

David Danz

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Research Interests

Experimental and Behavioral Economics

Academic positions

Since 2022	University of Pittsburgh, Research Assistant Professor
2019–2022	University of Pittsburgh, Postdoctoral Research Associate
2016–2019	University of Pittsburgh, Postdoctoral Associate
2015–2016	University of Pittsburgh, Visiting Scholar
2018–2019	WZB Berlin Social Science Center, Visiting Researcher
2013–2018	WZB Berlin Social Science Center, Postdoctoral Research Fellow
2013–2016	Technical University of Berlin, Postdoctoral Research Fellow
2009–2013	WZB Berlin Social Science Center, Research Assistant
2007–2009	Technical University of Berlin, Research Assistant
2007–2016	Collaborative Research Center 649 “Economic Risk”

Education

2014	Ph.D. Economics (summa cum laude), WZB Berlin and Technical University Berlin, Committee: Dorothea Kübler, Radosveta Ivanova-Stenzel, Axel Werwatz.
2007–2010	Berlin Doctoral Program in Economics and Management Science (BDPEMS)
2007	M.S. Economics, Humboldt University Berlin (Prize of the Society for Economics and Management at the Humboldt University Berlin)

Peer-reviewed publications

“Belief Elicitation and Behavioral Incentive Compatibility,” with Lise Vesterlund and Alistair Wilson, *American Economic Review*, 112(9), 2851–2883, 2022.

“Do legal standards affect ethical concerns of consumers?,” with Dirk Engelmann and Dorothea Kübler, *European Economic Review*, 144, 104044, 2022.

“Never Underestimate Your Opponent: Hindsight Bias Causes Overplacement and Overentry into Competition,” *Games and Economic Behavior*, 124, 588–603, 2020.

“Public Statistics and Private Experience: Varying Feedback Information in a Take-or-Pass Game,” with Steffen Huck and Philippe Jehiel, *German Economic Review*, 17(3), 359–377, 2016.

“On the failure of hindsight-biased principals to delegate optimally,” with Dorothea Kübler, Lydia Mechtenberg, and Julia Schmid, *Management Science*, 61(8), 1938–1958, 2015.

“Information and beliefs in a repeated normal-form game,” with Dietmar Fehr and Dorothea Kübler, *Experimental Economics*, 15(4), 622–640, 2012.

Working Papers

“Projective Thinking: Model, Evidence, and Applications,” with Kristóf Madarász and Stephanie W. Wang, SSRN [4480657](https://ssrn.com/abstract/4480657), 2023.

Work in Progress

“Behavioral Incentive Compatibility,” with Lise Vesterlund and Alistair Wilson.

“Testing Qualitative Effects with Experimenter Demand,” with Daniel Banko-Ferran, Marissa Lepper, Guillermo Lezama, Priyoma Mustafi, Lise Vesterlund, Yinxiao Wang, Alistair Wilson, and K. Pun Winichakul.

“Self-reliance norms as a constraint on prosocial behavior,” with David Huffman and Tymofiy Mylovanov.

“Binarized Scoring Rules: An Experimental Horse Race,” with Lise Vesterlund, Alistair Wilson, Prottoy Akbar, Mallory Avery, Conor Brown, Ying Kai Huang, Yuriy Podvysotskiy, Dmytro Ilin, and Tianyi Wang.

“A remedy for the student loan crisis? An experiment on the sustainability of forward payment schemes,” with David Huffman, Rachel Landsman, Lise Vesterlund, Stephanie Wang, and Alistair Wilson.

Conference Abstracts

“Social Learning in Asset Markets: A Peek Into the Herding Brain,” with Holger Gerhardt, Guido Biele, Harald Uhlig, Dorothea Kübler, and Hauke Heekeren, *Frontiers in Neuroscience Conference Abstract*, 2010.

Teaching Experience

Contributions to “Experimental Economics” (Graduate) by Lise Vesterlund and Alistair Wilson, University of Pittsburgh (Fall terms)

Behavioral Economics (Undergraduate), University of Pittsburgh (Fall 2018)

Experimental and Behavioral Economics (Graduate), TU Berlin (Summer Term 2014)

Decision-Making under Uncertainty (Graduate), Humboldt University Berlin (Summer Term 2013)

Game Theory (Undergraduate), TU Berlin (Winter Term 2012/13)

Industrial Organization (Undergraduate) TU Berlin (Summer Term 2011)

Conference Presentations

2018: ESA (Berlin), SEA (Washington, DC)

- 2015: Stanford Institute for Theoretical Economics Workshop (Stanford)
- 2014: International Meeting on Experimental and Behavioral Social Sciences (Oxford); Annual Conference of the Verein für Socialpolitik (Hamburg); Workshop “Expectations and Markets” (Berlin)
- 2013: Berlin Behavioral Economics Workshop (Berlin); Annual Conference of the CRC 649 “Economic Risk” (Motzen); Microeconomics Research Seminar of the lin School of Economics and Law (Berlin)
- 2012: Thurgau Experimental Economics Meeting (Kreuzlingen); ESA World Meeting (NYU)
- 2011: ESA World Meeting (Chicago), Annual Conference of the Verein für Socialpolitik (Frankfurt am Main)
- 2010: Annual Meeting of the Society for Neuroeconomics (Evanston)

Refereeing

Journal of Economic Literature, American Economic Review, The Review of Economics and Statistics, Economic Journal, Experimental Economics, European Economic Review, Management Science, Journal of Economics and Management Strategy, Games and Economic Behavior, Quantitative Economics, American Economic Journal: Microeconomics, Journal of the European Economic Association, Journal of the Economic Science Association, Journal of Economic Behavior & Organization, Theory and Decision, Journal of Behavioral and Experimental Economics

Honors

2007 Prize of the Society for Economics and Management at Humboldt University Berlin