

(June, 2012)

BRIT GROSSKOPF

University of Birmingham • Department of Economics • JG Smith Building
Birmingham, B15 2TT • Ph +44 (0) 121 4258216 • Fax +44 (0) 121 414 7377
b.grosskopf@bham.ac.uk • <http://www.bgrosskopf.com>

Education

- Ph.D. in Economics, December 2000, Universitat Pompeu Fabra, Barcelona
- MS.c. in Economics (with honors), July 1997, Universitat Pompeu Fabra, Barcelona
- Diploma, July 1996, Humboldt University, Berlin

Academic Positions

- Professor of Experimental Economics, University of Birmingham, as of September 2011.
- Associate Professor in Economics, Texas A&M University, September 2009 – August 2011.
- Assistant Professor in Economics, Texas A&M University, July 2003 – August 2009.
- Post-Doctoral Fellow with Alvin Roth, Harvard Business School, July 2002 – June 2003.
- Lecturer, Harvard Business School, July 2001 – June 2002.
- Post-Doctoral Fellow with Alvin Roth, Harvard Business School, January – June 2001.
- Visiting Scholar, Technion, February – April 2000.

Professional Activities

- Co-Director of the Economic Research Laboratory (ERL), April 2009 – August 2011.
- Faculty Advisor of the Texas A&M Economics Society, Summer 2007 – Spring 2010.

Refereed Publications

- “Choosing between Lotteries: Perfect Coordination without Communication,” with Yoella Bereby-Meyer, Simone Moran and Dolly Chugh, *Journal of Behavioral Decision Making*, forthcoming.
- “Is Reputation Good or Bad? An Experiment,” with Rajiv Sarin, *American Economic Review*, 100, 2010, 2187–2204.
- “If you were offered the Right of First Refusal, Should you Accept? An Experimental Investigation of Contract Design,” with Alvin Roth, *Games and Economic Behavior*, 65, 2009, 176–204.
- “Simultaneous versus Sequential Public Good Provision and the Role of Refunds – An Experimental Study,” with Jennifer Coats and Timothy Gronberg, *Journal of Public Economics*, 93, 2009, 326–335.
- “The Two-Person Beauty Contest Game,” with Rosemarie Nagel, *Games and Economic Behavior*, **62** (1), 2008, pp. 93–99.
- “Overcoming the Winner’s Curse: An Adaptive Learning Perspective,” with Yoella Bereby-Meyer, *Journal of Behavioral Decision Making*, **21** (1), 2008, pp. 15–27.

- “On the Robustness of the Winner’s Curse Phenomenon,” with Max Bazerman and Yoella Bereby–Meyer, *Theory and Decision*, **63** (4), 2007, pp. 389–418.
- “Foregone with the Wind: Indirect Payoff Information and its Implications for Choice,” with Ido Erev and Eldad Yechiam, *International Journal of Game Theory*, **34**, 2006, pp. 285–302.
- “How Manipulable are Fairness Perceptions? The Effect of Additional Alternatives,” with Yoella Bereby–Meyer, *Research on Economic Inequality*, 2004, **11**, pp. 55–84.
- “Overcoming Focusing Failures in Competitive Environments,” with Max Bazerman, Yoella Bereby–Meyer, Dolly Chugh, Lorraine Idson and Simone Moran, *Journal of Behavioral Decision Making*, **17**, 2004, 159–172.
- “What makes Cheap Talk effective? Experimental Evidence,” with Gary Charness, *Economics Letters*, **83**, 2004, pp. 383–389.
- “Teaching Auction Strategy using Experiments Administered via the Internet,” with John Asker, Carl N. McKinney, Muriel Niederle, Alvin Roth and Georg Weizsäcker, *Journal of Economic Education*, **35**, 2004, pp. 330–342.
- “Reinforcement and Directional Learning in the Ultimatum Game with Responder Competition,” *Experimental Economics*, **6**, 2003, pp. 141–158.
- “Relative Payoffs and Happiness – An Experimental Study,” with Gary Charness, *Journal of Economic Behavior and Organization*, **45**, 2001, pp. 301–328.

Book Chapters

- “Contracting,” Chapter in the *Handbook of Conflict Resolution*, Oxford University Press, *forthcoming*.

Working Papers

- “An Experiment on Case Based Decision Making,” with Rajiv Sarin and Elizabeth Watson.
- “Rational Reasoning or Adaptive Behavior? Evidence from Two – Person Beauty Contest Games,” with Rosemarie Nagel.
- “An Experimental Investigation of Asymmetric Information in Common Value Auctions,” with Lucas Rentschler and Rajiv Sarin.
- “Asymmetric Information in Contests: Theory and Experiments,” with Lucas Rentschler and Rajiv Sarin.
- “Reputation and Advice: Political Correctness in the Laboratory,” with Rajiv Sarin.

Work in Progress

- “In Search for Bad Reputation: A Series of Experiments,” with Rajiv Sarin.
- “The Demand for Expressing Emotions,” with Kristian López.
- “Merging Reinforcement and Directional Learning”.

Book Reviews/ Etc.

- “Everyday Negotiation,” by Deborah Kolb and Judith Williams, Jossey–Bass, *Manageris*, **122**, 2004, 17.
- “Rights of First Refusal: Who has the upper hand?,” *NBIZ Magazine* Spring 2008, 32–34.

Grants and Awards

- 2012, ESRC Festival of Science, “Emotions and Charitable Giving.”
- 2010–2012: NSF grant SES #1025034 “Expressing Emotions in Economics,” (Role: PI, \$171,327)
- 2007–2010: NSF grant SES #0649218 “An Experimental Analysis of the Impact of Reputations,” (Role: PI, \$220,179, Co-PI: Rajiv Sarin)
- Student Led Award for Teaching Excellence (SLATE), Texas A&M University System, Fall 2008
- 2007–2008: Stipendiary Faculty Fellow, Melbern G. Glasscock Center for Humanities Research, Texas A&M University (Project: “The Impact of Trust”)
- 2001: Economic Science Association Dissertation Award
- 2001: Grant from the Russell Sage Foundation “What Does It Take to Overcome the Winner’s Curse? The Effect of Variation in the Environment and Feedback”, with Yoella Bereby–Meyer
- 1999: Grant from the Russell Sage Foundation “Relative Payoffs and Happiness – An Experimental Study”, with Gary Charness
- 1996: Prize for the best diploma, Humboldt University, Berlin, given by “Wirtschaftswissenschaftliche Gesellschaft der Humboldt–Universitaet zu Berlin, e.V.”

Presentations at Conferences

June 2012: International ESA meeting, New York • September 2009: European ESA Meeting, Innsbruck • July 2008: Third World Congress of the Game Theory Society, Evanston • July 2008: Workshop on Similarity, Learning and Networks, University of Alicante • June 2008: NASM of the Econometric Society, Pittsburgh • May 2008: Invited speaker at the INFORMS Southwest Regional Conference, College Station • February 2008: Santa Barbara Conference on Experimental and Behavioral Economics • October 2007: ESA Meeting in Tucson • August 2007: First Singapore Economic Theory Workshop • June 2007: ESA Meeting in Rome • December 2006: South and South East Asia Econometric Society Meeting, Chennai • September 2006: ESA Meetings, Tucson • July 2006: Stony Brook Game Theory Conference • November 2005: SEA Meeting in Washington, D.C. • August 2005: SITE, Stanford • November 2004: ESA Meeting in Tucson • August 2002: Workshop on “Coordination, Iterated Dominance and Bounded Rationality,” Barcelona • August 2002: Academy of Management, Denver • June 2002: ESA Meeting in Boston • March 2002: Public Choice Society and ESA Meeting in San Diego • November 2001: Annual Meeting of the Society of Judgment and Decision Making in Orlando • July 2001: Far Eastern Meeting of the Econometric Society in Kobe • June 2001: ESA Meeting in Barcelona • November 2000: GEW Meeting, Burg Warberg • November 2000: 20th Arne Ryde Symposium, Lund • October 2000: ESA European Meeting, Amsterdam • August 2000: Econometric Society World Congress, Seattle • July 2000: First World Congress of the Game Theory Society, Bilbao • June 2000: ESA Meeting in New York • April 2000: Third Experimental Workshop, Technion, Haifa • October 1999: ESA European Meeting, Grenoble • August/September 1999: ESEM and EEA, Santiago de Compostela • August 1999: RSF Conference on Behavioral Economics, Berkeley • April 1999: 3rd Young Economist Meeting, Amsterdam • April 1998: ESF Conference on Migration and Development in Espinho.

Invited Seminars

February 2011: University of Birmingham • December 2010: University of Maryland • April 2009: UT Pan American • February 2009: Laval University, Quebec • May 2008: Technical University, Berlin • April 2008: New York University • March 2008: University of Arizona • November 2007: University of Alabama • March 2007: University of Pittsburgh • November 2006: Anthropology Department, Texas A&M University • June 2006: Max Planck Institute of Economics, Jena • June 2006: Max Planck Institute for Human Development, Berlin • January 2006: UT Dallas • December 2005: Victoria University, Wellington • June 2005: Universitat Pompeu Fabra • March 2005: Queen Mary, University of London • October 2004: University of Houston • February 2003: Texas A&M University • February 2003: Columbia University and Columbia Business School • January 2003: Stockholm School of Economics • December 2002: Harvard Law School • December 2001: Erfurt University • November 2001: Texas A&M University • November 2001: University of Arizona • October 2000: Institute of Advanced Studies in Vienna • August 2000: University of Mannheim • April 2000: University of Kiel

Summer Schools and Workshops

July 2012: Decision Theory, Experiments and Applications workshop, Paris • January 2012: Erasmus Technion meeting of decisions and prediction • February 2009: FSU Workshop on Experimental Game Theory • February 2006: Communication and Incentives, UC Santa Barbara • April 2003: Trust and Institutions, Radcliffe Institute, Harvard University • September 1999: First European Summer School in Experimental Economics, Bari • June 1999: Workshop in Computational Economics, Santa Fe • July 1998: Russell Sage Summer Institute on Behavioral Economics, Stanford

Professional Activities

- **Member:** American Economic Association, Economic Science Association, Gesellschaft für experimentelle Wirtschaftsforschung, The Econometric Society.
- **Refereeing:** *American Economic Review*, *American Political Science Review*, *Econometrica*, *Economica*, *Economic Inquiry*, *Economic Journal*, *Economic Theory*, *Economics of Governance*, *Experimental Economics*, *Games and Economic Behavior*, National Science Foundation, *International Journal of Game Theory*, *Journal of Economic Behavior and Organization*, *Journal of Economic Education*, *Journal of Law, Economics, and Organization*, *Journal of Political Economy*, *Journal of Public Economics*, *Labour Economics*, *Review of Economic Studies*, *Scandinavian Journal of Economics*, *Spanish Economic Review*, *Quarterly Journal of Economics*.

Teaching Experience

Graduate Courses:

- Econ 655 (Experimental Economics): Fall 2007, Texas A&M University.

Undergraduate Courses:

- Econ 214B (Decision Theory and Games): Spring 2012, UoB.
- Econ 440 (Experimental Economics): Fall 2004, Fall 2005, Fall 2006, Spring 2007, Fall 2007, Spring 2008, Fall 2008, Spring 2009, Fall 2009, Spring 2011 Texas A&M University

- Econ 425 (Organization of Industry): Fall 2003, Spring 2004, Fall 2004, Spring 2005, Fall 2005, Spring 2006, Fall 2006, Fall 2008 Texas A&M University
- Econ 323 (Intermediate Microeconomics): Spring 2004, Texas A&M University
- Economic Theory II (Intermediate Microeconomics): Winter 1999/2000, Universitat Pompeu Fabra

MBA Courses:

- Negotiation: Spring 2002, Harvard Business School

Other:

- September 2000: Instructor and member of the organizing committee at the Barcelona Bel-laterra Experimental Economics Summer School (BEaST) at the Universitat Pompeu Fabra, Barcelona
- 1997 – 1999: Assisted graduate courses at the Universitat Pompeu Fabra: Econometrics I, Applied Statistics
- 1996 – 1999: Teaching Assistant, Universitat Pompeu Fabra.

Student Advising

- **Ph.D.:** TAMU: Graham Mueller (member, 2012), Yu Yvette Zhang (co-chair, 2010), Lucas Rentschler (member, 2010), Abhilasha Katariya (Industrial and Systems Engineering, outside member, in progress), Carly Peterson (Psychology, outside member, 2011), Elizabeth Watson (member, 2007), Carlos Oyarzun (member, 2007), Victor Palmer (Computer Science, outside member, 2007), Paan Jindapon (member, 2006), Junghun Cho (member, 2006).
- **M.A.:** TAMU: Haifa Abdullah Alzahrani (chair, 2010), Steven K. Streetman (chair, 2009), Cesar Castro Montero (chair, 2009), Owen Wallace (chair, 2009), Michael Chung (member, in progress), Chapman Shoop (chair, 2007), Britt Ester, (chair, 2007), Christopher Thomas Huff (member, 2009), Alper Murat Rasgelener (member, 2007), Seo Jung Kim (member, 2007), Jeison George (member, 2006), Fidel Martinez (member, 2006), Kershen Huang (member, 2005), Nelida Lara-Garduno (member, 2005), Scott Nickson (chair, 2004), Robert Brummertt (Agricultural Economics, outside member, 2006), Andres Silva (Agricultural Economics, outside member, 2007), Yeon Hee Doh (Agricultural Economics, outside member, 2007).
- **Senior Thesis Advisor:** Linzy Lewis III (International Studies, 2007).

Departmental and College Activities

- Fall 2012: Birmingham Fellows, College of Experts, Member of Recruiting Committee, UoB.
- Fall 2012: Co-organizer of IAS workshop “Human Decision Making under Uncertainty,” UoB
- Fall 2011/Spring 2012: Member of Faculty Recruiting Committee, UoB.
- Spring 2009 – Spring 2010: Member of the Liberal Arts Dean Search Advisory Committee, TAMU.
- Spring and Fall 2009: Member of the First Diversity in Pedagogy Learning Community, TAMU.

- Fall 2008 – Spring 2010: Coordinator of student seminar in Micro Theory/Experimental Economics, TAMU.
- Fall 2008 – Spring 2010: Chair of the Intellectual Climate and Diversity Commity, Dept. of Economics, TAMU.
- Fall 2008/Spring 2009: Dept. Representative to the College of Liberal Arts' Diversity Committee, TAMU.
- 2007 and 2008: Member of the Junior Recruiting Committee, TAMU.
- Spring 2007, Fall 2007, Fall 2008, Spring 2009, Fall 2009, Spring 2010: Organizer of the Theory/Experimental Workshop, Dept. of Economics, TAMU.
- Fall 2006 – Summer 2008: Member of the Executive Committee, Dept. of Economics, TAMU.
- Spring 2006: Member of the Ad-hoc Advisory Committee, Dept. of Economics, TAMU.