

Jeffrey V. Butler

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Academic Positions

Associate Professor (Economics) University of California, Merced, July 2019 –
Assistant Professor (Economics) University of California, Merced, Fall 2017 – Spring 2019
Graduate Program Affiliate Faculty (Cognitive Science), University of California, Merced, Fall 2018 –
Assistant Professor, Louisiana State University, Fall 2016 – Spring 2017
Visiting Lecturer, University of Nevada, Las Vegas, 2014 – 2016.
Assistant Professor, Einaudi Institute for Economics and Finance, 2008 – 2015.

Education

Ph.D. Economics, University of California, Berkeley, 2008.
Fields: microeconomic theory; behavioral economics
Advisors: George A. Akerlof (co-chair) and Shachar Kariv (co-chair); John Lie (sociology).
Master in Public Policy, Harvard University, 2001.
Policy area of concentration: international security and political economy.
B.A. International Relations, University of Southern California, 1999.
magna cum laude
with departmental honors

Additional Training

Satisfied all coursework requirements for the Master of Mathematics degree at UC Berkeley.
Trained in: PHP/SQL; Python; Z-Tree; oTree; CSS/HTML; R; Stata; SAS.

Research Fields

Microeconomic Theory; Applied Microeconomics; Behavioral Economics; Experimental Economics; Social Economics; Public Policy.

Research

PEER-REVIEWED JOURNALS

- The Causal Effect of Cultural Identity on Cooperation (2024, with Dietmar Fehr). *Journal of Economic Behavior & Organization*, vol 221: pp. 134-147. [Working paper version] [Published version]
- Past Performance and Entry in Procurement: an experimental investigation (2020, with Enrica Carbone, Pierluigi Conzo and Giancarlo Spagnolo). *Journal of Economic Behavior & Organization*, vol 173: pp. 179-195. [Working paper version] [Published version]
- Motivating Whistleblowers (2020, with Danila Serra and Giancarlo Spagnolo). *Management Science*, vol 66(2): pp. 605-621. [Working paper version] [Published version]
- Strategies to Customize Responsible Gambling Messages (2018, with Brett Abarbanel, Sally Gainsbury and Kahlil Philander). *BMC Public Health*, vol 18:1381. [Working paper version] [Published version]
- Social Risk and the Dimensionality of Intentions (2018, with Joshua Miller). *Management Science*, vol 64(6), pp. 2787-2796. [Working paper version] [Published version]
- Trust and Cheating (2016, with Paola Giuliano and Luigi Guiso). *The Economic Journal*, vol 126, pp. 1703-1738. [Working paper version] [Published version]
- The Right Amount of Trust (2016, with Paola Giuliano and Luigi Guiso). *Journal of the European Economic Association*, vol. 14(5), pp. 1155-1180. [Working paper version] [Published version]
- Inequality and Relative Ability Beliefs (2016). *The Economic Journal*, vol. 126, pp. 907-948. [Working paper version] [Published version]
- A Teaching Intervention that Increases Underserved College Students' Success: Research Findings from the Transparency and Problem-centered Learning Project (2016, with Mary-Ann Winkelmes, Tia McNair, Ashley Finley, Matthew Bernacki, Michelle Zochowski, Jennifer Golanics and Kati Harriss Weavil). *Peer Review*, vol 18(1/2), pp. 31-36. [Published version]
- Trust, Values and False Consensus (2015, with Paola Giuliano and Luigi Guiso). *International Economic Review*, vol. 56(3), pp. 889-915. [Working paper version] [Published version]
- The Role of Intuition and Reasoning in Driving Aversion to Risk and Ambiguity (2014, with Luigi Guiso and Tullio Japelli). *Theory and Decision*, vol. 77(4), pp. 455-484. [Working paper version] [Published version]

Trust, Truth, Status and Identity: an experimental inquiry (2014). *The B.E. Journal of Economic Theory*, vol. 14(1), pp. 293-338. [Working paper version] [Published version]

BOOK CHAPTERS AND BOOK REVIEWS

Identity and the Theory of the Firm (2018) in Victor J. Tremblay, Elizabeth Schoeder, and Carol Horton Tremblay (eds), *Handbook of Behavioral Industrial Organization*, Cheltenham, UK and Northampton, MA, USA: Edward Elgar Publishing, pp. 224-253. [Working paper version]

A Review of *Experimenting with Social Norms: Fairness and Punishment in Cross-Cultural Perspective*, Jean Ensminger and Joseph Henrich (eds) (2015). *Journal of Economic Literature*, vol. 53(2), pp. 379-381. [Working paper version] [Published version]

WORKING PAPERS

Inequality as an Incentive (with Eric Cardella). [Circulating draft]

Social Identity and Punishment (with Pierluigi Conzo and Martin A. Leroch). [Working paper]

Manipulating Reliance on Intuition Reduces Risk and Ambiguity Aversion (with Luigi Guiso and Tullio Japelli). [Working paper]

Lingering Consequences: an educational intervention which may increase students' long-run success (with Mary-Ann Winkelmes).

Gender, Identity and Work Effort.

CURRENT PROJECTS

The Dynamics of Trust (with Paola Giuliano and Luigi Guiso).

A Field Experiment on Optimal Time Allocation: Do Time Use Diaries Increase First-Generation College Students' Performance? (with Mary-Ann Winkelmes).

Do Elections Cause Anti-Immigrant Media Bias? (with Gaia Narciso).

The Causal Effect of Anti-Immigrant Media Bias on Immigrant Crime (with Gaia Narciso).

Understanding Intergenerational Values Transmission with Time-use Diaries (with Paola Giuliano and Luigi Guiso).

INVITED ARTICLES

Values we learn from our parents influence our trust in others with money and business. (Nov 22, 2016; with Paola Giuliano and Luigi Guiso). *LSE Business Review*.

Whom to trust: Why we persistently get it wrong. (Nov 4, 2016; with Paola Giuliano and Luigi Guiso). *VOX EU*.

The belief in meritocracy perpetuates inequality. (July 12, 2016). *LSE Business Review*.

Understanding Trust: the Role of False Consensus. (Dec 18, 2012; with Paola Giuliano and Luigi Guiso). *VOX EU*.

To Trust or not to Trust: the Answer Lies Somewhere in the Middle. (Oct 8, 2009; with Paola Giuliano and Luigi Guiso). *VOX EU*.

MENTIONS IN BLOGS AND THE MEDIA

‘Traitors’ teaches us there is such a thing as too much trust (Feb 1, 2024) *Financial Times*.

With Its Whistleblowing Directive, EU Charts a Different Course From U.S. (Mar 15, 2021) *The Wall Street Journal*.

Grammar Schools and Stereotype Threat (Sept 16, 2016). *Stumbling and Mumbling*.

On False Consensus (Oct 28, 2014). *Stumbling and Mumbling*.

Identity and Punishment (July 23, 2013). *Stumbling and Mumbling*.

On Endogenous Preferences (May 6, 2013). *Stumbling and Mumbling*.

Entrenching Inequality (Apr 4, 2013). *Stumbling and Mumbling*.

The Role of Intuition and Reasoning in Driving Aversion to Risk and Ambiguity (April 18, 2011). *Club Troppo*

Gotta Have Faith: the High Price of Mistrust (May 1, 2010). *Psychology Today*.

The Trust Bias: Whats The Right Level of Trust? (Mar 23, 2010). *Simoleon Sense*.

We Need Public Data on General Trustworthiness (Dec 3, 2009) *Economic Logic*.

Invited Talks

CONFERENCE PRESENTATIONS

Italian Association for Behavioral and Experimental Economics (5/2009); Asia-Pacific Economic Science Association (3/2009); IDEI-SCOR Conference on Risk Sharing and Finance (9/2009); NBER Political Economy Program(11/2009); CEPR Conference on the Economics of Culture, Institutions and Crime (1/2010); 9th IZA-SOLE Transatlantic Meeting of Labor Economists (5/2010); 3rd joint EALE/SOLE conference (6/2010); Sciences Po/IZA Workshop on Trust, Civic Spirit and Economic Performance (6/2010); 25th Annual Congress of the European Economic Association (8/2010); Workshop on Institutions, Individual Behavior and economic outcomes (9/2010); Stanford Institute for Theoretical Economics (9/2010); International Meeting on Experimental and Behavioral Economics (4/2011); Stanford Institute for Theoretical Economics (9/2011); International Meeting on Experimental and Behavioral Economics (4/2012); 5th Maastricht Behavioral and Experimental Economics Symposium (6/2012); Foundations and Applications of Utility, Risk and Decision Theory (FUR) XV International Conference (6/2012); Economic Science Association International Conference, NYU (6/2012); 2012 ESA North

American Conference (11/2012); International Meeting on Experimental and Behavioral Economics (4/2013); 11th International Industrial Organization Conference (5/2013); 4th Meeting of the French Experimental Economics Association (6/2013); Stanford Institute for Theoretical Economics (9/2013); VIII Edition of the Alhambra Experimental Workshop (10/2013); 2013 ESA North American Conference (10/2013); Thurgau Experimental Economics Meeting (5/2014); NBER Economics of Culture and Institutions Meeting (4/2015); Risk Theory Society Annual Meeting (5/2015); IFN Stockholm Conference on Culture, Institutions and Development (6/2015); WEAI 2015, SABE Sessions (7/2015); Bay Area Behavior and Experimental Economics Workshop (5/2016); New Directions in Well-Being Research Workshop (5/2016); ASSA 2017, Chicago: session on subjective well-being, discussant (1/2017); Bay Area Behavior and Experimental Economics Workshop (5/2018); Economic Research on Identity Norms and Narratives (Oxford University, 6/2018); Bay Area Behavior and Experimental Economics Workshop (4/2019); Southwest Experimental and Behavioral Economics Workshop (5/2019); Economic Research on Identity Norms and Narratives (LSE, 6/2019); 2019 ESA North American Conference (10/2019)

UNIVERSITY SEMINARS

University of Trento (12/2008); European University Institute (1/2009); Oregon State University (5/2009); University of Siena (1/2010); University of Bologna (5/2011); Southern Methodist University (10/2012); University of Arizona (11/2012); University of Nebraska, Lincoln (5/2013); University of Arkansas, Fayetteville (11/2013); Federal Trade Commission (2/2014); University of Nevada, Las Vegas (4/2014); University of California, Santa Barbara (10/2014); Santa Clara University (10/2014); Claremont Graduate School (2/2015); University of Calgary (10/2015); Louisiana State University (11/2015); Brookings Institution (11/2015); University of California, Merced (1/2017); Georgia State University (3/2018); Florida State University (3/2018); University of California, Santa Cruz (3/2019); George Mason University (4/2019); University of Pennsylvania (4/2019); University of California, Davis (9/2019); Osaka University (6/2020)

Research grants and contracts

California Department of Public Health (2022 - 2024), Project Title: "Center for Health Statistics and Informatics (CHSI) Behavioral Economics and Health Economics." Amount: \$1,599,203.

UC Merced Academic Senate Committee on Research (CoR) Award (2019), Project Title: "Inequality in the Workplace and its effect on Pro-social and Anti-social Behavior." Amount: \$5,000.

Manitoba Gambling Research Program (2015), Project Title: "The Influence of Messaging on Help-Seeking in Individuals Experiencing Problems with Gambling" (with

Brett Abarbanel and Sally Gainsbury). Amount: \$104,213.97.

UNLV Lee Business School Summer Research Grant (2015), Project Title: "The impact of culture and ethics on the likelihood of dishonest behavior" (with John Puthenpurackal). Amount: \$8,000.

Department of Economics Small Grant Program (2015), University of Nevada, Las Vegas. Project Title: "Identity, pro-social and anti-social behavior." Amount: \$2,000.

Italian Ministry of Education Grant (2008-2010), Project title: "Categorization, Interactive Decisions and Organizations: Models and Experiments." Amount: 36,050 euros.

Xlab Competitive Research Grant (2005,2006), University of California Berkeley.

Professional Affiliations

American Economic Association; The Canadian Economics Association; Economic Science Association; European Economic Association; Economic Science Association; Italian Association for Behavioral and Experimental Economics; Risk Theory Society; The Royal Economic Society

Referee duties

American Economic Review; American Economic Journal, Macroeconomics; B.E. Journal of Theoretical Economics; Czech Science Foundation; Danish Council for Independent Research; Economic Inquiry; Economic Journal; Economic Theory; *Economica*; Economics and Human Biology; Economics Letters; Energy Policy; European Economic Review; European Journal of Social Psychology; European Journal of Political Economy; European Research Council; Experimental Economics; Food Policy; Games and Economic Behavior; *Giornali degli Economisti*; ILR Review; International Economic Review; International Journal of Central Banking; International Review of Economics; Journal of Behavioral and Experimental Economics; Journal of Business Ethics; Journal of Comparative Economics; Journal of Cultural Economics; Journal of Development Economics; Journal of Economic Behavior & Organization; Journal of Economic Geography; Journal of Economic Inequality; Journal of Economic Interaction and Coordination; Journal of Economic Psychology; Journal of Economics and Business; Journal of the European Economic Association; Journal of Financial Services Research; Journal of Human Resources; Journal of Labor Research; Journal of Law and Economics; Journal of Money, Credit and Banking; Journal of Public Economic Theory; Journal of Public Economics; Journal of Socio-Economics; *Kyklos*; Labour; Law and Social Inquiry; Management Science; Manitoba Gaming Research Program; National Science Foundation; Nature Human Behavior; Netherlands Organisation for Scientific Research; Nonprofit and Voluntary Sector Quarterly; OeNBWorkingPaperSeries; Oxford Bulletin of Economics and Statistics;

Proceedings of the National Academy of Sciences; Psychology Research and Behavior Management; Quarterly Journal of Economics; Rand Journal of Economics; Regional Science and Urban Economics; Review of Economic Studies; Review of Economics and Statistics; Routledge; Scandinavian Political Studies; Scientific Data; Scottish Journal of Political Economy; Social Science Research; Social Sciences and Humanities Open; Southern Economic Journal; Theory and Decision; World Politics

Honors and Awards

Nominated by UNLV's Department of Economics for the Lee Business School Researcher of the Year Award (2014)
Certificate of Excellence in Reviewing (2013), *Journal of Economic Psychology*
Graduate Opportunity Program Fellowship (2001), University of California Berkeley.
Phi Beta Kappa (1999), USC Chapter.
Departmental Honors (1999), USC School of International Relations.

Courses taught

Microeconomic Theory (graduate): second-semester core microeconomic theory course covering decision under uncertainty, game theory and applications.
Behavioral Economics (undergraduate and graduate): core concepts and models, including time-inconsistent preferences, loss aversion, other-regarding behavior, ethics and social norms.
Experimental Economics (undergraduate and graduate): experimental design and non-parametric statistical tests.
Principles of Statistics (undergraduate): probability theory, sampling distribution theory and hypothesis testing.

Miscellaneous Information

Citizenship: United States.
Avid surfer and practitioner of yoga.
Professionally managed political campaigns and worked as a political consultant at the local, state and national level.

Professional References

George A. Akerlof	Paola Giuliano	Luigi Guiso
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