ: Microeconomics*, 2012, Vol. 4 (2), pp. 77-103

## COMPLETED PAPERS

“Paying to Match: Decentralized Markets with Information Frictions” (with A. Dianat, L. Samuelson, and L. Yariv)  
*submitted*

“Social Learning in Groups: an Experimental Study” (with G. Lopez-Moctezuma, P. Strack and O. Tamuz)  
*submitted*

“A Political Model of Trust” (with R. Eilat and K. Sonin) *R&R at Economic Journal*

“Deciphering Suboptimal Updating: Complexity, Sequencing, and Framing” (with P. Reshidi) *submitted*

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## WORK IN PROGRESS

“Information Validates Priors: an Experimental Study” (with P. Detkova)  
“Coordination with Differential Time Preferences: Experimental Evidence” (with J. Kim and L. Yariv)  
“Empirical Study of Consideration Sets”  
“I know best: Skepticism about experts’ knowledge” (with M. Elliott and P. Ortoleva)  
“An Empirical Study of Delegation” (with L. Gailmard and A. Hirsch)  
“Efficiency in Matching Markets” (with M. Elliott, B. Golub and E. Talamas)  
“Belief Formation over Networks: an Experimental Perspective” (with D. Persitz and B. Gillen)  
“An Experimental study of Choices from Menus” (with M. Dean, E. Friedman, K. Huynk, and P. Ortoleva)  
“The Impact of Incentives on Lab Responses” (with E. Snowberg and L. Yariv)  
“A Laboratory Test of the Predictability Hypothesis for Legislative Bargaining” (with N. Ali, D. Bernheim, and T. Palfrey)

## PROFESSIONAL ACTIVITIES

Economic Theory Fellow for the Society of the Advancement of Economic Theory	2022
Research Associate at NBER	2021 – present
Director of Center for Theoretical and Experimental Social Sciences (CTESS) at Caltech	2021 - present
Director of Caltech Social Science Experimental Laboratory (SSEL)	2017 – present
Associate Editor of <i>Econometrica</i>	2023 – present
Associate Editor of <i>Journal of the European Economic Association (JEEA)</i>	2021 – present
Associate Editor of <i>Economic Journal (EJ)</i>	2021 – 2023
Editorial Board of <i>AEJ: Microeconomics</i>	2020 – 2023
Associate Editor of <i>Political Analysis</i>	2020 – 2021
Associate Editor of <i>European Economic Review (EER)</i>	2018 – 2021
Associate Editor of <i>Journal of Economic Behavior and Organization (JEBO)</i>	2019 – 2021
Editorial Board of <i>Experimental Economics</i>	2017 – 2021
Associate Editor of <i>Economics Bulletin</i>	2017 – 2019

Referee for more than 25 journals in Economics, Political Science and government research foundations

## HONORS, AWARDS and SCHOLARSHIPS

2022 – 2025	NSF grant SES 2214040 “Persuading People on More and Less Divisive Issues” 350K
2017 – 2018	Caltech ASCIT Teaching Award Winner
2017	Foundations of Human Behavior grant for “Efficiency in Matching Markets: an Experimental Approach” (with Matthew Elliott, Benjamin Golub, and Eduard Talamas)
2016	IFREE grant for “An Experiment on Stable Matching with Incomplete Information” (with A. Dianat, L. Samuelson and L. Yariv)
2009 – 2010	Dean’s Dissertation Fellowship, NYU
2004 – 2010	McCracken Fellowship, NYU
2003	Honor scholarship by the Gershon H Gordon Faculty of Social Science, Tel Aviv
2002	Scholarship of Alfred Akirov (benefactor of Eitan Berglas School of Economics), Tel Aviv
2001 – 2004	Merit-based scholarship from Eitan Berglas School of Economics, Tel Aviv University

## TEACHING

“Strategy” master level course (LSE, Department of Management)  
“Thinking Strategically” master level course (LSE, Department of Management)  
“Experimetrics” graduate level course (Caltech, SS225)  
“Formal Models in Political Science” undergraduate level (Caltech, PS132)  
“Formal Models in Political Science” graduate level (Caltech, SS210)  
“Economics of Uncertainty and Information” undergraduate level (Caltech, EC135)

## CONFERENCES and SUMMER SCHOOLS

Summer School in Experimental Experiments (Tallinn, Helsinki and Aalto Universities research groups)	August, 2023
Organizer of Caltech Summer School in Theory-Based Experiments (together with Charlie Sprenger)	2022 - 2024
Organizer of “25+ years of QRE” conference at Caltech	March, 2022
Organizer of Third Southwest Experimental and Behavioral Economics Workshop (SWEBE)	2018
Co-organizer of mini-conference on Experimental Economics	2014
Co-organizer of mini-conference on Experiments in Political Economy	2013