ROBERT S. GIBBONS

January 2026

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Citizenship: U.S.

Date of Birth: June 22, 1958

POSITIONS

Sloan Distinguished Professor of Management (2001-present), Sloan School of Management, and Professor of Organizational Economics, Department of Economics, MIT.

Frank W. Taussig Research Professor of Economics at Harvard University, 2007-08.

Marvin Bower Fellow, Harvard Business School, 2001-02.

Sloan Distinguished Professor of Management (1998-2001) and Professor of Organizational Economics and Strategy (1997), Sloan School of Management, MIT.

Charles Dyson Professor of Management (1995-1997), Professor of Economics (1993-95), and Associate Professor of Economics with tenure (1991-93), Johnson Graduate School of Management, Cornell University.

Research Associate (1992-present) and Faculty Research Fellow (1987-92), National Bureau of Economic Research.

Pentti J. K. Kouri Career Development Associate Professor (1990-91) and Assistant Professor (1985-90), Department of Economics, MIT.

Visiting Assistant Professor, Industrial Relations Section and Department of Economics, Princeton University, 1988-89.

EDUCATION

Ph. D. (Decision Sciences), Stanford University, Graduate School of Business, September 1985.

M. Phil. (Economics, with honours), University of Cambridge, June 1981.

A. B. (Applied Mathematics, *magna cum laude*), Harvard University, June 1980.

RESEARCH INTERESTS

Theoretical and empirical models concerning organizational design and performance (including organizational culture and capabilities, corporate strategy, and extended enterprises)

BOOKS

Game Theory for Applied Economists, Princeton University Press, 1992. (International version: *A Primer in Game Theory*, Harvester-Wheatsheaf.) Translated into Chinese, Greek, Hungarian, Italian, Japanese, and Spanish.

Handbook of Organizational Economics (with J. Roberts, eds.), Princeton University Press, 2013.

Organizational Economics: Foundations and Applications (with D. Barron and M. Powell), Princeton University Press, forthcoming 2026.

PAPERS

Applied Theory:

"Dissolving a Partnership Efficiently" (with P. Cramton and P. Klemperer). *Econometrica* 55 (1987): 615-32.

Reprinted in *The Economic Theory of Auctions*, P. Klemperer (ed.), Edward Elgar Publishing Limited (Cheltenham, U.K.), 1999.

Reprinted in *The Economic Theory of Incentives*, D. Martimort (ed.), Edward Elgar Publishing Limited (Cheltenham, U.K.), 2017.

"Simultaneous Signaling to the Capital and Product Markets" (with R. Gertner and D. Scharfstein). *Rand Journal of Economics* 19 (1988): 173-90.

"Cheap Talk Can Matter in Bargaining" (with J. Farrell). *Journal of Economic Theory* 48 (1989): 221-37.

Reprinted in *Bargaining with Incomplete Information*, P. Linhart, R. Radner, and M. Satterthwaite (eds.), Academic Press, 1992.

"Cheap Talk with Two Audiences" (with J. Farrell). *American Economic Review* 79 (1989): 1214-23.

"Cheap Talk about Specific Investments" (with J. Farrell). *Journal of Law, Economics, and Organization* 11(1995): 313-34.

"An Introduction to Applicable Game Theory." *Journal of Economic Perspectives* 11 (1997): 127-49.

Reprinted in *Readings in Applied Microeconomic Theory: Market Forces and Solutions*, R. Kuenne (ed)., Blackwell Publishers, 2000.

Labor Economics:

"Learning in Equilibrium Models of Arbitration." *American Economic Review* 78 (1988): 896-912.

"Layoffs and Lemons" (with L. Katz). *Journal of Labor Economics* 9 (1991): 351-80.

Reprinted in *Learning in Labour Markets*, M. Waldman (ed.), Edward Elgar Publishing Limited (Cheltenham, U.K.), 2017.

"Does Unmeasured Ability Explain Inter-Industry Wage Differences?" (with L. Katz). *Review of Economic Studies* 59 (1992): 515-35.

"Getting Together and Breaking Apart: The Decline of Centralized Collective Bargaining" (with R. Freeman). Chapter 10 in R. Freeman and L. Katz (eds.), *Differences and Changes in Wage Structures*, University of Chicago Press, 1995.

"Learning and Wage Dynamics" (with H. Farber). *Quarterly Journal of Economics* 111 (1996): 1007-47.

Reprinted in *Learning in Labour Markets*, M. Waldman (ed.), Edward Elgar Publishing Limited (Cheltenham, U.K.), 2017.

"Incentives and Careers in Organizations." Chapter 1 in Volume II of D. Kreps and K. Wallis (eds.), *Advances in economics and econometrics: theory and applications*, Cambridge University Press, 1997.

"Careers in Organizations: Theory and Evidence" (with M. Waldman). Chapter 36 in Volume 3B of O. Ashenfelter and D. Card (eds.), *Handbook of Labor Economics*, North Holland, 1999.

"A Theory of Wage and Promotion Dynamics in Inside Firms" (with M. Waldman). *Quarterly Journal of Economics* 114(1999): 1321-58.

Reprinted in *Personnel Economics*, E. Lazear and R. McNabb (eds.), Edward Elgar, 2003.

Reprinted in *Learning in Labour Markets*, M. Waldman (ed.), Edward Elgar Publishing Limited (Cheltenham, U.K.), 2017.

"Task-Specific Human Capital" (with M. Waldman), *American Economic Review Papers and Proceedings* 94 (2004): 203-07.

"Comparative Advantage, Learning, and Sectoral Wage Differences" (with L. Katz, T. Lemieux and D. Parent). *Journal of Labor Economics* 23 (2005): 681-723.

"Enriching a Theory of Wage and Promotion Dynamics Inside Firms" (with M. Waldman). *Journal of Labor Economics* 24 (2006): 59-107.

Behavioral Game Theory:

"When and Why Do Negotiators Outperform Game Theory?" (with M. Bazerman, L. Thompson, and K. Valley). Chapter 4 in R. Stern and J. Halpern (eds.), *Nonrational Elements of Organizational Decision Making*, ILR Press (Ithaca, NY), 1998.

"Contingent Social Utility in the Prisoners' Dilemma" (with L. van Boven). *Journal of Economic Behavior and Organization* 1305 (2000): 1-17.

"How Communication Improves Efficiency in Bargaining Games" (with M. Bazerman, L. Thompson, and K. Valley), *Games and Economic Behavior* 38 (2002): 127-55.

Reprinted in *Negotiation, Decision Making and Conflict Management*, M. Bazerman (ed.), Edward Elgar, 2004.

Political Economy:

"Trust in Social Structures: Hobbes and Coase Meet Repeated Games." Chapter 11 in K. Cook (ed.), *Trust in Society*, Russell Sage Foundation, 2001.

"Hobbesean Horseraces" (with A. Rutten). Draft, November 2007.

Incentive Contracts:

"Piece-Rate Incentive Schemes." *Journal of Labor Economics*, 5 (1987): 413-29.

"Relative Performance Evaluation for Chief Executive Officers" (with K.J. Murphy). *Industrial and Labor Relations Review* 43 (1990): 30S-51S.

Reprinted in *Do Compensation Policies Matter?*, R. Ehrenberg (ed.), ILR Press (Ithaca, NY) 1990.

Reprinted in *The Economics of Executive Compensation*, K. Hallock and K.J. Murphy (eds.), Edward Elgar, 1998.

Reprinted in *Personnel Economics*, E. Lazear and R. McNabb (eds.), Edward Elgar, 2003.

"Optimal Incentive Contracts in the Presence of Career Concerns: Theory and Evidence" (with K.J. Murphy). *Journal of Political Economy* 100 (1992): 468-505.

Reprinted in *The Economics of Executive Compensation*, K. Hallock and K.J. Murphy (eds.), Edward Elgar, 1998.

Reprinted in *Learning in Labour Markets*, M. Waldman (ed.), Edward Elgar Publishing Limited (Cheltenham, U.K.), 2017.

"Does Executive Compensation Affect Investment?" (with K.J. Murphy). *Journal of Applied Corporate Finance* 5 (1992): 99-109.

"Subjective Performance Measures in Optimal Incentive Contracts" (with G. Baker and K.J. Murphy). *Quarterly Journal of Economics* 109 (1994): 1125-56.

"Incentives in Organizations." *Journal of Economic Perspectives* 12 (1998): 115-32.

"Incentives Between Firms (and Within)." *Management Science* 51 (2005): 2-17.

Reprinted in *The Economics of Organization and Bureaucracy*, P. Jackson (ed.), Edward Elgar, 2013.

Organizational Economics:

"Game Theory and Garbage Cans: An Introduction to the Economics of Internal Organization." Chapter 2 in J. Halpern and R. Stern (eds.), *Debating Rationality: Nonrational Elements of Organizational Decision Making*, ILR Press (Ithaca, NY), 1998.

"Taking Coase Seriously." *Administrative Science Quarterly* 44 (1999): 145-57.

"Informal Authority in Organizations" (with G. Baker and K.J. Murphy). *Journal of Law, Economics, and Organization* 15 (1999): 56-73.

Reprinted in *The Economics of Organization and Bureaucracy*, P. Jackson (ed.), Edward Elgar, 2013.

"Bringing the Market Inside the Firm?" (with G. Baker and K.J. Murphy), *American Economic Review Papers and Proceedings*, 91 (2001): 212-18.

"Firms (and Other Relationships)." Chapter 7 in P. DiMaggio (ed.), *The Twenty-First Century Firm: Changing Economic Organization in International Perspective*, Princeton University Press, 2001.

"Relational Contracts and the Theory of the Firm" (with G. Baker and K.J. Murphy), *Quarterly Journal of Economics* 117 (2002): 39-83.

Reprinted in *The International Library of the New Institutional Economics*, C. Menard (ed.), Edward Elgar, 2004.

"Team Theory, Garbage Cans, and Real Organizations: Some History and Prospects of Economic Research on Decision-Making in Organizations." *Industrial and Corporate Change* 12 (2003): 753-87.

Reprinted in *Fundamentals of Business Strategy*, M. Augier and D. Teece (eds.), SAGE Publications, London, 2007.

"What Is Economic Sociology and Should Any Economists Care?" *Journal of Economic Perspectives* 19 (2005): 3-7.

"Four Formal(izable) Theories of the Firm." *Journal of Economic Behavior and Organization* 58 (2005): 202-47.

Reprinted in *The Economics of Organization and Bureaucracy*, P. Jackson (ed.), Edward Elgar, 2013.

"What the Folk Theorem Doesn't Tell Us." *Industrial and Corporate Change* 15 (2006): 381-86.

"Strategic Alliances: Bridges Between 'Islands of Conscious Power'" (with G. Baker and K.J. Murphy). *Journal of the Japanese and International Economies* 22 (2008): 146-63.

Reprinted in *The Economics of Organization and Bureaucracy*, P. Jackson (ed.), Edward Elgar, 2013.

"Transaction-Cost Economics: Past, Present, and Future?" *Scandinavian Journal of Economics* 112 (2010): 263-88.

"Inside Organizations: Pricing, Politics, and Path-Dependence." *Annual Review of Economics* 2 (2010): 337-65.

"Relational Contracts and Organizational Capabilities" (with R. Henderson). *Organization Science* 23 (2012): 1350-64.

"Organization and Information: Firms' Governance in Rational-Expectations Equilibrium" (with R. Holden and M. Powell). *Quarterly Journal of Economics* 127 (2012): 1813-41.

"Introduction" (with J. Roberts). In R. Gibbons and J. Roberts (eds.), *Handbook of Organizational Economics*, Princeton University Press, 2013.

"Economic Theories of Incentives in Organizations" (with J. Roberts). Chapter 2 in R. Gibbons and J. Roberts (eds.), *Handbook of Organizational Economics*, Princeton University Press, 2013.

"Decisions in Organizations" (with N. Matouschek and J. Roberts). Chapter 10 in R. Gibbons and J. Roberts (eds.), *Handbook of Organizational Economics*, Princeton University Press, 2013.

"What Do Managers Do? Exploring Persistent Performance Differences among Seemingly Similar Enterprises" (with R. Henderson). Chapter 17 in R. Gibbons and J. Roberts (eds.), *Handbook of Organizational Economics*, Princeton University Press, 2013.

"Organizational Culture and Performance" (with E. Martinez, N. Beaulieu, P. Pronovost, and T. Wang). *American Economic Review Papers & Proceedings* 105 (2015): 331-5.

"Formal Measures in Informal Management: Can a Balanced Scorecard Change a Culture?" (with R. Kaplan). *American Economic Review Papers & Proceedings* 105 (2015): 447-51.

"Organizational Economics" (with J. Roberts). In R. Scott and S. Kosslyn (eds.), *Emerging Trends in the Social and Behavioral Sciences*, Wiley, 2015.

"Relational Adaptation under Reel Authority" (with D. Barron, R. Gil, and K.J. Murphy). *Management Science* 66 (2020): 1868-89.

"March-ing towards organizational economics." *Industrial and Corporate Change* 29 (2020): 89-94.

"Visible Hands: Governance of Value Creation—Within Firms and Beyond." *American Economic Review Papers & Proceedings* 110 (2020): 172-6.

"Knowledge, Stories, and Culture in Organizations" (with L. Prusak). *American Economic Review Papers & Proceedings* 110 (2020): 187-92.

"Strategy Meets Culture (for Breakfast): Understanding the Relationship and Highlighting Its Potential" (with J. Siegel and R. Weber). *Strategy Science* 6 (2021): 111-18.

"What Situation Is This? Shared Frames and Collective Performance" (with M. LiCalzi and M. Warglien). *Strategy Science* 6 (2021): 124-40.

"Deals That Start When You Sign Them." *Journal of Institutional Economics* 18 (2022): 269-82.

"Building an Equilibrium: Rules versus Principles in Relational Contracts" (with M. Grieder, H. Herz, and C. Zehnder). *Organization Science* 34 (2023): 2231–49.

"From Incentives to Control to Adaptation: Exploring Interactions Between Formal and Relational Governance" (with G. Baker and K.J. Murphy). *Journal of Institutional and Theoretical Economics* 179 (2023): 500–29.

"From Coase to culture: Visible Hands Build Equilibria." Forthcoming in *Economica*.

"Relational Adaptation" (with G. Baker and K.J. Murphy). Draft, November 2011 (formerly "Contracting for Control" and "s Happens: Relational Adaptation in Contracts, Firms, and Other Governance Structures").
https://web.mit.edu/rgibbons/www/BGM%20Relnl%20Adapt%20Nov%2013.pdf

"Coase Meets the Cloud: How and When Can Outsourcing IT Improve Organizational Performance?" (with S. Cacciola). Draft, November 2012.
https://web.mit.edu/rgibbons/www/Coase%20Meets%20the%20Cloud_Final.pdf

Health Care Delivery:

"The Heterogeneity of Concentrated Prescribing Behavior: Theory and Evidence from Antipsychotics" (with E. Berndt, A. Kolotilin, and A. Taub). *Journal of Health Economics* 40 (2015): 26-39.

"Are Changes in ICU Safety Culture Associated with Changes in Bloodstream Infections?" (with T. Wang, N. Beaulieu, Y.-J. Hsu, E. Martinez, S. Watson, P. Pronovost, and J. Marsteller). Draft, July 2017.

ACTIVITIES

Administration:

Co-Principal Investigator (with Rebecca Henderson, Nelson Repenning, and John Sterman), MIT Sloan's Program on Innovation in Markets and Organizations, 2002–25.

Co-organizer (with Woody Powell), two-week multidisciplinary summer institute on "Organizations and Their Effectiveness" at CASBS (Stanford): summer institutes 2016–19 and 2023–5, and alumni convocations 2018–22 (online during pandemic).

Founding Director, Working Group on Organizational Economics, National Bureau of Economic Research, 2002-2022.

Executive Committee, Association for Comparative Economic Studies, 2020-22.

Society for Institutional and Organizational Economics (formerly International Society for New Institutional Economics): 2nd VP in 2017-18; 1st VP in 2018-19; President-elect in 2019-20 and 2020-21; President in 2021-22.

Member, Board of Directors, Society for Institutional and Organizational Economics (formerly International Society for New Institutional Economics), 2015-18.

Member, Academic Advisory Committee, Center for Advanced Study in the Behavioral Sciences, 2014-16.

Member, Fellow Selection Committee, Center for Advanced Study in the Behavioral Sciences, 2007-2008, 2011-2013, 2015.

Member, Board of Trustees, Center for Advanced Study in the Behavioral Sciences, 2000-2006; Vice chairman, 2001-2004.

Research Affiliate, Center for Advanced Study in the Behavioral Sciences, 2017-26.

Member, Advisory Board, Citigroup Behavioral Science Research Council, 1994-2000; Chair, 2000.

Founding Director, Cornell University Multi-Disciplinary Research Program on Organizations and Institutions, 1996-1997

Speaking:

Academic Opening, Keynote Speaker, Department of Economics, LMU Munich, October 2026 (scheduled).

Harris Distinguished Visiting Professor, John E. Walker Department of Economics, Clemson University, April 2026 (scheduled).

Bonser Distinguished Lecture, Kelley School of Business, University of Indiana, March 2025.

Keynote Speaker, Theory and Applications of Contracts Conference, University of Bristol, May 2024.

Keynote Speaker, Lausanne Management and Economics Workshop, January 2024.

Keynote Speaker, Utah Winter Operations Conference, February 2023.

Economica-Coase Lecture, London School of Economics, October 2022.

Keynote Speaker, 4th Workshop on Relational Contracts, University of Chicago, September 2018.

Keynote Speaker, Barcelona GSE Summer Forum (Organizational Economics), June 2018

2017-18 John R. Raben / Sullivan & Cromwell Lecture, Yale Law School, April 2018.

2016-17 McGee Lecture, Department of Economics, Vanderbilt University, October 2016.

Lliçó d'Economia 2016-2017, Faculty of Economics and Business, Universitat Pompeu Fabra, September 2016.

Keynote Speaker, 2nd Workshop on Relational Contracts, CUNEF (Madrid), September 2016.

Keynote Speaker, International Society for New Institutional Economics, Duke University, June 2014.

Keynote Speaker, First Annual Conference on Finance, Organizations and Markets, University of Southern California, December 2013.

Opening Speaker, Neubauer Collegium for Culture and Society, University of Chicago, "The Boundaries of the Firm: A Comparative Approach," October 2013.

Keynote Speaker, Second CEPR Workshop on Incentives, Management and Organization, LSE, September 2013.

Invited Speaker, Econometric Society Australasian meetings, University of Sydney, July 2013.

Keynote Speaker, Midyear Meeting of the Management Accounting Section of the American Accounting Association, New Orleans, January 2013.

Marshall Distinguished Visitor, University of Southern California, October 2010.

John Weatherall Distinguished Fellow, Department of Economics, Queen's University, May 2009.

Marshall Distinguished Visiting Scholar, University of Southern California, March 2004.

Invited survey ("Incentives and Careers in Organizations"), 7th World Congress of the Econometric Society, August 1995.

Keynote Address ("Game Theory and Garbage Cans"), 19th Annual Stanford Conference on Organizations at Asilomar, April 1995.

External Teaching:

Inaugural lecturer, Lectures on the Economics of Organizations and Human Resources, Goethe University Frankfurt, "Five Lectures on Internal Organization (Focusing on Politics, Authority, Culture, and Management)," September 2015.

Visiting Lecturer, Becker Friedman Institute, University of Chicago, "Three Biased Lectures on Economic Models of Internal Organization: Pricing, Politics, and Path Dependence," November 2013.

Invited lecturer, University of New South Wales (12-lecture course on organizational economics), June-July 2010.

Invited lecturer, Hitotsubashi University (8-lecture course on organizational economics), March 2008.

Invited lecturer, Chaire des Ameriques, University of Paris 1 Panthéon-Sorbonne (6-lecture course on organizational economics), October 2007.

Invited lecturer, Departments of Economics and Finance, Shanghai Jiao Tong University (10-lecture course on organizational economics), October 2006.

Inaugural lecturer, Tinbergen Institute Lecture Series, Departments of Economics, Amsterdam and Rotterdam (6-lecture course on organizational economics), May 2006.

Invited lecturer, Department of Economics, University of Paris X and ATOM (5-lecture course on organizational economics), March 2005.

Invited lecturer, Department of Economics, Universitat Pompeu Fabra, Barcelona (4-lecture doctoral course on organizational economics), April 2002.

Invited lecturer, Department of Economics and Political Science, INSEAD (5-lecture doctoral course on organizational economics), March 2001.

Invited lecturer, Department of Economics, European University Institute, Florence (5-lecture doctoral course on organizational economics), April 2000.

Invited lecturer, Institute for Empirical Research in Economics, University of Zuerich, Switzerland (5-lecture doctoral course on organizational economics), April 1999.

Invited lecturer, Norwegian Research Centre in Organization and Management, University of Bergen (10-lecture course on organizational economics), May 1996.

Conference Organizing:

Co-Organizer (with A. Bisin and P. Giuliano), "Towards an Economics of Culture in Organizations," conference at MIT Sloan, December 2023.

Co-Organizer (with A. Bandiera, R. Macchiavello, and C. Woodruff), "Organising Development and The Development of Organisations," conference at London School of Economics, May 2023.

Co-Organizer (most recently with A. Meirowitz, R. Sadun, and E. Snowberg), Utah Winter Organizational Economics and Political Economy Conference, 2020 and 2022–24.

Chair, Conferences of Society for Institutional and Organizational Economics (online), 2020–21. https://docs.google.com/spreadsheets/d/1V12immf4VobT_KJprpMh8u7UpPNfM7vXfpuWRAlyk4s/edit?gid=1790764139#gid=1790764139

Program Executive Committee, 2018 Conference of Society for Institutional and Organizational Economics (Montréal).

Co-Organizer (with T. Knudsen), "Learning by Stealing: Exchanging Models from Organizational Economics and Organization Science—An Exploration in the Spirit of Jim March." May 2017. https://web.mit.edu/rgibbons/www/Stealing%20program%20final.pdf

Member of Organizing Committee and Opening Speaker, Nobel Symposium on "Foundations of Organization." August 2008.

Co-Organizer (with H. Farber), "What Do Employers Do? The Roles of Firms in Internal and External Labor Markets" (Universities Research Conference, funded by National Science Foundation and National Bureau of Economic Research), December 1996.

Co-Organizer (with L. Katz and R. Thaler), Russell Sage-NBER Conference on Behavioral Labor Economics, March 1995.

Co-Organizer (with C. Camerer and R. Thaler), Russell Sage-NBER Conference on Behavioral Game Theory, October 1993.

Co-Director (with M. Bazerman, H. Farber, and K. Murnighan), 1992 Summer Institute on Negotiation and Dispute Resolution, Center for Advanced Study in the Behavioral Sciences, Stanford University.

Program Committee (with responsibilities in organizational economics), 2015 Meeting of the American Economic Association.

Program Committee (with responsibilities in organizational economics and contract theory), 2005 North American Winter Meeting of the Econometric Society.

Program Committee (with responsibilities in contract theory and organizational economics), 2001 North American Summer Meeting of the Econometric Society.

Program Committee (with responsibilities in agency theory, labor economics, and organization theory), 7th World Congress of the Econometric Society, August 1995.

Program Committee (responsible for labor economics) for Winter 1990 meetings of the Econometric Society.

Editing:

Co-Editor, *Journal of Labor Economics*, 1993-1996

Associate Editor, *Journal of Economic Perspectives*, 1994-1998

Associate Editor, *Quarterly Journal of Economics*, 1990-1998

GRANTS AND AWARDS

Frank E. Perkins Award for Excellence in Graduate Advising for the School of Humanities, Arts, and Social Sciences, MIT, 2020.

Deutsche Bahn Prize for Outstanding Research in Organisation and Management (awarded to "Relational Adaptation under Reel Authority" co-authored with D. Barron, R. Gil, and K.J. Murphy), September 2015.

Fellow, Center for Advanced Study in the Behavioral Sciences (Stanford, CA), 2014-15.

Teacher of the Year, MIT Economics Department, 2009-10

Member, American Academy of Arts and Sciences, 2009-present.

Fellow, Society of Labor Economists, 2008-present

Who's Who in Economics. Edward Elgar, 2003.

Fellow, Econometric Society, 2002-present

National Science Foundation Grant, "The Economics and Sociology of Second-Best Organizations," 1998-2001

Graduate Student Council Teaching Award, MIT's Sloan School of Management, 1997-98

Fellow, Center for Advanced Study in the Behavioral Sciences (Stanford, CA), 1994-95.

H. Gregg Lewis Prize, 1992 (for best article in *Journal of Labor Economics* during 1990 and 1991: "Layoffs and Lemons" with L. Katz)

National Science Foundation Grant, "Empirical and Theoretical Models of Earnings and Employment," (with L. Katz), 1990-92

Alfred P. Sloan Research Fellowship, 1990-92

National Bureau of Economic Research Olin Fellowship, 1990-91

National Science Foundation Grant, "Empirical and Theoretical Studies of Wages, Mobility, and Bargaining" (with L. Katz), 1988-90

Teacher of the Year, MIT Economics Department, 1987-88

National Science Foundation Grant, "Strategic Information Transmission in Labor Markets," 1986-87

Graduate Student Council Teaching Award, MIT Economics Department, 1986-87

National Science Foundation Graduate Fellowship, 1981-84

Frank Knox Memorial Fellowship, 1980-81

Phi Beta Kappa, Harvard College, 1980

INTERNAL TEACHING

Microeconomics for Managers, Part I [Game Theory, Organizational Economics] (for Executive MBAs and for Sloan Fellows)

Managing the Modern Organization: Organizational Economics and Corporate Strategy (for MBAs)

Organizational Economics (for PhDs, and for undergrads)

Game Theory (for MBAs)

Contract Theory (with Bengt Holmstrom, for PhDs)

Strategic Management (for MBAs)

Behavioral Game Theory (with Richard Thaler and Kathleen Valley for PhDs)

Labor Economics (with Henry Farber and with Thomas Lemieux, for PhDs)

Advanced Topics in Labor Economics (with Lawrence Katz and with John Abowd, for PhDs)

Introduction to Game Theory (for PhDs)

Economic Applications of Game Theory (for PhDs)

Introduction to Economic Applications of Game Theory (for undergraduates)

DOCTORAL ADVISING

MIT Economics Department: 1985-91

Student	Graduation Year	Committee Role	1st Placement	Current Position
Takeo Hoshi	1988	3rd reader	UCSD	Stanford FSI
Gregory Leonard	1989	3rd reader	Industry	Industry
James Montgomery	1989	1st advisor	Northwestern Econ.	Wisconsin Soc.
David Simpson	1989	2nd advisor	DoJ	EPA
Luc Vallee	1989	2nd advisor	U. Montreal	Industry
Andrea Ichino	1990	2nd advisor	Bocconi	Bologna
Douglas Staiger	1990	1st advisor	Stanford	Dartmouth

Cornell (Johnson School, Econ. Dept., and ILR): 1991-97

Student	Graduation Year	Committee Role	1st Placement	Current Position

Myeong Cho	1994 Econ	1st advisor	Vanderbilt Owen	Korea University
Paul Ingram	1994 Org Beh	3rd reader	Carnegie Mellon GSIA	Columbia GSB
Rahul Guha	1996 Mkting	2nd advisor	Cornerstone	Cornerstone
Felipe Balmaceda	1998 Econ	1st advisor	Dartmouth (post doc)	University of Chile
David Kaplan	1998 Econ	2nd advisor	ITAM	World Bank
Eugenio Marchese	2001 Org Beh	2nd advisor	industry	deceased
Kristina Szafara	2002 Org Beh	2nd advisor	Missouri	Michigan

MIT (Sloan School and Econ. Dept.): 1997-present

Student	Graduation Year	Committee Role	1st Placement	Current Position
Geoffrey Parker	1998 Op Mgt	2nd advisor	Tulane	Dartmouth
Scott Rockart	2001 Sys Dyn	3rd reader	LBS	Duke Fuqua
Pierre Azoulay	2001 Strategy	3rd reader	Columbia GSB	MIT Sloan
Albert Choi	2001 Econ	1st advisor	UVA Econ	Michigan Law
Eric Zitzewitz	2001 Econ	1st advisor	Stanford GSB	Dartmouth
Matthew Bidwell	2004 Strategy	2nd advisor	INSEAD	Wharton
Andrew von Nordenflycht	2004 Strategy	3rd reader	Simon Fraser	Simon Fraser
Nicola Lacetera	2006 Strategy	2nd advisor	Case Western	Toronto
Marek Pycia	2006 Econ	3rd reader	Penn State	Zurich
Sylvain Chassang	2007 Econ	3rd reader	Princeton	Princeton
Alan Grant	2007 Econ	1st advisor	Industry	Industry
Jin Li	2007 Econ	1st advisor	Northwestern Kellogg	U. of Hong Kong
Ramana Nanda	2007 Intl Mgt	3rd reader	HBS	Imperial Col.
Heikki Rantakari	2007 Econ	1st advisor	USC Marshall	deceased
Patrick Warren	2008 Econ	2nd advisor	Clemson	Clemson
Florian Ederer	2009 Econ	1st advisor	UCLA Anderson	BU Questrom
Robert Akerlof	Post Doc 2009-11	Supervisor	Warwick	U. New South Wales
Michael Powell	2011 Econ	1st advisor	Northwestern Kellogg	Northwestern Kellogg
Anton Kolotilin	2012 Econ	1st advisor	U. New South Wales	U. New South Wales
Daniel Barron	2013 Econ	1st advisor	Northwestern Kellogg	Northwestern Kellogg
David Chan	2013 Econ	2nd advisor	Stanford Med. Sch.	Berkeley Haas

Sarah Venables	2013 Econ	1st advisor	Deloitte UK	Deloitte UK
Eliza Forsythe	2014 Econ	1st advisor	U. Illinois LER	U. Illinois LER
Anil Jain	2014 Econ	3rd advisor	Fed. Res. Board	Fed. Res. Board
Ruitian Lang	2014 Econ	2nd advisor	QFR Capital	Australian National U.
Lizi Chen	2019 Econ	1st advisor	Industry	Industry
Arda Gitmez	2019 Econ	3rd advisor	Post Doc, Harris Sch., Univ. Chi.	Bilkent U.
Ali Palida	2020 Econ	1st advisor	Post Doc, MIT Sloan	Post Doc, U. Pittsburgh
Hagay Volvovsky	2023 Econ Soc	3rd advisor	Tel Aviv	Tel Aviv
Kramer Quist	2024 Econ	1st advisor	Michigan	Michigan
Lin Tao	2006 Harvard Soc.	3rd reader	N/A	N/A
Giorgio Zanarone	2008 Pompeu Fabra	2nd advisor	CUNEF	HEC Lausanne
Hongyi Li	2011 Harvard Business Econ	1st advisor	U. New South Wales	U. New South Wales
Leshui He	2013 UConn	Co-1st advisor	Quinnipiac U.	Bates College