

## Curriculum Vitae

ALVARO SANDRONI

### Address

Kellogg School of Management, Department of Managerial Economics and Decision Sciences  
2001 Sheridan Road Evanston IL 60208 Email : sandroni@kellogg.northwestern.edu

### Education

1996 Ph.D. (Economics), University of Pennsylvania.  
1994 Ph.D. (Mathematics), Instituto de Matematica Pura e Aplicada. Brazil  
1986 B.Sc. (Mathematics), Pontificia Universidade Catolica, Brazil

### Academic Experience

2009 – E.D. Howard Professor of Political Economy, Kellogg School of Management, Department of Managerial Economics and Decision Sciences.  
2005 –2009 Professor of Economics, University of Pennsylvania, Economics Department.  
2003-2007 Mechthild Esser Nemmers Professor, Kellogg School of Management, Department of Managerial Economics and Decision Sciences.  
2001-2003 Mechthild Esser Nemmers Associate Professor, Kellogg School of Management, Department of Managerial Economics and Decision Sciences.  
1999-2001 Associate Professor, Kellogg School of Management, Department of Managerial Economics and Decision Sciences and University of Rochester, Department of Economics (during the academic years of 2000 and 2001).  
1996-1998 Assistant Professor, Kellogg School of Management, Department of Managerial Economics and Decision Sciences.

### Publications

(2012) “Revealed Preferences and Aspirations in Warm Glow Theory” forthcoming Economic Theory with Vadim Cherepanov and Tim Feddersen

(2012) “Overconfidence and Asymmetric Information: The Case of Insurance” forthcoming Journal of Economic Behavior & Organization (with Francesco Squintani)

(2012) “Rationalization” forthcoming Theoretical Economics (with Vadim Cherepanov and Tim Feddersen)

(2012) “A Difficulty with the Testing of Strategic Experts” forthcoming Mathematical Social Sciences (with Nabil Al-Najjar)

(2012) “Eliciting Beliefs by Paying in Chance” forthcoming SAET Bulletin (with Eran Shmaya)

(2012) “Non-Bayesian Social Learning” Games and Economic Behavior **76-1**, 210-225 (with Ali Jadbabaie, Alireza Tahbaz-Salehi and Pooya Molavi)

(2011) “Akrasia, Instincts and Revealed Preferences” Synthese **181-1**, 1-17

(2011) “Falsifiability” American Economic Review **101-2**, 788-818 (with Wojciech Olszewski)

(2010) “Testing Theories with Learnable and Predictive Representations” Journal of Economic Theory, **145-6**, 2203-2217 (with Rann Smorodinsky, Nabil Al-Najjar and Jonathan Weinstein)

(2010) “Non-Bayesian Learning” The B.E. Journal of Theoretical Economics: **10-1** (Advances), (with Larry Epstein and Jawwad Noor)

(2009) “Moral Bias in Large Elections” American Political Science Review **103**, 175-192 (with Tim Feddersen and Sean Gailmard)

(2009) “Manipulability of Comparative Tests” Proceedings of the National Academy of Sciences **106**, 5029–5034 (with Wojciech Olszewski)

(2009) “Strategic Manipulation of Empirical Tests” Mathematics of Operations Research **34**, 57-70 (with Wojciech Olszewski)

(2009) “A Nonmanipulable Test” Annals of Statistics, **37-2**, 1013 -1039 (with Wojciech Olszewski)

(2008) “Manipulability of Future-Independent Tests” Econometrica, **76**, 1437-1466 (with Wojciech Olszewski)

(2008) “Non-Bayesian Updating: A Theoretical Framework,” Theoretical Economics **3-2**, 193-229 (with Larry Epstein and Jawwad Noor).

(2007) “Overconfidence, Insurance and Paternalism,” American Economic Review **97-5**, 1994-2004 (with Francesco Squintani).

(2007) “Contracts and Uncertainty” Theoretical Economics **2**, 1 -13 (with Wojciech Olszewski).

(2006) “A Theory of Participation in Elections,” American Economic Review **96-4**, 1271-1282 (with Tim Feddersen).

(2006) “The Calculus of Ethical Voting” International Journal of Game Theory **35**, 1 1-25 (with Tim Feddersen).

(2006) “Ethical Voters and Costly Information Acquisition,” Quarterly Journal of Political Science **1-3**, 287 -311 (with Tim Feddersen)

(2005) “Efficient Markets and Bayes’ Rule,” Economic Theory **26-4** 741-765.

- (2005) "Market Selection when Markets are Incomplete," Journal of Mathematical Economics **41** 91-104.
- (2004) "Belief-Based Equilibrium," Games and Economic Behavior **47-1**, 157-171 (with Rann Smorodinsky)
- (2003) "The Reproducible Properties of Correct Forecasts," International Journal of Game Theory **32-1**, 151-159.
- (2003) "Market Selection and Asymmetric Information," Review of Economic Studies **70-2**, 343-369 (with George Mailath)
- (2003) "Calibration with Many Checking Rules" Mathematics of Operations Research **28-1**, 141-153 (with Rann Smorodinsky and Rakesh Vohra)
- (2003) "Speculative Trade, Asset Prices and Investment Levels," Economic Theory **21 2-3**, 423-433.
- (2000) "Do Markets Favor Agents Able to Make Accurate Predictions?" Econometrica **68-6**, 1303-1341.
- (2000) "Reciprocity and Cooperation in Repeated Coordination Games: The Principled-Player Approach," Games and Economic Behavior **32**, 157-182.
- (1999) "On the Convergence to Rational Expectations Under Complete Markets," Econometrica **67-3**, 663-672 (with Aloisio Araujo).
- (1999) "The Speed of Rational Learning," International Journal of Game Theory **28**, 199-210 (with Rann Smorodinsky).
- (1999) "Asset Prices and the Distribution of Wealth," Economics Letters, **64**, 203-207.
- (1998) "Learning, Rare Events and Recurrent Market Crashes in Frictionless Economies Without Intrinsic Uncertainty," Journal of Economic Theory **82-1**, 1-18.
- (1998) "Does Rational Learning Lead to Nash Equilibrium in Finitely Repeated Games," Journal of Economic Theory **78-1**, 195-218.
- (1998) "Necessary and Sufficient Conditions for Convergence to Nash Equilibrium: The Almost Absolute Continuity Hypothesis," Games and Economic Behavior **22**, 121-14.

Working Papers

"Induction and Falsification" with Luciano Pomatto and Nabil Al-Najjar.

"On the Difference between Private and Social Goods" with Sandra Ludwig and Philipp Kircher

"Predestination and Protestant Ethics" with Larbi Alaoui

“The Evolution of Infertility and Incompetence”

“Social Preferences under Uncertainty -- A Violation of the Monotonicity Axiom” with Wolfgang Höchtel, Rudolf Kerschbamer, Philipp Kircher, and Sandra Ludwig

“At Least Do No Harm: The Use of Scarce Data”

“Testing Exchangeable Theories” with Eran Shmaya

“Why Law Breeds Cycles” with Leo Katz.

### Grants

“Rationalization” (with Philipp Kircher) 2009-2012 National Science Foundation.

“Overconfidence and Decision-Making in Aging” 2009-2010 Institute of Aging  
(with Aureo de Paula)

“Strategic Experts” 2008-2011 National Science Foundation.

“Market Selection; Ethics and Voting Turnout: Theory and Applications,”  
2001-2004 National Science Foundation

“Rational and Semi-Rational Learning: Theory and Applications,” (with Rann Smorodinsky)  
1998-2001 National Science Foundation and Bi-National Science Foundation (US-Israel)  
1998 Bergmann Memorial Research Grant.

### Editorial Boards

Economic Theory  
International Journal of Game Theory

### Book

“Managerial Statistics: A Case-Based Approach,” (joint with Peter Klibanoff, Boaz Moselle and Brett Saraniti). Published by Thomson Learning.

### Service

2007 – 2008 Panelist National Science Foundation

### Honors

2011 Euromed Management Research Award  
2007 – 2008 Invited Fellow at the Center for Advanced Study in Behavioral Sciences  
2003 Stanley Reiter Best Paper Award, Kellogg School of Management  
1997 William Polk Carey Prize, University of Pennsylvania.  
1996 Dean's Scholar, University of Pennsylvania.  
1995 Hiram C. Haney Fellowship Award in Economics, University of Pennsylvania.