

**Curriculum Vitae**  
**JAMES ANDREONI**

- Address:** Department of Economics  
University of California San Diego  
9500 Gilman Drive  
La Jolla, CA 92093-0508  
(858) 534-3832  
[andreoni@ucsd.edu](mailto:andreoni@ucsd.edu)  
<http://econ.ucsd.edu/~jandreon/>
- Education:** University of Michigan, Ph.D., Economics, 1986  
University of Michigan, M.A., Economics, 1984  
University of Minnesota, B.S., Economics, 1981
- Appointments:** Professor, University of California, San Diego, 2006-  
Professor, University of Wisconsin-Madison, 1996-2005  
Associate Professor, University of Wisconsin-Madison, 1992-1996  
Assistant Professor, University of Wisconsin-Madison, 1986-1992  
President, Economic Science Association, 2007-09  
National Bureau of Economic Research, Research Associate, 2009-
- Affiliations:** Fellow, CESifo, 2016-  
Scientific Board, Science of Philanthropy Initiative, 2014-2016  
Vice President, Association for the Study of Generosity in Economics, 2013-  
Advisory Board, Norwegian School of Economics, Choice Lab, 2011-  
Affiliate, Institute on Global Conflict and Cooperation, UCSD, 2011-
- Editorial:** *Journal of Public Economics*, Co-Editor 2006-2013, Assoc.Editor 1998-2006  
*Econometrica*, Associate Editor 2008-2011  
*Journal of Economic Literature*, Board of Editors, 2011-2015  
*Games and Economic Behavior*, Board of Editors 2006-2009  
*Experimental Economics*, Advisory Editor 2005-, Board of Editors 1997-2005  
*American Economic Review*, Associate Editor 1999-2004  
*Journal of Public Economic Theory*, Associate Editor 2001-2005
- Honors  
and Awards:** Fellow of the Econometric Society, Elected 2011  
Alfred P. Sloan Research Fellow, 1992-94  
Fellow of the Society for the Advancement of Economic Theory, Elected 2011  
Robock Award for Empirical Research, University of Wisconsin, 2005  
Shoemaker Fellow, University of Wisconsin, 2002  
Kellett Mid-Career Award, University of Wisconsin, 2000  
Vilas Associate Award, University of Wisconsin, 1995-1997  
Outstanding Doctoral Dissertation Award, NTA-TIA, Second Place, 1987

**Festschrifts:** Association for Public Economics Theory, & *Journal of Public Economic Theory*, 2018

“Game Theoretic and Experimental Approaches to Public Economics: Conference and special issue in honor of the works of Jim Andreoni, Ted Bergstrom, Larry Blume, and Hal Varian.” Abu Dhabi, UAE, December 2017.

*Journal of Public Economics*, vol 114, 2014.

“Conference and special issue celebrating the 25th anniversary of James Andreoni’s publications on warm-glow giving.” San Diego, January 3, 2013.

## **Grants:**

National Science Foundation, continuous funding from 1988 through 2019 (13 individual grants, total value \$3,055,053).

FISP Grant, University of California, with Desmond Ang, Tomas DeJesus, and Christopher Ovies, 2016-17.

Center for Poverty Research, Michael Kuhn, co-PI, 2014-2015.

International Growth Centre, M. Callen, C. Sprenger and Y. Kahn, Co-PIs, for field experiments on present-bias in Pakistan, 2014-16.

Science of Philanthropy Initiative, Large Grant, on the role of emotions in giving and fundraising, 2013-2014.

Google, Incorporated, Google Research Award, on fundraising, 2012-13

Science of Generosity, Notre Dame, on laboratory and field experiments on charitable giving and fundraising, 2010-2012

Social Science and Humanities Research Council of Canada, A.Payne, K. Scharf, D. Card, Co-PIs, on diversity and charitable giving, 2010-12

Social Science and Humanities Research Council of Canada, A.Payne, Co-PI, on charitable fundraising, 2010-11

Center for Compassion and Altruism Research and Education, W. Harbaugh, U. Myer, Co-PIs, on neuroeconomics of receiving charity, 2008-2010

Social Science and Humanities Research Council of Canada, A.Payne, Co-PI, on charitable giving. 2007-08

ACTEC Foundation, on law and economics, R. Madoff, Co-PI, 2003-04

Russell Sage Foundation, on trust, L. Samuelson Co-PI, 2002-04

Wisconsin Alumni Research Foundation Grants, 1989, 1992, 1996

## **Books and Edited Volumes:**

*The Economics of Philanthropy and Fundraising, Volume I: Theory and Policy Toward Giving*, James Andreoni, ed., Cheltenham, United Kingdom: Edward Elgar Publishing, ISBN-13: 978-1782546054, 2015

*The Economics of Philanthropy and Fundraising, Volume II: Fundraising and the Sociality of Giv-*

ing, James Andreoni, ed., Cheltenham, United Kingdom: Edward Elgar Publishing, ISBN-10: 1782546057, 2015.

“Special Issue on Charitable Giving and Fundraising,” James Andreoni and John A. List, eds., *Journal of Public Economics*, v. 95, June 2011.

“Special Issue Celebrating the 20th Anniversary of Bergstrom, Blume, and Varian’s, ‘On the Private Provision of Public Goods,’” James Andreoni and Ravi Kanbur, eds., *Journal of Public Economics*, v.97, September 2007.

“Special Issue on Experimental Approaches to Public Economics,” James Andreoni and John A. List, eds., *Journal of Public Economics*, v. 85, August 2005.

### Articles in Refereed Journals:

“Building Rational Cooperation on Their Own: Learning to Start Small,” with Michael A. Kuhn, and Larry Samuelson, forthcoming, *Journal of Public Economic Theory* 2018.

“Satisfaction Guaranteed: When Moral Hazard meets Moral Preferences.” April 2017. Forthcoming, *American Economic Journal: Microeconomics*, November 2018.

“The Benefits and Costs of Donor-Advised Funds,” *Tax Policy and the Economy*, NBER & University of Chicago Press, 2018, volume 32, 1, 1–44.

MEDIA: *Wall Stree Journal*, “What are Donor Advised Funds?” December 3, 2017.

*Chronicle of Philanthropy*, “Cash in Donor Advised Funds Take Years to Trickle Out.” December 5, 2017.

*MD Magazine*, “Donor Advised Funds: A Convenience and a Cost.” April 4, 2018.

*Forbes*, “There’s A Target On Charity’s Booming Donor-Advised Funds.” August 2, 2018.

“Avoiding The Ask: A Field Experiment on Altruism, Empathy, and Charitable Giving.” with Justin M. Rao, and Hannah Trachtman, forthcoming in the *Journal of Political Economy*, June 2017, vol. 125, no. 3, 625–653.

MEDIA: *Wall Stree Journal*, “How to Suppress Your Inner Scrooge.” December 8, 2017.

*New York Time Sunday Magazine*, “The Ice Bucket Racket,” Nov 16, 2014.

*Huffington Post*, “Speak Up and Give Back if You Want the Economy to Improve.” Dec 26, 2014.

New York Times Freakonomics Blog.

“All Pay Auctions and Group Size: Grading on a Curve and other Applications.” with Andy Brownback, *Journal of Economic Behavior and Organization*, May 2017, 147, 361–373.

“Diversity and Donations: The Effect of Religious and Ethnic Diversity on Charitable Giving.” with A. Abigail Payne, Justin Smith, and David Karp. *Journal of Economic Behavior and Organization*, 2016, vol 128, 47-58.

MEDIA: *Macleans.ca* Dec 6, 2011.

New York Times Freakonomics blog.

NBER Digest March 2012

“Risk Preferences are not Time Preferences: Reply,” with Charles Sprenger, *American Economic Review*, 105, no. 7, 2015, 2287-2293.

“Measuring Time Preferences: A Comparison of Experimental Methods.” with Michael Kuhn and Charles Sprenger, *Journal of Economic Behavior and Organization*, 2015, 116, 451-464.

- “Fair Weather Avoidance: Unpacking Costs and Benefits in a Replication of Avoiding the Ask.” with Hannah Trachtman, Andrew Steinkruger, Mackenzie Wood, Adam Wooster, Jim Murphy, and Justin M. Rao, *Journal of the Economic Science Association*, 2015, vol. 1, 8-14.
- “Gunning for Efficiency with Third Party Enforcement in Threshold Public Goods.” with Laura K. Gee, *Experimental Economics*, 2015, 18, 154-171: 1-18.
- “Do Grants to Charities Crowd Out Other Income? Evidence from the UK.” With A. Abigail Payne and Sarah Smith, *Journal of Public Economics* June 2014, 114, 75-86.
- MEDIA: “The Surprising Relationship Between Taxes and Charitable Giving,” *Wall Street Journal*, December 13, 2015.
- “Estimating Time Preferences from Convex Budgets.” with Charles Sprenger, *American Economic Review*, December 2012, 102 (7), 3333-3356.
- “Risk Preferences are Not Time Preferences.” with Charles Sprenger, *American Economic Review*, December 2012, 102 (7), 3357-3376.
- “Gun For Hire: Delegated Enforcement and Peer Punishment in Public Goods Provision.” with Laura K. Gee, *Journal of Public Economics*, 2012, v. 96, 1036-1046.
- MEDIA: Vox. “Cooperation and the Beneficial Race for Second-worst.”
- “Diverging Opinions.” with Tymofiy Mylovanov, *American Economic Journal: Microeconomics*, February 2012. 4(1), 209-232.
- “The Power of Asking: How Communication Affects Selfishness, Empathy, and Altruism.” with Justin Rao, *Journal of Public Economics*, 2011, v. 95, 513-520.
- MEDIA: *New York Times* Freakonomics Blog.  
Vox, “Do they know it’s Christmas? New insights on communication, empathy, and altruism.”
- “Is Crowding Out Due Entirely to Fundraising? Evidence from a Panel of Charities.” with A. Abigail Payne, *Journal of Public Economics*, v. 95, June 2011, 334-343.
- MEDIA: *Newsweek Magazine*, “The Capitals Charity Case,” November 18, 2010.
- REPRINT: *The Economics of Philanthropy and Fundraising, Volume II: Fundraising and the Sociality of Giving*, E.Elgar, Cheltenham, UK, 2015.
- “Social Image and the 50-50 Norm: A Theoretical and Experimental Analysis of Audience Effects.” with B. Douglas Bernheim, *Econometrica*, 77, no. 5, September 2009, 1607-1636.
- REPRINT: *The Economics of Philanthropy and Fundraising, Volume II: Fundraising and the Sociality of Giving*, E.Elgar, Cheltenham, UK, 2015.
- “Beauty, Gender and Stereotypes: Evidence from Laboratory Experiments” with Ragan Petrie. *Journal of Economic Psychology*, v. 29, 2008, 73-93.
- MEDIA: *New York Times*, Beauty and the Fattened Wallet, April 6, 2006.
- “Giving Gifts to Groups: How Congestible is Altruism?” *Journal of Public Economics*, v. 91, September 2007, 1731-1749.
- “Asymmetric Information about Rivals’ Types in Standard Auctions: An Experiment.” with Yeon-Koo Che and Jin-Woo Kim. *Games and Economic Behavior*, v. 59, 2007, 240-259.
- “Testing Subgame Perfection Apart from Fairness in Ultimatum Games,” with Emily Blanchard. *Experimental Economics*, v 9, December 2006, 307-321.
- “Building Rational Cooperation,” with Larry Samuelson. *Journal of Economic Theory*, v. 127,

- 2006, 117-154.
- “Leadership Giving In Charitable Fund-Raising.” *Journal of Public Economic Theory*, v. 8, no. 1, February 2006, 1-22.
- REPRINT: *The Economics of Philanthropy and Fundraising, Volume II: Fundraising and the Sociality of Giving*, E.Elgar, Cheltenham, UK, 2015.
- “Public Goods Experiments Without Confidentiality: A Glimpse Into Fund-Raising.” with Ragan Petrie, *Journal of Public Economics*, v. 88(7-8), March 2004, 1605-1623.
- REPRINT: *The Economics of Philanthropy and Fundraising, Volume II: Fundraising and the Sociality of Giving*, E.Elgar, Cheltenham, UK, 2015.
- “What do Bargainers’ Preferences Look Like? Exploring a Convex Ultimatum Game” with Marco Castillo and Ragan Petrie, *American Economic Review*, v. 93(3), June 2003, 672-685.
- “Do Government Grants to Private Charities Crowd Out Giving or Fundraising?” with Abigail Payne, *American Economic Review*, v. 93(3), June 2003, 792-812.
- REPRINT: *The Economics of Philanthropy and Fundraising, Volume II: Fundraising and the Sociality of Giving*, E.Elgar, Cheltenham, UK, 2015.
- “The Carrot or the Stick: Rewards, Punishments and Cooperation.” with William Harbaugh and Lise Vesterlund, *American Economic Review*, v. 93(3), June 2003, 893-902.
- “Charitable Giving by Married Couples: Who Decides and Why Does it Matter?” with Eleanor Brown and Isaac Rischall, *Journal of Human Resources*, v. 38(1), Winter 2003, 111-133.
- REPRINT: *The Economics of Philanthropy and Fundraising, Volume I: Theory and Policy Toward Giving*, E.Elgar, Cheltenham, UK, 2015.
- “Giving According to GARP: An Experimental Test of the Consistency of Preferences for Altruism.” with J.H. Miller, *Econometrica*, v. 70, no.2, March 2002, 737-753.
- REPRINT: *The Economics of Philanthropy and Fundraising, Volume I: Theory and Policy Toward Giving*, E.Elgar, Cheltenham, UK, 2015.
- E. L. Khalil, ed., *The New Behavioral Economics*, London: Edward Elgar, 2009.
- E. Carbone, C. Starmer, eds., *New Developments in Experimental Economics*, Volume I, London: Edward Elgar, 2007.
- “What Produces Fairness? Some Experimental Results.” with Paul Brown and Lise Vesterlund, *Games and Economic Behavior*, 40, July 2002, 1-24.
- “The Simple Analytics of the Environmental Kuznets Curve.” with Arik Levinson, *Journal of Public Economics*, v. 80, May 2001, 269-286.
- “Which is the Fair Sex? Gender Differences in Altruism.” with Lise Vesterlund, *Quarterly Journal of Economics*, v. 116, February 2001, 293-312.
- REPRINT: *The Economics of Fairness*, A.W. Cappelen and B. Tungodden, eds., E.Elgar, Cheltenham, UK, 2018.
- The Economics of Philanthropy and Fundraising, Volume I: Theory and Policy Toward Giving*, E.Elgar, Cheltenham, UK, 2015.
- MEDIA: *New York Times*, Why Men Need Women, July 21, 2013.
- “Pre-Play Contracting in the Prisoners’ Dilemma.” with H.R. Varian, *Proceedings of the National Academy of Sciences*, v. 96, September 1999, 10933-10938.
- “Toward a Theory of Charitable Fundraising.” *Journal of Political Economy*, v. 106, no.6, December 1998, 1186-1213.

- REPRINT: *The Economics of Philanthropy and Fundraising, Volume II: Fundraising and the Sociality of Giving*, E.Elgar, Cheltenham, UK, 2015.
- “An Econometric Analysis of Charitable Giving with Interdependent Preferences.” with J.K. Scholz. *Economic Inquiry*, v. 36, July 1998, 410-428.
- REPRINT: *The Economics of Philanthropy and Fundraising, Volume II: Fundraising and the Sociality of Giving*, E.Elgar, Cheltenham, UK, 2015.
- “Tax Compliance.” with B. Erard and J. Feinstein. *Journal of Economic Literature*, v. 36, June 1998, 818-860.
- REPRINT: F. Schneider, ed., *The Economics of the Hidden Economy*, Edward Elgar Publishing: UK, 2007.
- S. James, ed., *Taxation: Critical Perspectives on the World Economy*, Routledge: London 2002, Volume III, p. 3-55.
- “Do Government Subsidies Increase the Private Supply of Public Goods?” with T.C. Bergstrom, *Public Choice*, v. 88, no. 3-4, 1996, 295-308.
- REPRINT: *The Economics of Philanthropy and Fundraising, Volume I: Theory and Policy Toward Giving*, E.Elgar, Cheltenham, UK, 2015.
- “Cooperation in Public Goods Experiments: Kindness or Confusion?” *American Economic Review*, v. 85, no. 4, September 1995, 891-904.
- REPRINT: *The Economics of Philanthropy and Fundraising, Volume I: Theory and Policy Toward Giving*, E.Elgar, Cheltenham, UK, 2015.
- R. Tresch, ed. *Public Sector Economics: Critical Perspectives*, Routledge, 2009.
- T. Cowen and E. Crampton, eds., *New Theories in Market Failure: A Critical Examination*, Edward Elgar Publishing, 2002.
- E. L. Khalil, ed., *The New Behavioral Economics*, London: Edward Elgar, 2009.
- “Auctions with Adaptive Artificial Agents.” with J.H. Miller, *Games and Economic Behavior*, v. 10, no. 1, 1995, 39-64.
- “Warm-Glow versus Cold-Prickle: The Effects of Positive and Negative Framing on Cooperation in Experiments.” *Quarterly Journal of Economics*, v. 110, no. 1, February 1995, 1-21.
- “Criminal Deterrence in the Reduced Form: A New Perspective on Ehrlich’s Seminal Study.” *Economic Inquiry*, v. 33, no. 3, 1995, 476-483.
- “Auction Experiments in Artificial Worlds.” with J. H. Miller, *Cuadernos Economicos*, special issue on experimental economics, M. Boldrin and M. Santos, Eds., v. 54, no. 2, 1994, 211-221.
- “An Experimental Test of the Public Goods Crowding-Out Hypothesis.” *American Economic Review*, v. 83, no. 5, December 1993, 1317-1327.
- REPRINT: *The Economics of Philanthropy and Fundraising, Volume I: Theory and Policy Toward Giving*, E.Elgar, Cheltenham, UK, 2015.
- “Identifying the Free Riders: A Simple Algorithm for Determining Who Will Contribute to a Public Good,” with Martin C. McGuire. *Journal of Public Economics*, v. 51, no. 3, July 1993, 447-454.
- “Rational Cooperation in the Finitely Repeated Prisoner’s Dilemma: Experimental Evidence.” with J.H. Miller. *Economic Journal*, v. 103, May 1993, 570-585.
- “IRS as Loan Shark: Tax Compliance with Borrowing Constraints.” *Journal of Public Economics*, v. 49, no. 3, October 1992, 35-46.

- “Reasonable Doubt and the Optimal Magnitude of Fines: Should the Penalty Fit the Crime?” *RAND Journal of Economics*, v. 22, no. 3, Autumn 1991, 385-395.  
 REPRINT: Hugo M. Mialon and Paul H. Rubin, eds., *Economics, Law and Individual Rights*, London: Routledge, 2007.
- “The Desirability of a Permanent Tax Amnesty.” *Journal of Public Economics*, v. 45, July 1991, 143-160.  
 REPRINT: Dhammika Dharmapala, ed., *The Economics of Tax Avoidance and Evasion*, Edward Elgar, Cheltenham:UK, 2017.
- “Can Evolutionary Dynamics Explain Free Riding in Experiments?” with J.H. Miller. *Economics Letters*, v. 36, 1991, 9-15.
- “Impure Altruism and Donations to Public Goods: A Theory of Warm-Glow Giving.” *Economic Journal*, v. 100, June 1990, 464-477.  
 REPRINT: *The Economics of Philanthropy and Fundraising, Volume I: Theory and Policy Toward Giving*, E.Elgar, Cheltenham, UK, 2015.  
 T.P. Lyon and G. Dowel, eds., *Corporate Sustainability*, London: Sage, 2014.  
 N. Barr, ed., *Economic Theory and the Welfare State*, London: Edward Elgar, 2001.
- “Giving with Impure Altruism: Applications to Charity and Ricardian Equivalence.” *Journal of Political Economy*, v. 97, December 1989, 1447-58.  
 REPRINT: *The Economics of Philanthropy and Fundraising, Volume I: Theory and Policy Toward Giving*, E.Elgar, Cheltenham, UK, 2015.
- “Why Free Ride? Strategies and Learning in Public Goods Experiments.” *Journal of Public Economics*, v. 37, December 1988, 291-304.  
 REPRINT: E.L. Khalil, ed., *Trust: Critical Studies in Economic Institutions*, London: Edward Elgar, 2002.  
 J.D. Hey and G. Loomes, eds., *Recent Developments in Experimental Economics*, London: Edward Elgar, 1993.
- “Privately Provided Public Goods in a Large Economy: The Limits of Altruism.” *Journal of Public Economics*, v. 35, February 1988, 57-73.  
 REPRINT: *The Economics of Philanthropy and Fundraising, Volume I: Theory and Policy Toward Giving*, E.Elgar, Cheltenham, UK, 2015.
- “Exact Consumer’s Surplus and Deadweight Loss: A Comment.” with R. Haveman and Mary Gabay, *American Economic Review*, v. 77, June 1987, 494-495.

## Edited Chapters, Introductions, Book Reviews

- “Who Gives? The Roles of Empathy and Impulsiveness.” with Ann-Kathrin Koessler, and Marta Serra-Garcia. Forthcoming in K. Scarf and M. Tonin, eds., *The Economics of Philanthropy*, MIT Press, 2018.
- “The Economic Explanation of Philanthropy,” in M. Moody and B. Breeze, eds., *The Philanthropy Reader*, New York: Routledge, 2016.
- “Introduction” *The Economics of Philanthropy and Fundraising, Volumes I & II*, James Andreoni, ed., Cheltenham, United Kingdom: Edward Elgar Publishing, ISBN-13: 978-1782546054, 2015.
- “Warm Glow and Donor Advised Funds: Insights from Behavioral Economics” in Conference Pro-

ceedings for the *Forum on Philanthropy: The Rise of Donor Advised Funds: Should Congress Respond?*, Washington, DC, October 23, 2015.

“The Economics of Charity and Philanthropy.” in J.D. Wright, Ed. *The International Encyclopedia of Social and Behavioral Sciences, 2nd Edition*, Oxford, United Kingdom, 2014.

“Charitable Giving.” with A. Abigail Payne, Chapter 1 in *Handbook of Public Economics, Volume 5*, (Amsterdam: North Holland), Alan Auerbach, Raj Chetty, Martin Feldstein, Emmanuel Saez, editors, 2013, 1-50.

“Introduction to Special Issue on Charitable Giving.” with John List, *Journal of Public Economics* Volume 95, June 2011.

“Analyzing Choice with Revealed Preference: Is Altruism Rational?” with J.H. Miller, C. Plott and V. Smith, eds., *Handbook of Experimental Economics Results, Volume 1*, Amsterdam: North-Holland, 2008, 481-487.

“Partners versus Strangers: The Effect of Random Rematching in Public Goods Experiments.” with R. Croson, in C. Plott and V. Smith, eds., *Handbook of Experimental Economics Results, Volume 1*, Amsterdam: North-Holland, 2008, 776-783.

“Charitable Giving.” in *The New Palgrave Dictionary of Economics, 2nd Edition*, 2008.

“Altruism in Experiments.” with William T. Harbaugh and Lise Vesterlund in *The New Palgrave Dictionary of Economics, 2nd Edition*, 2008.

“Guest Editor’s Introduction: Twenty Surprising Years of BBV.” with Ravi Kanbur, in J. Andreoni and R. Kanbur, Eds., Special Issue Celebrating the 20th Anniversary of Bergstrom, Blume, and Varian’s, ‘On the Private Provision of Public Goods,’ *Journal of Public Economics*, v. 91, no. 9, September 2007, 1643-1644.

“Philanthropy.” in S.-C. Kolm and J.M. Mercier, eds., *Handbook of the Economics of Giving, Altruism and Reciprocity*, Amsterdam:Elsevier/North-Holland, 2006, 1201- 1269.

Book Review of Robert H. Frank, *What Price the Moral High Ground? Ethical Dilemmas in Competitive Environments*. Princeton, N.J.: Princeton University Press, 2004, in *Journal of Economic Literature*, v. 43, no. 3, September 2005, 828-829.

“Experimental Approaches to Public Economics: Guest Editors’ Introduction.” with John List, *Journal of Public Economics*, Special Issue on Experimental Approaches to Public Economics, v. 89, August 2005, 1355-1359.

“Gifts and Bequests: Family or Philanthropic Organizations? Comment” in A.H. Munnell and A. Sunden, eds., *Death and Dollars: The Role and Impact of Gifts and Estates*, Brookings Institution: Washington, D.C., 2003.

“The Economics of Philanthropy.” in N. Smeltser, P. Baltes, eds., *International Encyclopedia of Social and Behavioral Sciences*, Elsevier: Pergamon, Oxford, 2001, 11369-11376.

“Private Giving to Public Goods.” *Proceedings*, from the 1987 Annual Conference of the National Tax Association-Tax Institute of America, 1988, 69-74.

## **Other Publications:**

“The Key to Getting People to Donate to Charities: Dont Push It.” by James Andreoni and Marta Serra-Garcia, *Wall Street Journal*, December 14, 2015 (print), December 13, 2015 (online) ([www.wsj.com/articles/the-key-to-getting-people-to-donate-to-charities-dont-push-it-1450062182](http://www.wsj.com/articles/the-key-to-getting-people-to-donate-to-charities-dont-push-it-1450062182)).



- “How can small groups put a stop to bad behavior? Make it a race for second place.” *VOX: Research-Based Policy Analysis and Commentary from Leading Economists*, Article by James Andreoni and Laura K. Gee, June 14, 2011.
- “Got Altruism?” *Harvard College Economics Review*, Article by James Andreoni in Spring 2011, p 5-6, invited contribution in issue highlighting Behavioral Economics.
- “Thinking About Others: Communication, Empathy, and Altruism.” *VOX: Research-Based Policy Analysis and Commentary from Leading Economists*, Article by James Andreoni and Justin Rao, December 16, 2010.
- “Revealing a Preferences for Fairness in Ultimatum Bargaining: Parametric and Non-parametric Estimates of Utility” with Marco Castillo and Ragan Petrie, commissioned for *Korean Economic Review*, 25, Summer 2009, 35-64.

## Published Interviews

- Freakonomics Radio*, “Are the Rich Really Less Generous Than the Poor?” podcast, May 24, 2017. Episode on Andreoni, Nikiforakis, and Stoop (2017).
- New York Times*, “Questions and Answers: He Crunches the Numbers for Clues to a Donors Heart.” Interview with James Andreoni,” November 18, 2002.

## Working Papers:

- “Aribitrage or Narrow Bracketing? On Using Money to Measure Discounting.” with K. Gravert, M. Kuhn, S. Saccardo, and Y. Yang, October 2018.
- “Risk Preferences Predict Cognitive Skills and Executive Functions in Children and Adolescents.” March 1, 2018. With Amalia Di Girolamo, John List, Claire Mackevicius, and Anya Samek.
- “Field Experiments on the Development of Time Preferences.” with Roland Fryer, Michael Kuhn, John A. List, Anya Samek and Charles Sprenger, October 1, 2017
- “The Conformity Trap.” with Nikos Nikiforakis and Simon Siegenthaler, July 2017.
- “Getting a Grip on Loss Aversion” with Zachary Breig, Charles Sprenger, and David Deriso, June 2017.
- “A Stream of Prospects or a Prospect of Streams? On the Evaluation of Intertemporal Risks.” with Paul Feldman and Charles Sprenger, June 2017.
- “Prospect Theory Revisited: Non-parametric Tests of S-Shaped Probability Weighting.” with Charles Sprenger, July 2017.
- “Are the Rich more Selfish than the Poor? A Natural Field Experiment.” with Nikos Nikiforakis and Jan Stoop. March 2017.
- MEDIA: *Freakonomics Radio*, “Are the Rich Really Less Generous Than the Poor?” Podcast May 24, 2017.
- Marketwatch, “Are the 1% less honest than everyone else? A major new study answers this question,” Mar 14, 2017.
- “Tailoring Intertemporal Incentives: An Application to Polio Vaccination Drives in Pakistan” (with Michael Callen, Karrar Jaffar, Yasir Khan, and Charles Sprenger, 2018.
- “Time Inconsistent Charitable Giving.” with Marta Serra-Garcia. NBER working paper w22824

October 2016.

MEDIA: Wall Street Journal, December 13, 2015, “The Key to Getting People to Donate to Charities: Dont Push It.” December 13, 2015.

“When Fair Isn’t Fair: Anomalies in Social Preferences,” with Deniz Aydin, Blake Barton, B. Douglas Bernheim, and Jeffrey Naecker, March 2016, revised October 2018.

“Do Beliefs Justify Actions or do Actions Justify Beliefs? An Experiment on Stated Beliefs, Revealed Beliefs, and Image Motivation.” with Alison Sanchez. NBER working paper w20649, 2014.

“Measuring Ambiguity Aversion: Experimental Tests of Subjective Expected Utility.” with Charles Sprenger, January 2014

“The Power of Revealed Preference Tests: Ex-Post Evaluation of Experimental Design.” with Ben Gillen and William Harbaugh, February 2013.

“Crowding-Out Charitable Contributions in Canada: New Knowledge from the North.” with A. Abigail Payne, NBER Working Paper w17635, November 2011.

“Unexpected Utility: Five Experimental Tests of Preferences for Risk.” with William T. Harbaugh, December 2009.

“The Role of Judicial Discretion in Dispute Settlement.” with Ray Madoff, June 2007.

## **Honorary Professorships**

Distinguished Visiting Professor, GATE, University of Lyon, France, May 2017.

Distinguished Visiting Professor, University of Tokyo, December 2016. (cancelled due to illness)

Guest Professor, WBZ, Berlin Social Science Center, April 2015.

Visiting Professor, Stanford University, Spring Quarter 2014.

Distinguished Visiting Professor, Paris 1, Sorbonne University, Paris, April 2013.

MITRE Visiting Scholar, University of Michigan, Ann Arbor, March 2013

ERID Scholar, Duke University, September 2012.

Distinguished Visiting Professor, University of Melbourne, May 2011.

Distinguished Visiting Professor in Psychology and Economics, University of California, Berkeley, March 2010.

Distinguished Visiting Professor, Paris 1, Sorbonne University, Paris France, May-June 2009.

Distinguished Scholar, Brain Korea 21st Century Lectures, Sungkyunkwan University, Seoul, Korea, April 16-20, 2007.

Harry Lyman Hooker Distinguished Visiting Professor, McMaster University, Hamilton, Ontario, November 15-19, 2004.

Distinguished Scholar, Brain Korea 21st Century Lectures, Sungkyunkwan University, Seoul, Korea, November 14-22, 2003.

Distinguished Visiting Scholar, University of Oregon, October 20-24, 1997

## **Featured Addresses**

Keynote Lecture, Bogotá Experimental Economics Conference, Bogotá, Columbia, January 2019.

Featured Speaker, Conference on Behavioral Economics for Development Policy, Asia Development Bank Institute & University of Tokyo, Tokyo, Japan, March 30, 2018.

Keynote Address, Game Theoretic and Experimental Approaches to Public Economics, New York University–Abu Dhabi, Abu Dhabi, UAE, December 2017

Featured Speaker, Tax Policy and the Economy, National Press Club, Washington, DC, September 2017.

Keynote Speaker, Tenth Maastricht Behavioral and Experimental Economics Symposium –Theory and Experiments, Maastricht, The Netherlands, June 2017.

Keynote Speaker, Association of Behavioral Economics and Finance, 10th Annual Convention, Tokyo Japan, December 2016. (Canceled due to illness.)

Keynote Speaker, Venice Workshop on Philanthropy and Economics, CESifo Summer Institute, Venice, Italy, July 2016.

Featured Speaker, The Rise of Donor Advised Funds: Should Congress Respond? A Program of the Boston College Law School Forum on Philanthropy and the Public Good. The University Club, Washington, D.C., October 23, 2015,

Featured Speaker, Science of Philanthropy Initiative Annual Meeting, University of Chicago, Chicago, Illinois, September 2015.

Keynote Address, Workshop on Charitable Giving, WZB and University College London, Berlin, Germany, April 22-23, 2015.

Keynote Address, Inaugural Conference for the Economics Laboratory at NYU-Abu Dhabi, Abu Dhabi, UAE, March 15, 2015.

Keynote Address, Center for Studies in Social Sciences, Calcutta, International Conference on Public Finance, Public Economics and Public Policy, Calcutta, India, December 10-11, 2014.

Keynote Address, Association for the Study of Economics and Religion, Chapman University, Orange, California, March 2014.

Plenary Address, Shadow Conference on the Underground Economy, Mnster, Germany July 2013.

Herbert Simon Lecture, Society for the Advancement of Behavioral Economics, Granada, Spain, July 2012.

Plenary Speaker, Game Theory Society World Congress 2012, Istanbul, Turkey, July 2012.

Keynote Speaker, Workshop on Social Dimensions of Organizations, Budapest, Hungary, April 2012.

Keynote Speaker, Interdisciplinary Science of Consumption Meeting, University of Michigan, Department of Psychology, Ann Arbor, Michigan, March 2012

Keynote Speaker, Tiber Symposium on Psychology and Economics, Tilberg University, Tilberg, The Netherlands, August 2011.

Plenary Address, Econometric Society, Summer Meetings, on Behavioral Economics, Washington University, St. Louis, Missouri, June 2011.

Plenary Address, Asia-Pacific Meeting of the Economic Science Association, Melbourne, Australia, February 2010.

Plenary Address, European Meeting of the Economic Science Association, Nottingham, England, September 2006.

Plenary Address, International Meeting of the Economic Science Association, Atlanta, Georgia,

June 2006.

Plenary Address, Second International Meeting in Experimental and Behavioral Economics, Valencia, Spain, December 2005.

Plenary Address, Journées Louis-André Gerard-Varet, Institut D'Économie Publique Annual Conference, Marseille, France, May 2003.

Plenary Address, International Institute of Public Finance Annual Congress, Helsinki, Finland, August 2002.

## **Professional Service:**

Economic Science Association:

President, 2007-2009

President Elect, 2005-2007

Program Chair, Fall Meeting 2000

North American Vice President, 1996-2000

Dissertation Award Committee, 1993

National Science Foundation:

Grant Review Panel for Decision, Risk, and Management Science, 2009-10

Grant Review Panel for Economics, 1996-98

Graduate Fellowships Selection Panel for Economics, 2001

American Economic Association:

Nominating Committee, 2014-15.

Association for the Study of Generosity in Economics:

Co-founder, Vice President, 2012-

National Bureau of Economic Research:

Awards Panel for Graduate Fellowships on Non-profit Sector Research, 2011

Science of Philanthropy Initiative:

Board of Advisors 2014-16

Womens Philanthropy Institute, IUPUI

Research Committee, 2009-

Econometric Society:

Program Committee, Summer Meetings 2001

Association of Public Economic Theory:

Program Committee, Annual Meeting 2004

Consultant (Gratis):

Griffin Early Childhood Center, J. List, S. Levitt, R. Fryer, PIs, 2010

Center for Compassion and Altruism Research and Education (CCARE), Stanford University Medical School, J. Doty, Director, 2008-2010.

Her Majesty's Revenues and Customs, on tax policy toward British charities, K. Scharf, S. Smith, PIs, 2010

## UC San Diego Service:

### *Current:*

Marshall College Mentoring Program, Mentor 2018–  
Center for Ethics in Science and Technology, UCSD, Member 2018–  
UC San Diego Extension, Fundraising & Development Certificate, Faculty Advisor 2017–  
UC San Diego Economics Laboratory (EconLab), Director, 2006—

### *Past:*

Rady School of Management, Spring School, Instructor 2015, 2016, 2017  
Faculty Senate Committee on Faculty Welfare, 2016-17, 2017-18  
Faculty Senate Representative, 2015-2016, 2016-17  
Faculty Senate, Alternate, 2012-13, 2017-18  
File Writer for Economics Department CAP files, 2014-15, 2015-16, 2016-17, 2017-18  
Graduate Program Committee, 2013-2014, 2014-15, 2015-16  
Osher Lifelong Learning Institute, Distinguished Lecture Series, October 2011  
Placement Director, 2008-09, 2009-10

## Community Service:

### California Association of Nonprofits (CalNonprofits):

Research Advisory Committee for *Causes Count, 2019* report on the economic impact of California's non profit sector. 2018-19.

### National Commission on Philanthropy:

Advisory Panel 1997

### Classy.com, maker of non-profit fundraising web-services in San Diego:

Pro bono advisor to research team, 2018

## Teaching:

GRADUATE: Experimental and Behavioral Economics, Public Economics, Microeconomic Theory

UNDERGRADUATE: Experimental Economics, Public Economics, Intermediate Microeconomics, Advanced Theory, Intermediate Microeconomic Theory C: Honors