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EDUCATION

Ph.D., Economics, University of Arizona, August 2007.

Dissertation: *Auctions with Buy Prices*

Fields of Concentration: Industrial Organization, Experimental Economics,
Applied Microeconomics, Applied Econometrics and Behavioral Economics.

M.A., Economics, University of Arizona, May 2003.

M.S.S., Economics, University of Dhaka, Bangladesh, June 2000.

B.S.S., Economics, University of Dhaka, Bangladesh, June 1998.

ACADEMIC POSITIONS

Professor, San Diego State University, 2021 – present.

Associate Professor (with tenure), San Diego State University, 2014 – 2020.

Assistant Professor, San Diego State University, 2007 – 2013.

Teaching Assistant, University of Arizona, 2002-2006.

Research Assistant, University of Arizona, 2006.

PUBLICATIONS

“Why is Dishonesty Difficult to Mitigate? The Interaction between Descriptive Norm and Monetary Incentive,” (with Arnab Mitra), *Journal of Economic Psychology*, 2020, Vol. 80: 102292.

“Deception: The Role of Uncertain Consequences,” (with Subhasish Dugar & Arnab Mitra), *European Economic Review*, 2019, Vol. 114, 1-18.

“Cheap-talk Evaluations in Contract Design,” (with Ninghua Du), *Journal of Behavioral and Experimental Economics*, 2018, Vol. 77, 78-87.

“Restricted and Free-form Cheap-Talk and the Scope for Efficient Coordination,” (with Subhasish Dugar), *Games and Economic Behavior*, 2018, Vol. 109, 294-310.

“Identification of Time and Risk Preferences in Buy Price Auctions,” (with Daniel Akerberg and Keisuke Hirano), *Quantitative Economics*, 2017, Vol. 8, No. 3, 809-849.

“Fairness, One’s Source of Income, and Others’ Decisions: An Ultimatum Game Experiment,” (with Kangoh Lee) *Managerial and Decision Economics*, 2017, Vol. 38, No. 3, 423-431.

“Non-neutral and Asymmetric Effects of Neutral Ratings: Evidence from eBay,” (with Faisal Rabby) *Managerial and Decision Economics*, 2016, Vol. 37, No. 2, 95-105.

“An Experimental Test of the Robustness and the Power of Forward Induction,” *Managerial and Decision Economics*, 2014, Vol. 35, No. 4, 264-277.

- “Forward Induction and Other-regarding Preferences Arising from an Outside Option: An Experimental Investigation,” *Journal of Management and Strategy*, 2013, Vol. 4, No. 4, 52-57.
- “Group Identity and the Moral Hazard Problem: Experimental Evidence,” (with Subhasish Dugar) *Journal of Economics & Management Strategy*, 2012, Vol. 21, No. 4, 1061-1081.
- “Focal Points and Economic Efficiency: Role of Relative Label Salience,” (with Subhasish Dugar) *Southern Economic Journal*, 2012, Vol. 78, No. 3, 954-975.
- “An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” (with John Wooders) *Games and Economic Behavior*, 2011, Vol. 72, No. 2, 558-573.
- “The Power of an Outside Option that Generates a Focal Point: An Experimental Investigation,” *Economics Bulletin*, 2011, Vol. 31, No.3, 2151-2158.
- “Identity in a Second-price Sealed Bid Auction: An Experimental Investigation,” *Manchester School*, 2010, Vol. 79, No. 1, 159-170.

WORKING PAPERS

- “Elections and Incentives to Fabricate News: The Role of Candidates’ Ex-ante Fitness for Office,” (with Subhasish Dugar).

RESEARCH WORK IN PROGRESS

- “The Buy-it-now Option, Risk Aversion and Impatience in an Empirical Model of eBay Bidding” (with Daniel Akerberg and Keisuke Hirano).
- “Disclosure Policy and Effort Choice” (with Ninghua Du).

RESEARCH GRANTS

- “Cheap Talk Evaluations in Contract Design,” Microgrant, College of Arts and Letters, San Diego State University, 2016.
- “Coordination and Communication: The Role of Deception,” University Grant Program, San Diego State University, 2014.
- “Does Embarrassment Aversion Motivate Higher Effort? An Experimental Investigation” Microgrant, College of Arts and Letters, San Diego State University, 2012.
- “An Experimental Investigation on Forward Induction and Inequality Aversion,” Microgrant, College of Arts and Letters, San Diego State University, 2011.
- “Effects of Group Identity on Economic Behavior in Markets,” Critical Thinking Grant, College of Arts and Letters, San Diego State University, 2009.
- “An Experimental Study on Other-regarding Preferences in Tournament-type Games,” Microgrant, College of Arts and Letters, San Diego State University, 2009.
- “An Experimental Study on Forward Induction: Incorporating Some New Thoughts,” SBE Doctoral Dissertation Research Improvement Grants, National Science Foundation, SES-0617949, 2006.

CONFERENCES AND PRESENTATIONS

- “Truthful and Cheap-talk Disclosure in Mitigating Moral Hazard: An Experimental Investigation” 2020 Western Economic Association International, Online, 2020.
- “Voter Bias, Spin on Facts and Voting Outcomes” 2019 ESA North American Conference, Los Angeles, USA, 2019.
- “Voter Bias, Spin on Facts and Voting Outcomes” 3rd Shanghai Workshop of Behavioral & Experimental Economics, Shanghai, China, 2019.
- “Deception: The Role of Uncertain Consequences” 2018 SABE/IAREP Conference, London, UK, 2018.
- “Deception: The Role of Uncertain Consequences” 10th Maastricht Behavioral and Experimental Economics Symposium, Maastricht, Netherlands, 2017.
- “Deception: The Role of Uncertain Consequences” 6th Xiamen University International Workshop on Experimental Economics, Xiamen, China, 2016.
- “Deception: The Role of Uncertain Consequences” Economic Science Association Meeting, Tucson, Arizona, 2016.
- “Cheap Talk Evaluations in Contract Design” 7th International Conference of the French Association of Experimental Economics (ASFEE), Cergy-Paris, France, 2016.
- “Beyond Consequences of Lying: Can Social Influence Substitute (Compensate) for Monetary Stakes?” Anadolu International Conference in Economics IV, Eskişehir, Turkey, 2015.
- “Beyond Consequences of Lying: Can Social Influence Substitute (Compensate) for Monetary Stakes?” 53rd Edwards Bayesian Research Conference, CSU Fullerton, 2015.
- “Beyond Consequences of Lying: Can Social Influence Substitute (Compensate) for Monetary Stakes?” 4th Winter Conference on Economics Research, Dhaka, Bangladesh, 2014.
- “Beyond Consequences of Lying: Can Social Influence Substitute (Compensate) for Monetary Stakes?” Southern Economic Association Meeting, Atlanta, Georgia, 2014.
- “Fairness, One’s Source of Income, and Others’ Decisions,” 9th Nordic Conference on Behavioral and Experimental Economics, Aarhus, Denmark, 2014.
- “Fairness, One’s Source of Income, and Others’ Decisions,” ESA International Meetings, Honolulu, Hawaii, 2014.
- “When Does Cheap-Talk (Fail to) Increase Efficient Coordination?” Western Economic Association Meeting, Seattle, Washington, 2013.
- “When Does Cheap-Talk (Fail to) Increase Efficient Coordination?” Eastern Economic Association Meeting, New York, 2013.
- “When Does Cheap-Talk (Fail to) Increase Efficient Coordination?” IFREE/ESI Lecture Series, Chapman University, 2012.
- “When Does Cheap-Talk (Fail to) Increase Efficient Coordination?” Economic Science Association Meeting, Tucson, Arizona, 2012.
- “When Does Cheap-Talk (Fail to) Increase Efficient Coordination?” Micro Theory Seminar, Economics, University of California, San Diego, Fall, 2012.
- “When Does Cheap-Talk (Fail to) Increase Efficient Coordination?” Asia Pacific Economic Association Conference, Singapore, 2012.

- “When Does Cheap-Talk (Fail to) Increase Efficient Coordination?” Bay Area Behavioral and Experimental Economics Workshop, Santa Clara, California, 2012.
- “Group Identity and the Moral Hazard Problem: Evidence from the Field,” AWI workshop on Ageing and Decision Making, Heidelberg, Germany, 2011.
- “Group Identity and the Moral Hazard Problem: Evidence from the Field,” Western Economic Association International Meeting, San Diego, California, 2011.
- “Identification of Time and Risk Preferences in Buy Price Auctions,” Industrial Organization: Theory, Empirics and Experiments, Otranto, Italy, 2011.
- “Group Identity and the Moral Hazard Problem: Evidence from the Field,” Economic Science Association Meeting, Tucson, Arizona, 2010.
- “Group Identity and the Moral Hazard Problem: Evidence from the Field,” Society for the Advancement of Behavioral Economics Meeting, San Diego, California, 2010.
- “Identity in a Second-price Sealed Bid Auction: An Experimental Investigation,” Canadian Economic Association Meeting, Montreal, 2010.
- “Common Value Auctions with Buy Prices,” Behavioral and Quantitative Game Theory: Conference on Future Directions, Newport, California, 2010.
- “An Experimental Test of the Robustness and the Power of Forward Induction,” 4th Alhambra Experimental Workshop, Granada, Spain, 2009.
- “An Experimental Test of the Robustness and the Power of Forward Induction,” Southern Economic Association conference, Washington DC, 2008.
- “An Experimental Test of the Robustness and the Power of Forward Induction,” Economic Science Association conference, Tucson, Arizona, 2008.
- “The Buy-it-now Option, Risk Aversion and Impatience in an Empirical Model of eBay Bidding,” 2008 CAPCP Conference on Auctions and Procurements, State College, Pennsylvania, 2008.
- “An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” Exchange Mechanisms and Auctions: A Conference in Honor of Vernon L. Smith, Tucson, Arizona, 2007.
- “An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” Southern Economic Association conference, Charleston, South Carolina, 2006.
- “An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” Western Economic Association conference, San Diego, California, 2006.
- “Common Value Auctions with Buy Prices,” Midwest Economic Association conference, Chicago, 2006.
- “An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” ESA North America Meetings, Tucson, Arizona, 2005.

REFEREEING

Econometrica, Games and Economic Behavior, European Economic Review, Management Science, Experimental Economics, International Journal of Game Theory, Economic Inquiry, Journal of Business and Economic Statistics, Journal of Public Economic Theory, Southern Economic Journal, Journal of Economics, New Zealand Economic Papers, Review of Economics of the Household, Review of Industrial Organization, Managerial and Decision Economics.

HONORS AND AWARDS

2017: Most Influential Faculty in Economics, San Diego State University.

2002-2006: Graduate Registration Scholarship, Department of Economics, University of Arizona.

2002-2006: Teaching Assistantship, Department of Economics, University of Arizona.

2006: Research Assistantship, Department of Economics, University of Arizona.

2006: Elmer J. Brown Memorial Scholarship, University of Arizona.

2005: 1st Place, 3rd Year Paper Competition, Department of Economics, University of Arizona (George W. Coleman Scholarship).

2004: 1st Place, 2nd Year Paper Competition, Department of Economics, University of Arizona (George W. Coleman Scholarship).

2002: Department of Economics Fellowship, University of Arizona.

PROFESSIONAL AFFILIATIONS

Economic Science Association, 2004 – present.

American Economic Association, 2009.

SERVICE FOR THE UNIVERSITY

Committee for the Graduate Studies, Committee for the Center for Public Economics, Committee for the PAC, Committee for the Library/Media, Assessment Coordinator, Undergraduate Advising, Committee for Retention, Tenure and Promotion, Committee for Hiring.

Judge at the Student Research Symposium.