

# MIKHAEL SHOR

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## POSITIONS

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2011 – present    **University of Connecticut**, Department of Economics  
Associate Professor with tenure    2014 – present  
Assistant Professor                      2011 – 2014  
  
Faculty Affiliate, Cognitive Science Program  
Faculty Affiliate, Connecticut Institute for Resilience & Climate Adaptation (CIRCA)

2001 – 2011    **Vanderbilt University**, Owen Graduate School of Management  
Assistant Professor

## EDUCATION

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Ph.D.	2001	<b>Rutgers University</b>	Economics
M.A.	1997	<b>Rutgers University</b>	Economics
B.A.	1994	<b>University of Virginia</b>	Economics & Foreign Affairs

## AREAS OF SPECIALIZATION

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Behavioral economics & decision making  
Industrial organization & antitrust

## PROFESSIONAL ACTIVITIES

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2012 – present    Associate Editor, *Economic Inquiry*  
2003 – 2008    Co-editor of Bulletin and web site, *Game Theory Society*

## PUBLICATIONS

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### REFEREED JOURNAL ARTICLES

- [21] Optimizing Choice Architectures (2019), with Tibor Besedeš, Cary Deck, Sudipta Sarangi, and Mark Schneider, *Decision Analysis* 16(1), 2–30.  
*Paper selected as finalist for the 2019 Decision Analysis Special Recognition Award*
- [20] The Common Ratio Effect in Choice, Pricing, and Happiness Tasks (2017), with Mark Schneider, *Journal of Behavioral Decision Making* 30(4), 976–986.
- [19] Reducing Choice Overload Without Reducing Choices (2015), with Tibor Besedeš, Cary Deck, and Sudipta Sarangi, *Review of Economics and Statistics* 97(4), 793–802.
- [18] How Collaborative Forecasting Can Reduce Forecast Accuracy (2015), with Michael Galbreth and Mumin Kurtulus, *Operations Research Letters* 43(4), 349–353.
- [17] Innovators, Implementers, and Two-sided Hold-up (2015), with Luke Froeb, *Antitrust Source* 14(6), 1–10.

- [16] Effort and Performance: What Distinguishes Interacting and Noninteracting Groups from Individuals? (2014), with Tibor Besedeš, Cary Deck, Sarah Quintanar, and Sudipta Sarangi, *Southern Economic Journal* 82(2), 294–322.
- [15] Information Concentration in Common Value Environments (2013), with Vlad Mares, *Review of Economic Design* 17(3), 183–203.
- [14] Age Effects and Heuristics in Decision Making (2012), with Tibor Besedeš, Cary Deck, and Sudipta Sarangi, *Review of Economics and Statistics* 94(2), 580–595.
- [13] Social Sharing of Information Goods: Implications for Pricing and Profits (2012), with Michael Galbreth and Bikram Ghosh, *Marketing Science* 31(4), 603–620.
- [12] On the Competitive Effects of Bidding Syndicates (2012), with Vlad Mares, *B.E. Journal of Economic Analysis & Policy [Frontiers]* 12(1), 1–31.
- [11] Decision-Making Strategies and Performance among Seniors (2012), with Tibor Besedeš, Cary Deck, and Sudipta Sarangi, *Journal of Economic Behavior & Organization* 81(2), 524–533.
- [10] Behavioral Antitrust and Merger Control (2011), with Gregory Werden and Luke Froeb, *Journal of Institutional and Theoretical Economics* 167(1), 126–142.
- [9] The Impact of Malicious Agents on the Enterprise Software Industry (2010), with Michael Galbreth, *MIS Quarterly* 34(3), 595–612.
- [8] Decentralization, Transfer Pricing, and Tacit Collusion (2009), with Hui Chen, *Contemporary Accounting Research* 26(2), 581–604.
- [7] Industry Concentration in Common Value Auctions: Theory and Evidence (2008), with Vlad Mares, *Economic Theory* 35(1), 37–56.
- [6] The Physician-Patient Relationship: The Impact of Patient-Obtained Medical Information (2006), with Bin Xie and David M. Dilts, *Health Economics* 15(8), 813–833.
- [5] Price Discrimination through Online Couponing: Impact on Purchase Intention and Profitability (2006), with Richard L. Oliver, *Journal of Economic Psychology* 27(3), 423–440.
- [4] A Game Theoretic Model of E-Marketplace Participation Growth (2005), with Michael Galbreth, Sal March, and Gary Scudder, *Journal of Management Information Systems* 22(1), 295–320.
- [3] An Experiment on Learning with Limited Information: Nonconvergence, Experimentation Cascades, and the Advantage of Being Slow (2004), with Eric Friedman, Scott Shenker, and Barry Sopher, *Games and Economic Behavior* 47(2), 325–352.
- [2] Induced Over-Benefiting and Under-Benefiting on the Web: Inequity Effects on Feelings and Motivations with Behavioral Implications for Consumption Behavior (2004), with Richard L. Oliver and Simon Tidd, *Motivation and Emotion* 28(1), 85–106.
- [1] Digital Redemption of Coupons: Satisfying and Dissatisfying Effects of Promotion Codes (2003), with Richard L. Oliver, *Journal of Product & Brand Management* 12(2), 121–134.

#### TEXTBOOK

Managerial Economics: A Problem-Solving Approach (5<sup>th</sup> edition, 2017), with Luke Froeb, Brian McCann, and Michael Ward, Cengage.

#### REFEREED BOOK CHAPTER

Auction Models (2005), with Luke Froeb, in John D. Harkrider, ed., *Econometrics: Legal, Practical, and Technical Issues*, American Bar Association Section of Antitrust Law, 225–246.

#### REPORTS & MISCELLANY

Comments on the Recently Requested DOJ Business Review Letter Regarding Proposed Revisions to the IEEE-SA Patent Policy (2014), with Luke Froeb, submitted to the Department of Justice

Fiscal Impact of Interstate Wine Shipping (2008), response to Fiscal Note for SB-1977, submitted to the Tennessee Senate, leading to significant revision of official fiscal note.

Calling into Question the FTC’s Theory of the Case in *FTC v. Qualcomm* (2019), with Luke Froeb and Michael Doane, invited article in a series on *FTC v. Qualcomm*, Truth on the Market blog.

### PEDAGOGICAL MATERIALS

Game Theory .net (2003), *Journal of Economic Education* 34(4), 388.

Generating Random Sequences (2001), *Journal of Online Mathematics and Applications* 1(3).

Business school cases:

“The Viswa: Divine Technology” Parts 1 and 2, 2005 (pricing case)

“Airline Seat Capacity,” 2002 (game theory case)

“Television Genre Selection and Announcement Timing,” 2002 (game theory case).

### RECENT WORKING PAPERS

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Procedural Justice and Political Risk, with Salil Benegal

Nudging Backward Induction, with William Neilson and Michael Price

Choice Overload in Medical Decision-Making, with Tibor Besedeš, Cary Deck, and Sudipta Sarangi

Mergers in Auctions with an Incumbent Advantage, with Luke Froeb and Steve Tschantz

### WORK IN PROGRESS

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Motivated Reasoning on Climate Change, with Salil Benegal

A Neuro-economic Experiment on Partisan Messaging, with Salil Benegal and Tom Hayes

The Neuroeconomics of Free, with Tibor Besedeš and Mark Schneider

Can Payoff Salience Moderate Strategic Thinking in Games? with Tibor Besedeš and Mark Schneider

### OLDER WORKING PAPERS

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An Experiment on Strategic Capacity Reduction (2008)

Learning to Respond: The Use of Heuristics in Dynamic Games (2004)

Procedural Justice in Simple Bargaining Games (2009)

Auditor Preference (2012), with Karl Hackenbrack

A Laboratory Test of Auctions with Negative Externalities (2007), with Aniruddha Bagchi

An Experiment on Mergers in Affiliated Value Auctions (2013), with Vlad Mares

### GRANTS

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2008 – 2011      Decision-making with too Many Options (\$363,722)  
 PI: Mikhael Shor (Co-PIs: Tibor Besedes, Cary Deck, Sudipta Sarangi)  
**National Institutes of Health** (1R21AG030184, priority score 129, 4.1%)

2016 – 2017      Motivated Reasoning and Political Ideology (\$13,000)  
 PI: Mikhael Shor (Co-PIs: Salil Benegal, Tom Hayes, Peter Malfese)  
**Brain Imaging Research Center**, UConn, Seed grant

2009              Heuristic Biases in Defense Procurement (subcontract: \$26,400)  
 Subcontract PI: Mikhael Shor (grant PI: William Neilson)  
**United States Air Force** (FA7014-06-D-00190-T9)

2005              **Sloan Center for Internet Retailing**, Research development grant (\$5,000)

## HONORS

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2016, 2012	SHARE Research Award, University of Connecticut
2015	Grillo Family Award for Excellence in Teaching, University of Connecticut
2013	Most Appreciated Faculty Award, Association of Graduate Economics Students, University of Connecticut
2012	Grillo Family Award for Excellence in Research, University of Connecticut
2010, 2008	James A. Webb Award for Excellence in Teaching, Vanderbilt University <i>Awarded annually to one faculty member by the MBA class, Vanderbilt University</i> Finalist, 2002, 2005, 2006, 2011
2002	Dean's Award for Teaching Excellence, Vanderbilt University
2000	Peter Asch Dissertation Award, Rutgers University
2000	Sidney I. Simon Outstanding Teacher Award, Rutgers University
1995-1999	Graduate Fellowship, Rutgers University
1997	Sidney Brown Prize for Graduate Studies in Economics, Rutgers University

## REFEREEING & GRANT REVIEWS

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National Institutes of Health Special Emphasis Panel (2013)

Ad Hoc Reviewer for National Science Foundation

Ad Hoc Reviewer for Social Sciences and Humanities Research Council of Canada

Ad Hoc reviewer for *American Economic Review*; *American Law and Economics Review*; *Computational and Mathematical Methods in Medicine*; *Economic Inquiry*; *European Economic Review*; *Experimental Economics*; *Games*; *Games and Economic Behavior*; *IEEE Transactions on Dependable and Secure Computing*; *IEEE Transactions on Evolutionary Computation*; *Journal of Economic Psychology*; *Journal of Economic Behavior and Organization*; *Journal of Economic Education*; *Journal of Economics and Management Strategy*; *Journal of Health Economics*; *Journal of Industrial Economics*; *Journal of Institutional Economics*; *Journal of Law, Economics, and Organization*; *Marketing Science*; *Production and Operations Management*; *RAND Journal of Economics*; *Review of Economic Design*; *Review of Economics and Statistics*; *Scandinavian Journal of Economics*; *Southern Economic Journal*; *Theory and Decision*

## SEMINARS & TALKS

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### SELECTED INVITED SEMINARS

Georgia Tech, Texas A&M, University of Massachusetts-Amherst, University of Tennessee, University of Texas at Dallas, University of Texas at Arlington, Virginia Tech, West Virginia University School of Medicine, IBM TJ Watson Research Center

### INTERNAL SEMINARS

University of Connecticut (Department of Economics; Department of Operations; Department of Resource Economics; Institute for Collaboration on Health, Intervention, and Policy—InCHIP), Vanderbilt University (Department of Economics; School of Management)

### SELECTED OTHER TALKS

Climate Change CT Science Salon, Early College Experience (HS economics teacher workshop); Young Presidents' Organization (YPO) Passion for Learning Day

## CONFERENCE PRESENTATIONS

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July 2020	CourseHero Education Summit, <i>virtual</i> , Redwood City, CA
October 2019	U Penn Law Symposium on the “Post-Chicago Antitrust Revolution”
June 2016	New England Experimental Economics Workshop
June 2015	New England Experimental Economics Workshop
October 2013	INFORMS Annual Meeting, Minneapolis, MN
July 2013	World Meetings of the Economic Science Association, Zurich, Switzerland
July 2012	Fourth World Congress of the Game Theory Society, Istanbul, Turkey
May 2010	Behavioral and Quantitative Game Theory, Newport Beach, CA
October 2009	INFORMS Annual Meeting, San Diego, CA
October 2008	Midwest Economic Theory Conference, Ohio State, Columbus, OH
July 2008	Third World Congress of the Game Theory Society, Evanston, IL
May 2008	International Industrial Organization Conference, Arlington, VA
October 2007	Economic Science Association, Tucson, AZ
September 2006	Economic Science Association, Tucson, AZ
September 2005	Economic Science Association, Tucson, AZ
January 2005	Econometric Society North American Winter Meeting, Philadelphia, PA
July 2004	Second World Congress of the Game Theory Society, Marseille, France
November 2003	Sloan Center for Internet Retailing Inaugural Conference, Vanderbilt, Nashville, TN
September 2002	INFORMS Conference on Pricing Research, Cornell University, Ithaca, NY
November 2001	Southern Economic Association Conference, Tampa, FL
April 2001	NSF/CEME Decentralization Conference, Northwestern University, Evanston, IL
July 2000	First World Congress of the Game Theory Society, Bilbao, Spain
July 2000	International Conference on Game Theory, Stony Brook, NY
June 2000	Economic Science Association, New York, NY

## TEACHING

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2011-present	<b>Department of Economics</b> , University of Connecticut <i>Game Theory</i> , undergraduate (4.9/5) <i>Experimental Economics</i> , graduate (5.0/5) <i>Microeconomic Theory II</i> , graduate (4.6/5)
2000-2011, 2017	<b>Owen Graduate School of Management</b> , Vanderbilt University <i>Game Theory &amp; Business Strategy</i> , MBA elective (4.6/5) <i>Pricing Strategies</i> , MBA elective (4.7/5) <i>Managerial Economics</i> , MBA core course (4.6/5) <i>Strategies for Network Economies</i> , MBA elective (4.8/5) <i>Game Theory &amp; Strategic Thinking</i> , Executive seminar (4.3/5)
1996-2000	<b>Department of Economics</b> , Rutgers University <i>Industrial Organization</i> , undergraduate (4.7/5) <i>Law and Economics</i> , undergraduate (4.6/5)

## STUDENT ADVISING

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Victor Volkman	Ph.D., Economics, in progress (committee member)
Dominic Albino	Ph.D., Economics, in progress (committee member)
Jun He	Ph.D., Economics, 2021 (committee member) Three Essays on Industrial Organization
Hoda Atef Yekta	Ph.D., Operations & Information Mgmt., 2018 (committee member) Essays on Matching Markets: Course Allocation, Team Formation, & P2P Lending
Bryce Casavant	Ph.D., Economics, 2017 (advisor) Three Essays on Craft Beer and Craft Breweries
Sining Wang	Ph.D., Economics, 2016 (advisor) Three Essays on Behavioral and Experimental Economics
Salil Benegal	Ph.D., Political Science, 2016 (committee member) A Changing Climate in the Public Mind: How We Think About Climate Change?
Mark Schneider	Ph.D., Operations & Information Mgmt., 2015 (committee member) Essays on Decision Making under Risk in Decision Theory and Auction Theory
Tamara Trafton	Ph.D., Economics, May 2010 (committee member) On giving, gambling, and glow: experimental evidence
Osayi Ovbiosa-Akinbosoye	Ph.D., Economics, May 2009 (committee member) Effects of trade liberalization and oil price volatility in open economies
Robert Hammond	Ph.D., Economics, December 2008 (committee member) Seller pricing behavior in auction and posted-price markets
Aleksandr Vashchilko	Ph.D., Economics, August 2008 (committee member) Essays on trade liberalization with firm heterogeneity
Nathan Goates	Ph.D., Organizational Behavior, May 2008 (committee member) Reputation as a basis for trust
Aniruddha Bagchi	Ph.D., Economics, August 2006 (committee member) Topics in the design of an auction for licenses
Yih-ming Lin	Ph.D., Economics, August 2005 (committee member) Three essays on international trade
Bin Xie	Ph.D., Management of Technology, May 2005 (committee member) Impact of patient obtained medical information on physician-patient relationships
Ricardo Unger	Ph.D., Economics, August 2003 (committee member) Three essays on auctions and information markets
<i>M.A. students:</i>	Christina Sanville (committee 2012), Lee Baker (advisor 2013)
<i>Undergraduate honors:</i>	Amanda Connelly (2021), John Cizeski (2019), Jamie Kulas (2017), Colin Eversdyke (2017), Kimberly Roland (2016), John Giardina (committee 2016), Paul Wildenhain (2014), Yuriy Loukachev (2013), Suo Wang (2013)

## UNIVERSITY SERVICE

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<b>University of Connecticut</b>	
2020–present	Strategic vision committee (by election)
2020–2021	Department seminar coordinator (industrial organization, law & economics)
2019–2021	Department merit committee (by election)
2013–present	Faculty affairs committee (chair, 2015-2017)
2016–2017	Department merit committee (by election)
2015–2017	AAUP Representatives Assembly member
2011–present	Graduate affairs committee
2011–present	Microeconomics preliminary examination committee
2015–2016	Department Head search committee (by election)
2011–2013	Department website committee (chair)

<b>Vanderbilt University</b>	
2008-2010	Honor Council advisor
2003-2004	Faculty recruitment committee (economics & business strategy)
2001-2003	Committee on instruction

## OTHER PROFESSIONAL ACTIVITIES

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2001–present	Representative economic consulting UK Office of Fair Trading: price agreements among tobacco companies FTC: cable ownership rules Determination of FRAND Royalties for Standard Essential Patents Merger of EchoStar and DirecTV (Hughes/GM) Merger of pharmaceutical benefit managers
2007	Expert testimony, shill bidding on eBay, <i>Essex v. Consumer Depot</i>
2004–2005	Consultant to Federal Trade Commission Bureau of Economics
2001–2009	Creator, <i>GameTheory.net</i> , online resources for teaching and learning game theory Top 5 Mathematics Web Sites, <i>Scientific American</i> , 2003 “A mixture of serious learning resources and fun,” <i>Science</i> , 2002
2012–present	Coauthor, <i>Managerial Econ</i> , blog featured in <i>Top 100 Economics Blogs of 2017, 2020</i>
2012	Wine & Spirits Education Trust advanced (Level 3) certificate, with distinction
1995	NASD Series 7 (General Securities) and 63 (Uniform Securities) licenses, <i>lapsed</i>