

Julian C. Jamison

julison@gmail.com

Date of Birth: Jan 17, 1973 (California)

Citizenship: USA & Canada

FIELDS OF INTEREST

Behavioral Economics
Microeconomic Theory

Development and Policy
Experimental Methodology

EDUCATION

Massachusetts Institute of Technology (Cambridge, MA) 1994-98
Ph.D. in Economics (advisors: Lones Smith and Peter Diamond)
Fields: Microeconomics, Political Economy, Economic History
Thesis: "Bringing Game Theory Back to Earth: Thinking, Feeling, and Talking"

California Institute of Technology (Pasadena, CA) 1990-94
M.S. in Mathematics
B.S. (with honors) in Mathematics

PROFESSIONAL EXPERIENCE

Business School, University of Exeter 2018-
Professor, Department of Economics

Development Economics Group, The World Bank 2015-18
Senior Economist, Mind-Behavior-Development Unit (eMBeD)

Office of Research, Consumer Financial Protection Bureau
Chief, Decision Making and Behavioral Studies Section 2013-15
Senior Economist 2012-13

Research Department, Federal Reserve Bank of Boston 2009-12
Senior Economist, Center for Behavioral Economics

Brain and Creativity Institute, University of Southern California 2006-09
Research Assistant Professor of Psychology

School of Public Health, UC Berkeley (and UCSF) 2004-06
Fellow, Robert Wood Johnson Health & Society Scholars Program

Kellogg School of Management, Northwestern University 1999-
Assistant Professor, Managerial Economics and Decision Science 2004

Division of Social Sciences, California Institute of Technology 1998-99
Postdoctoral Scholar

VISITING POSITIONS

<i>Department of Economics, Harvard University (Cambridge, MA)</i>	2010-12
<i>KSG Women & Public Policy Program Harvard University (Cambridge, MA)</i>	2009-12
<i>Department of Economics, Yale University (New Haven, CT)</i>	2008-10
<i>Intelligent Systems Division, Ames Research Center, NASA (Mountain View, CA)</i>	2008
<i>Finance and Economics, HEC School of Management (Jouy-en-Josas, France)</i>	2007
<i>Social Sciences Division, California Institute of Technology (Pasadena, CA)</i>	2006-07

JOURNAL ARTICLES

- “Costly Offers and the Equilibration Properties of the Multiple Unit Double Auction Under Conditions of Unpredictable Shifts of Demand and Supply” (with Charles Plott), *J of Econ Behavior and Organization*, **32** (April 1997), 591-612.
reprinted in *Market Institutions and Price Discovery: Collected Papers on the Experimental Foundations of Econ & Polit Sci (II)*, Edward Elgar (2001).
- “Lithium Revisited: Savings Brought About by the Use of Lithium, 1970-1991” (with Richard J. Wyatt and Ioline Henter), *Psychiatric Quarterly*, **72:2** (Summer 2001), 149-166.
- “The Le Chatelier Principle in Lattices,” *Economics Bulletin*, **3:2** (2006), 1-9.
- “Collusion with (Almost) No Information” (with Johannes Hörner), *RAND J of Econ*, **38:3** (2007), 804-22.
- “What’s in the Dictionary (or Is It?)” (with Johannes Hörner), *J of Quantitative Linguistics*, **14:2** (2007), 215-21.
- “Sequential Common-Value Auctions with Asymmetrically Informed Bidders” (with Johannes Hörner), *Rev of Econ Studies*, **75** (2008), 475-98.
- “To Deceive or Not to Deceive: The Effect of Deception on Behavior in Future Laboratory Experiments” (with Dean Karlan and Laura Schechter), *J of Econ Behavior and Organization*, **68** (2008), 477-88.
- “Well-Being and Neuroeconomics,” *Economics and Philosophy*, **24:3** (2008), 407-18.
- “When Curiosity Kills the Profits: An Experimental Examination” (with Dean Karlan), *Games & Econ Behavior*, **66** (2009), 830-40.
- “Methodological Challenges in Psychiatric Treatment Adherence Research” (with Dawn Velligan et al.), *Clinical Schizophrenia & Related Psychoses*, **4:1** (2010), 74-91.
- “Multiple Selves in Intertemporal Choice” (with Jon Wegener), *J of Econ Psych*, **31** (2010), 832-9.
- “Characterizing the Amount and Speed of Discounting Procedures” (with Dean T. Jamison), *J of Benefit-Cost Analysis*, **2:2** (2011), Article 1.
- “Strategic Choice of Preferences: the Persona Model” (with David H. Wolpert, David Newth, and Michael Harre), *B.E. Journal of Theoretical Econ*, **11:1** (2011), ISSN 1935-1704.

- “Incentivizing Safe Sex: A randomized trial of conditional cash transfers for HIV and STI prevention in rural Tanzania” (with Damien de Walque *et al.*), *Brit Med J Open*, **2:1** (2012).
- “Games with Synergistic Utilities”, *Games*, **3:1** (2012), 41-55.
- “Shifting Confidence in Home Ownership: The Great Recession” (with Anat Bracha), *B.E. Journal of Macroeconomics*, **12:3** (2012), Article 5.
- “Ambiguous Solicitation: Ambiguous Prescription” (with Robert Gazzale, Alexander Karlan, and Dean Karlan), *Economic Inquiry*, **51:1** (2013), 1002-11.
- “Mixed Method Evaluation of a Passive mHealth Sexual Information Texting Service in Uganda” (with Dean Karlan and Pia Raffler), *Information Technologies & Int’l Development*, **9:3** (2013), 1-28.
- “Renegotiation Perfection in Infinite Games”, *Game Theory*, Article 742508 (2014).
- “Two Examples of Equilibrium Nonexistence”, *Math Econ Letters*, **1:2-4** (2014), 55-60.
- “Women’s entrepreneurship and intimate partner violence: A cluster randomized trial of microenterprise assistance and partner participation in post-conflict Uganda” (with Eric Green, Chris Blattman, and Jeannie Annan), *Social Sci & Med*, **133** (2015), 177-88. [corrigendum 2016]
- “Selecting Public Goods Institutions: Who Likes to Punish and Reward?” (with Michalis Drouvelis), *Southern Econ J*, **82:2** (2015), 501-34.
- “Predicting Health Behaviors with Economic Preferences and Locus of Control” (with Lynn Conell-Price), *J Behavioral & Experimental Econ*, **54** (2015), 1-9.
- “Does poverty alleviation decrease depression symptoms in post-conflict settings? A cluster-randomized trial of microenterprise assistance in northern Uganda” (with Eric Green, Jeannie Annan, and Christopher Blattman), *Global Mental Health*, **3** (2016) e7.
- “Candy Elasticity: Halloween Experiments on Public Political Statements” (with Dean Karlan), *Economic Inquiry*, **54:1** (2016), 543-7.
- “The Returns to Cash and Microenterprise Support among the Ultra-Poor: A Field Experiment” (with Christopher Blattman, Eric Green, Christian Lehmann, and Jeannie Annan), *Amer Econ J: Applied*, **8:2** (2016), 35-64.
- “Perceptions Regarding the Value of Life Before and After Birth”, *Reproductive System and Sexual Disorders*, **5:4** (2016), 1000195.
- “Measuring the Measurement Error: A Method to Qualitatively Validate Survey Data” (with Christopher Blattman, Tricia Koroknay-Palicz, Katherine Rodrigues, and Margaret Sheridan), *J Dev Econ*, **120** (2016), 99-112.
- “Overcoming Behavioral Obstacles to Escaping Poverty” (with Christopher Bryan, Nina Mažar, et al.), *Behavioral Science & Policy*, **3:1** (2017), 81-92.

- “Reducing Crime and Violence: Experimental Evidence on Adult Noncognitive Investments in Liberia” (with Chris Blattman and Margaret Sheridan), *Amer Econ Rev*, **107:4** (2017), 1165-1206.
- “Behaviorally Informed Policies for Household Financial Decisionmaking” (with Brigitte Madrian, Hal E. Herschfield, Abigail B. Sussman, et al.), *Behavioral Science & Policy*, **3:1** (2017), 27-42.
- “Social Learning about Environmental Innovations: Experimental Analysis of Adoption Timing” (with David Owens and Glenn Woroch), *Strategic Behav & Env't*, **7:1-2** (2017), 135-78.
- “Risk Preferences in Future Military Leaders” (with Patrick Bell, Rozlyn Engel, Darren Hudson, and William Skimmyhorn), *J Behav Econ & Policy*, forthcoming.

BOOK CHAPTERS

- “Do Only Women Clean in a ‘Perfect’ World?” (with Johannes Hörner), *Proc of the Int'l Conf of Mathematicians 2002: Game Theory & Applications*, Qingdao Publishing House (2002).
- “Incorporating Deaths Near the Time of Birth into Estimates of the Global Burden of Disease” (with Dean T. Jamison, Sonbol A. Shahid-Salles, Joy E. Lawn, and Jelka Zupan), in *The Global Burden of Disease and Risk Factors*, Alan Lopez et al (eds.), Oxford (2006).
- “Toward a Theory of Syntax and Persuasive Communication”, in *Exact Methods in the Study of Language and Text*, Grzybek and Köhler (eds.), de Gruyter, Berlin (2007).
- “Schelling Formalized: Strategic Choices of Non-Rational Behavior” (with David H. Wolpert), in *Evolution and Rationality*, Binmore and Okasha (eds.), UK (2012).

OTHER PUBLICATIONS

- “Designing Markets for the Common Good”, *Kellogg World*, **3** (Winter 2002).
- “Optimal Strategy for a Number-Guessing Game” (with Kenneth Schilling, Christian Blatter, et al), *Amer Math Monthly*, **113:1** (2006), pp. 81-82.
- “Do Risk-Takers Floss?”, *Amer J Epi* **163:Suppl** (2006), S63.
- “Live to Regret Those Calories...”, Letter to the Editor, *The New York Times* (Nov 6, 2006).
- “Libertarian Paternalism and Growing Up”, *Harvard College Economic Review* (Spring 2011).
- “The Paradox of Voting Revisited”, *Harvard College Economic Review* (Spring 2012).
- “Marrying Down”, Letter to the Editor, *Contingencies* (Sept 2012)
- “The Great Recession and Confidence in Homeownership” (with Anat Bracha), *Communities & Banking* (Spring 2013).
- “Norms and Communication in Collaboration”, *CSWEP News*, Issue III (2017).

WORKING PAPERS

- “Credit Building or Credit Crumbling? A Credit Builder Loan’s Effects on Credit Scores and Their Predictive Power” (with Jeremy Burke, Dean Karlan, Kata Mihaly, and Jonathan Zinman)
- “Don’t Swipe the Small Stuff: A Randomized Evaluation of Rules of Thumb-based Financial Education” (with Rebecca Daniels, Devlin Hanson, Christina Stacy, and Brett Theodos)
- “Inequality in Survival” (with Dean T. Jamison, Ole F. Norheim, and Stéphane Verguet)
- “Tools for Saving: Using Prepaid Cards to Set Aside Funds” (with Cheryl Cooper, Melissa Knoll, and David Zimmerman)
- “Financial Education and Access to Savings Accounts: Complements or Substitutes? Evidence from Ugandan Youth Clubs” (with Dean Karlan and Jonathan Zinman)
- “Hotelling’s Spatial Model with Finitely Many Consumers” (with Johannes Hörner)
- “Choice Architecture to Improve Financial Decision Making” (with Dustin Beckett, Jeffrey Carpenter, Emiliano Huet-Vaughn, Peter Matthews, and Andrea Robbett)
- “Economic Preferences and Sexual Transmitted Infections” (with Samantha de Martino, Damien de Walque, and William Dow)
- “The Entry of Randomized Assignment into the Social Sciences”
- “Motivating Bureaucrats through Social Recognition: External Validity – A Tale of Two States” (with Varun Gauri, Nina Mažar, and Owen Ozier)
- “The impacts of conflicts, economic shocks, and death on depression, economic activities and human capital investment in Nigeria” (with Kevin McGee, Gbemisola Osenia, Julie Perng, Ryoko Sato, Tomomi Tanaka, and Renos Vakis)
- “Can Cognitive Behavioral Therapy Reduce School Dropouts in Mexico?” (with Ciro Avitabile, Janina Cuevas, Rafael de Hoyos, and Marcela Silveyra)

HONORS/AWARDS

NOAA award for superior performance in the field of physics (1987 DC science fair)
Robert A. Millikan Scholarship and Carnation Fellowship (Caltech)
Honorable Mention (top 100 internationally) on Putnam Mathematics Examination
Elected to *Tau Beta Pi* Engineering Honor Society
E.T. Bell Prize for Outstanding Undergraduate Mathematics Research
‘Dean’s List’ for exceptional teaching (Kellogg)
Best Paper Award, *ConNEcs 2008* (Copenhagen)
Invited Speaker at plenary debate on neuroeconomics, ESA World Congress (Rome)
Young Leader’s Forum, National Committee on US-China Relations
Keynote Speaker, Behavioral Research for Emerging and Applied Knowledge (BREAK 2016)
World Bank Research Academy winner

MEDIA COVERAGE

- “Embarrassing Obama Kids” by Emily Bazelon, slate.com (Nov 3, 2008).
- “Random Lives in Northern Uganda” by Dwyer Gunn, freakonomics.com (Aug 3, 2009).
- “Next Generation of Homeowners Are [sic] Freaked Out” by Michael S. Derby, wsj.com *Real Time Economics* (Oct 18, 2011).
- “What’s Behind the Lack of Confidence” by Binyamin Appelbaum, nytimes.com *Economix* (Oct 18, 2011).
- “Seniors Hit by the Housing Market Still Think It’s Great” by Madeleine Scinto, businessinsider.com (Oct 20, 2011).
- “Investing in poor women helps them earn more, but does it ‘empower’ them?” by Joshua Keating, foreignpolicy.com *War of Ideas* (May 3, 2013).
- “What It Don’t Get I Can’t Use: The Development Case for Cash” by Tom Watson, forbes.com (May 28, 2013).
- “For Fighting Poverty, Cash is Surprisingly Effective” by Charles Kenny, businessweek.com *Global Economics* (June 3, 2013).
- “Google Mobile Sex Advice Boosted Cheating in Uganda” by Makiko Kitamura, bloomberg.com *GlobalTech* (June 5, 2013).
- “The Benefits of Cash without Conditions” by Tina Rosenberg, nytimes.com *Fixes* (Aug 28, 2013).
- “What Happens When You Just Give Money to Poor People?” *NPR Planet Money* (Nov 8, 2013).
- “Show Them the Money” by Christopher Blattman & Paul Niehaus, *Foreign Affairs* (May 2014).
- “Jobs and jail might not keep young men out of crime, but how about therapy?” by Christopher Blattman, washingtonpost.com *Monkey Cage* (April 15, 2015).
- “Everything We Think We Know About Preventing Crime is Wrong” by Zeeshan Aleem, mic.com *PolicyMic* (April 24, 2015).
- “I Don’t Know What You’ve Done With My Husband But He’s a Changed Man” *Freakonomics* radio podcast by Christopher Werth (Sept 17, 2015).
- “Candy for Your Vote, Kid? A Test of Political Bribery” by Shankar Vedantam, *NPR Morning Edition* with Steve Inskeep (Oct 27, 2015).
- “Economists tested 7 welfare programs to see if they made people lazy. They didn’t.” by Dylan Matthews, vox.com *Policy & Politics* (Nov 20, 2015).
- “World Bank’s Global INsights Initiative Underway”, behavioraleconomics.com (Dec 19, 2015).
- “Count ‘em: 2 simple rules for reducing credit card debt” by Aimee Picchi, cbsnews.com *Moneywatch* (Sep 8, 2016).
- “A Little Nagging Can Help Reduce Credit Card Debt” by Ann Carrns, nytimes.com *Your Money Advisor* (Sep 9, 2016).
- “Know your rules of thumb for credit card use” by Michelle Singletary, washingtonpost.com *Get There* (Sep 13, 2016).
- “The \$20 rule will keep you from overspending on your credit card” by Brittney Laryea, businessinsider.com *Magnify Money* (Sep 14, 2016).
- “Guaranteed paycheck: Does a ‘basic income’ encourage laziness?” by Charlie Wood, csmonitor.com *World* (Mar 1, 2017).
- “Nudge comes to shove”, *The Economist* (May 18, 2017).
- “Skarbowka uczy się pisać listy. Cel: Wyegzekwować podatki” by Bartek Godusławski, *Gazeta Prawna* (June 12, 2017).
- “Taking Advantage of Behavioral Economics Can Get Aid to More People in Poverty” by Ben Paynter, fastcompany.com *Future of Philanthropy* (Sep 5, 2017)
- “One in five Nigerians suffer chronic depression” by Yemisi Adegoke, guardian.ng (Feb 14, 2018).
- “The history of randomized control trials: scurvy, poets, and beer” by Markus Goldstein, worldbank.org *Development Impact* (Feb 18, 2018)

CONSULTING

Lockheed-Martin Corporation
National Institute of Mental Health
Jet Propulsion Laboratory
GiveWell

Bates White, LLC
World Bank Group
U.S. Army
NASA

INVITED TALKS

Cheap-Talk: Caltech, Middlebury, Rochester – Simon, NSA, Penn State, Summer in Tel Aviv 1999
Renegotiation Perfection: MIT, Caltech, Texas – Austin, University of British Columbia, Northwestern – Kellogg School, UCSB, UCLA, University of Rochester, USC
Assigning and Trading Tasks: Institute for Economics (Copenhagen)
When Curiosity Kills the Profits: Wesleyan, Northwestern, Washington & Lee University
Sequential Auctions: LSE, Royal Holloway College (London), IESE Business School (Barcelona), Univ of Bonn, HEC Paris, Univ of Copenhagen
Discounting: Resources for the Future, Illinois State, Int'l Health Economics 2005 (Barcelona), Washington & Lee, Law/Econ/Neuro Conference (USC), CEAR (Georgia State), CBS
Collusion without Info: Carlos III, Pompeu Fabra, Melbourne Business School
Hotelling: UC-Berkeley, Copenhagen, USC, Joint Game Theory Seminar (IHP, Paris)
Neuroeconomics: RWJ Workshop (Madison), Danish Research Centre for MR (Copenhagen), Gallo Institute, Johns Hopkins Medical Inst, SAET 2007 (Kos), ESA 2007 (Rome), York
Exp'l Econ & Health: Behavioral Econ & Epi (Berkeley), Princeton – Wilson, ASHE (Madison), McGill, Otago, Berkeley Int'l Group, Boston Fed, UCSD – Rady, Yale – Public Health
SES and Health in Mexico: International Health Economics Assoc 2005 (Barcelona)
To Deceive or Not: UC Berkeley, USC Psychology, Aberdeen, Nuffield (Oxford)
Persona Games: Yale, Essex, HEC Paris
Social Learning: FSU Game Theory Conference, CEDEX (Nottingham), ICES (George Mason)
Preferences and Health Behavior: Harvard – Kennedy, Boston Fed, Iowa State, York, Middlebury, ABCDE 2010 (Stockholm), Penn State – Smeal, Carlo Alberto, Tilburg, CFPB (Wash, DC)
Behavioral Econ: CRA 2010 (New Orleans); Danish Financial Analysts; CMU – SDS
Endog Prefs: ConNecs 2010 (Copenhagen); Bio, Neurosci, & Econ (USC 2011), EIEF
Shifting Confidence: Boston Fed
FinEd and Savings Access: RAND BeFi 2013 (DC); Boulder 2014; Cherry Blossom Institute 2015 (DC); MicroCredit Summit 2016 (Abu Dhabi)
Youth Transformation: WZB (Berlin); USIP/ESOC (Wash, DC); IPA Faith-Based Poverty Reduction (New Haven 2016), USAID / JPAL (Mexico City 2017)
mHealth Sexual Information: CGD (Wash, DC); DIME group (World Bank)
Mandated Disclosure: Design for Action 2014 (Wash, DC); FCA 2015 (London, UK)
Inequality in Health: Global Priorities 2020 (Wash, DC)
Encouraging Saving on Prepaid Cards: Maryland – Smith School; IPA Fin Inclusion 2015 (New Haven); Claremont Grad Univ; SEEP Network 2017 (Wash, DC)
Objective vs Subjective [Financial] Well-being: Toronto – Rotman School
Performance Incentives: CEGA (Berkeley 2016); Exeter
Exp Econ & Global Health: NIH; Missouri
LARC Take-up: ActionDesign DC

OTHER PRESENTATIONS

Valuable Cheap-Talk: Arne Ryde Symposium 1997 (Lund), MIT
The Le Chatelier Principle: MIT, Caltech
Assigning and Trading Tasks: Games 2000 (Bilbao), MIT, Mars Society 1999 (Boulder)
Do Women Clean: Northwestern, Econometric Society 2002 (Brisbane), ICM 2002 (Qingdao)
Sequential Auctions: Canadian Econ Theory 2003 (Vancouver), NASMES 2003 (Evanston), ESEM 2003 (Stockholm), Games 2004 (Marseille), Northwestern
Discounting: EEA 2003 (Stockholm), Neuroeconomics 2005 (Kiawah)
Collusion without Info: Society for Economic Design 2004 (Mallorca)
Hotelling's Spatial Model: Econometric Society World Congress 2005 (London)
Experiments and Health: RWJ HSS Meeting (Santa Fe), ESA 2006 (Tucson)
Social Learning: French Econ Association 2007 (Lyon), IO Workshop 2009 (Lecce)
Preferences in Rats: Econ Science Assoc 2008 (Pasadena), Neuroecon 2008 (Park City)
Persona Games: Games 2008 (Evanston)
Prefs and Health Behavior: 4th Nordic Conference 2009 (Oslo), ESE 2009 (Rotterdam), ASSA 2011 (Denver), SEEDEC 2011 (Berkeley), ESA 2012 (Cologne)
Endogenous Preferences: Behavioral DM 2011 (IDC, Herzliya)
Public Goods: SEA 2011 (DC); ESA 2012 (New York)
Youth Transformation: Fondazione Bruno Kessler (Trento 2013), ESA 2013 (Santa Cruz), Experiments & Policy 2014 (Curaçao), NIBS 2015 (Nottingham), Lithuanian Econ Research 2016, AFE 2016 (Chicago)
Preferences and Sexual Behavior: ESA 2014 (Prague), SEET 2016 (Malta)
Microenterprise Support: USAID (Wash, DC), NEUDC 2014 (Boston)
Reducing Dropouts in Mexico: Experiments & Policy 2018 (Punta Cana)

PROFESSIONAL SERVICE

Affiliate, J-PAL (2018-)

Associate Editor, *Behavioral Science & Policy* (2013-)

Research Director, Berkeley Experimental Social Science Laboratory (2004-6)

Teaching: Managerial Economics; Probability & Statistics; Game Theory; Information Economics; Experimental Economics; Neuroeconomics and Well-being; Microeconomic Theory; Development Economics

OTHER

83 countries visited

Five-time finisher, Hardrock 100 Endurance Run

Married to Asta Jamison; one son