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# Botond Kőszegi

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## **PROFESSIONAL EXPERIENCE:**

Dec 2017-	University Professor, Central European University
Aug 2012-Dec 2017	Professor, Central European University
Jul 2010-Jun 2013	Professor, University of California, Berkeley
Jul 2006-Jun 2010	Associate Professor, University of California, Berkeley
Sep 2002-May 2003	Visiting Assistant Professor, Massachusetts Institute of Technology
Jul 2000-Jun 2006	Assistant Professor, University of California, Berkeley

## **EDUCATION:**

1996-2000	Massachusetts Institute of Technology, Ph.D. in Economics
1992-1996	Harvard University, Magna Cum Laude in Mathematics

## **GRANTS:**

2012-2018	ERC Starting Grant #313341, “Behavioral-Economics Theory”
2007-2010	NSF Grant SES-0648659, “Economic Models and Applications of Reference-Dependent Utility” (joint with Matthew Rabin)
2003-2004	Hellman Family Faculty Fund
1999	Sloan Dissertation Fellowship
1998-1999	NBER Aging Fellowship

## **INTERNATIONAL HONORS:**

2015	Yrjö Jahnsson Award (a biennial award for the best economist in Europe under the age of 45)
2015	Member of Academia Europaea

2008 Hicks-Tinbergen Medal, for the best paper published in the Journal of the European Economic Association in the years 2006/2007

### **NATIONAL AND UNIVERSITY HONORS:**

2016 Honorary Doctorate, Corvinus University of Budapest  
2016 Appointed Egyetemi Tanár by the President of Hungary  
2015 Doctor of the Hungarian Academy of Sciences (MTA Doktora)  
2015 Award for Outstanding Research, Central European University  
2014 Best Teacher Award, Central European University  
2013 Best Teacher Award, Central European University  
2010 Best Mentor Award, UC Berkeley  
2007 UC Berkeley Intramural Soccer champion (as member of team Slutsky)

### **REFEREED PUBLICATIONS & FORTHCOMING PAPERS:**

*Naivete-Based Discrimination* (joint with Paul Heidhues); Quarterly Journal of Economics (2017), 132(2), pp. 1019-1054.

*Inferior Products and Profitable Deception* (joint with Paul Heidhues and Takeshi Murooka); Review of Economic Studies (2017), 84(1), pp. 323-356.

*Exploitative Innovation* (joint with Paul Heidhues and Takeshi Murooka); American Economic Journal: Microeconomics (2016), 8(1), pp. 1-23. [Lead Article.]

*On the Welfare Costs of Naivete in the US Credit-Card Market* (joint with Paul Heidhues), Review of Industrial Organization (2015), 47(3), pp. 341-354.

*Behavioral Contract Theory*, Journal of Economic Literature (2014), 52(4), pp. 1075-1118.

*True Context-Dependent Preferences? The Causes of Market-Dependent Valuations* (joint with Nina Mazar and Dan Ariely); Journal of Behavioral Decision Making (2014), 27; pp. 200-208.

*Regular Prices and Sales* (joint with Paul Heidhues), Theoretical Economics (2014), 9, pp. 217-251.

*A Model of Focusing in Economic Choice* (joint with Ádám Szeidl), Quarterly Journal of Economics (2013), 128(1), pp. 53-107.

*Exploiting Naivete about Self-Control in the Credit Market* (joint with Paul Heidhues), American Economic Review (2010), 100(5), pp. 2279-2303.

*Utility from Anticipation and Personal Equilibrium*, *Economic Theory* (2010), 44(3), pp. 415-444.

*Reference-Dependent Consumption Plans* (joint with Matthew Rabin), *American Economic Review* (2009), 99(3), pp. 909-936.

*Futile Attempts at Self-Control* (joint with Paul Heidhues), *Journal of the European Economic Association* (2009), 7(2-3), 423-434.

*Choices, Situations, and Happiness* (joint with Matthew Rabin), *Journal of Public Economics* (2008), 92, pp. 1821-1832.

*Competition and Price Variation when Consumers are Loss Averse* (joint with Paul Heidhues), *American Economic Review* (2008), 98(4), pp. 1245-1268.

*Drive and Talent* (joint with Wei Li), *Journal of the European Economic Association* (2008), 6(1), pp. 210-236.

*Reference-Dependent Risk Attitudes* (joint with Matthew Rabin), *American Economic Review* (2007), 97(4), pp. 1047-1073. [Lead article.]

*A Model of Reference-Dependent Preferences* (joint with Matthew Rabin), *Quarterly Journal of Economics* (2006), 121(4), pp. 1133-1166. [Lead article.]

*Emotional Agency*, *Quarterly Journal of Economics* (2006), 121(1), pp. 121-156.

*Ego Utility, Overconfidence, and Task Choice*, *Journal of the European Economic Association* (2006), 4(4), pp. 673-707. [Lead article.]

*Tax Incidence When Individuals are Time Inconsistent: The Case of Cigarette Excise Taxes* (joint with Jonathan Gruber), *Journal of Public Economics* (2004), 88, pp. 1959-1987.

*Health Anxiety and Patient Behavior*, *Journal of Health Economics* (2003), 22, pp. 1073-1084.

*Quasi-hyperbolic Discounting and Retirement* (joint with Peter Diamond), *Journal of Public Economics* (2003), 87, pp. 1839-1872. [Lead article.]

*Is Addiction 'Rational?' Theory and Evidence* (joint with Jonathan Gruber), *Quarterly Journal of Economics* (2001), 116(4), pp. 1261-1305.

*Comparison of Magnetocaloric Properties from Magnetic and Thermal Measurements* (with M. Foldeaki, W. Schnelle, E. Gmelin, P. Benard, A. Giguere, R. Chahine, and T. K. Bose); *Journal of Applied Physics* (1997), 82(1), pp. 309-316.

## **OTHER PUBLICATIONS & FORTHCOMING PAPERS:**

*Deception and Consumer Protection in Competitive Markets* (with Paul Heidhues and Takeshi Murooka), in the Anthology on Pros and Cons of Consumer Protection, 2011.

*Revealed Mistakes and Revealed Preferences* (with Matthew Rabin), in The Foundations of Positive and Normative Economics, Andrew Caplin and Andrew Schotter (editors), Oxford University Press (2008), Chapter 8, pp. 193-209.

*Mistakes in Choice-Based Welfare Analysis* (with Matthew Rabin), *American Economic Review* (2007), 97(2), pp. 477-481

*On the Feasibility of Market Solutions to Self-Control Problems*, *Swedish Economic Policy Review* (2005), 12(2), pp. 71-94.

*Behavioral Economics, Psychology, and Public Policy* (joint with On Amir, Dan Ariely, Alan Cooke, David Dunning, Nicholas Epley, Donald Lichtenstein, Nina Mazar, Sendhil Mullainathan, Drazen Prelec, Eldar Shafir, and Jose Silva), *Marketing Letters* (Special Issue for the Sixth Choice Symposium, 2005), 16:3/4, 443-454.

*Discussion of "Behavioral Economics and Health Economics" by Richard Frank*, Economic Institutions and Behavioral Economics, Peter Diamond and Hannu Vertainen (editors), Princeton: Princeton University Press.

## **SUBMITTED PAPERS:**

*Unrealistic Expectations and Misguided Learning* (joint with Paul Heidhues and Philipp Strack); conditionally accepted, *Econometrica*.

## **WORKING PAPERS AND WORK IN PROGRESS:**

*Financial Choice and Financial Innovation* (joint with Péter Kondor)

*Browsing versus Studying: A Pro-Market Case for Regulation* (joint with Paul Heidhues and Johannes Johnen)

*An Attention-Based Theory of Mental Accounting* (joint with Filip Matějka)

*Behavioral Industrial Organization* (joint with Paul Heidhues, in preparation for the Handbook of Behavioral Economics)

*Privacy Concerns and Consumer Consent* (joint with Paul Heidhues and Mats Köster)

*Fragile Self-Esteem* (joint with George Loewenstein and Takeshi Murooka)

*Malicious Contract Design* (joint with Armin Falk and Paul Heidhues)

*Overconfidence and Social Behavior* (joint with Paul Heidhues and Philipp Strack)

**PROFESSIONAL SERVICE:**

Jan 2016-present	Member, Council of the European Economic Association
Oct 2013-Sep 2017	Managing Editor, Review of Economic Studies
Nov 2010-Sep 2013	Foreign Editor, Review of Economic Studies
Jan 2008-Oct 2013	Board Editor, American Economic Review
Jan 2007-Oct 2013	Associate Editor, Journal of the European Economic Association

**PERSONAL INFORMATION:**

Citizenship: Hungary, USA

Languages: Fluent in Hungarian and German