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CURRICULUM VITAE

**Eyal Winter, Silverzweig Professor of Economics
Director of the Center for the Study of Rationality
The Hebrew University of Jerusalem**

1. Personal Details

Nationality: Israel, Germany

Languages: Hebrew, English, German, and some Italian

Home: 16 Tavor St., Mevasseret Zion, Israel

Phone: 972-2-533-6234

Office: Department of Economics, and Center for the Study of Rationality

The Hebrew University of Jerusalem, 91904 Jerusalem, Israel

Office: 972-2-658-4514

Mobile: 972-54-8820034

Fax: 972-2-651-3681

E-mail: mseyal@pluto.huji.ac.il

Web page: <http://www.ma.huji.ac.il/~mseyal/>

2. Research Interests

Microeconomic Theory, Game Theory, Incentives in Organizations, Finance, Experimental/Behavioral Economics, Industrial Organization.

3. Higher Education

1983 B.Sc. Mathematics, Statistics and Economics. The Hebrew University of Jerusalem.

1989 Ph.D. Game Theory. The Hebrew University of Jerusalem.

4. Academic Positions

Position at the Hebrew University

Full Professor: Director of The Center for the Study of Rationality, holder of Silverzweig Chair in Economics, former chairman of Economics Department, The Hebrew University of Jerusalem.

Former Senior Positions at Other Institutions

- (1) Department of Economics, European University Institute, Florence. Full Professor.
- (2) Department of Economics, and The Center for Political Economy, Washington University in St. Louis. Tenured Full Professor.
- (3) School of Economic Studies, University of Manchester, UK. Tenured Full Professor: Research Professorship in Economic Theory (a position with no teaching obligations for professors with an excellent research record).

Former Junior Positions at Other Institutions

- (1) Department of Economics, University of Bonn, Germany
- (2) Department of Economics, University of Pittsburgh.

5. Other Academic Activities

- (1) Associate Editor for *Games and Economic Behavior*.
- (2) Advisory Board for *Mathematical Economics and Game Theory*, a monograph series published by World Scientific Publishing Co. Ltd.
- (3) Co-director since 1999 (formerly with Kenneth Arrow and currently with Eric Maskin) of the Jerusalem Summer School in Economic Theory.
- (4) Reviewer for the following journals: *Econometrica*, *American Economic Review*, *Quarterly Journal of Economics*, *American Political Science Review*, *Review of Economic Studies*, *Journal of Economic Theory*, *Games and Economic Behavior*, *Economic Journal*, *International Economic Review*, *Journal of Labor Economics*, *International Journal of Game Theory*, *Social Choice and Welfare*, *Theory and Decision*, *Mathematical Social Sciences*, *Mathematics of Operations Research*,

- Economic Behavior and Organization*, *Journal of Group Decision and Negotiations*, *Journal of Mathematical Psychology*, and reviewer of proposals for various funding institutions including NSF, ISF, GIF, BSF.
- (5) Former Panel Member on committee to review research proposals for the Israeli Science Foundation.
 - (6) Chairperson and Reviewer on committee to accredit economics programs for the Israeli Council of Higher Education (MALAG).
 - (7) Seminars and short-visit invitations:
US: Berkeley, Brown, Bell Labs, Boston College, Boston U., U. of Chicago, Columbia, Cornell, Duke, Harvard, Johns Hopkins, Microsoft at Boston, Microsoft at Mountain View, Microsoft at Seattle, Northwestern, Ohio State, U. of Pennsylvania, Penn State, Princeton, Stanford, UCLA, U. of Alabama, U. of Arizona, U. of Pittsburgh, U. of Kansas, U. of Michigan, U. of Minnesota, U. of Rochester, U. of Wisconsin, Virginia Polytechnic, Washington U. **Australia:** Melbourne U., U. of Queensland, Sydney U. **Austria:** Austrian Science Foundation. **Belgium:** Core-Louvain. **Canada:** McGill, U. of British Columbia, U. of Toronto. **China:** China Academy of Science, Peking U., Shanghai Jiao Tong U., Shanghai U. of Finance and Economics, Xi'an Polytechnique U., Xi'an U. of Science and Economics, Xiamen U. **Denmark:** U. of Copenhagen, U. of Aarhus. **France:** CERAS/DELTA, Ecole Polytechnique, INSEAD, Paris School of Economics, U. of Caen. **Germany:** Bielefeld U., Frankfurt U., HHL Leipzig, Humboldt U. Berlin, Mannheim U., Bonn U., IZA Bonn, Max-Planck Institute, Jena. **Hong Kong:** HKUS. **Ireland:** Trinity College Dublin. **Israel:** Bar Ilan U., Ben Gurion U., Haifa U., Technion, Tel Aviv U. **Italy:** U. of Genoa, EUI Florence, Bocconi. **Japan:** U. of Kyoto, U. of Osaka, Tskuba U. **New Zealand:** U. of Auckland. **Spain:** U. of La Coruna, U. of Alicante, U. of Bilbao, U. of Granada, U. of Malaga, U. of Murcia, U. of Santiago, U. of Seville, U. of Vigo, U. of Valencia. **Switzerland:** U. of Zurich. **The Netherlands:** Tilburg U., U. of Amsterdam. **Turkey:** Kos U. **UK:** Birkbeck College, Exeter U., Keele U., UCL, Cambridge, Essex U., Leicester U., Liverpool U., LSE, Newcastle U., Nottingham U., Queen Mary London, LBS, Warwick U., York U., Queens U. Belfast. **Ukraine:** Muhyla Academy.

6. Prizes and Grants

- (1) Recipient of the 2011 Humboldt Prize
- (2) Jan. 1994. The German-Israeli Foundation: Three-year grant for “Game-Theoretic Aspects of Multilateral Bargaining” with Nobel Laureate Reinhard Selten and Shmuel Zamir. (Share of the Israeli side: DM 267,000.)
- (3) Oct. 1994. The Israel Academy of Sciences: Three-year grant for “Team Games: Theory and Experiments” with Gary Bornstein. (Total grant: USD 43,000.)
- (4) Jan. 1997. The German-Israeli Foundation: Three-year grant for “Interactive Decision-making in Committees” with Nobel Laureate Reinhard Selten and Shmuel Zamir. (Share of the Israeli side: DM 310,000.)
- (5) Mar. 1998. European Commission TMR Research Grant (Endear): Four-year grant for “Experimental Economics” with Gary Bornstein and Shmuel Zamir. (Share of the Israeli side: USD 200,000.)
- (6) Jan. 2004. DFG (German Science Foundation): Two-year grant for “A Cross-Cultural Experimental Study of Interactive Decision-making” with Manuel Hassissian, Werner Gueth, and Nobel Laureate Reinhard Selten. (Total grant: USD 540,000. The share of Eyal Winter: USD 220,000.)
- (7) Mar. 2006–Feb. 2008. Thyssen Foundation: “Incentives in Organizations: Theory and Experiments” with Nobel Laureate Reinhard Selten. (Total grant: EURO 92,000. The share of Eyal Winter: EURO 46,000.)
- (8) Feb. 2008–Feb. 2011. DFG (German Science Foundation): Three-year grant for “A Cross-Cultural Experimental Study of Interactive Decision-making” with Muhammed Dajani and Nobel Laureate Reinhard Selten. (Total grant: USD 923,000. The share of Eyal Winter: USD 333,000.)
- (9) July 2010–June 2015. Google Research Grant (USD 150,000).

7. Teaching

Courses taught:

Price Theory/Intermediate Micro (undergraduate), Experimental/Behavioral Economics (undergraduate), Behavioral Economics (graduate), Information Economics (undergraduate), Game Theory (undergraduate), Game Theory (graduate), Advanced Microeconomics (graduate), Social Choice and Welfare Economics (graduate), Incentives in Organizations (graduate), Organizational Design (graduate), Industrial

Organization (graduate), Political Economy (graduate), Advanced Reading Course for Distinguished Graduate Students.

In 2007: Ranked first in the economics department of the Hebrew University by student evaluations and listed in the Hebrew University list of best teachers.

List of Publications

Refereed Journals

1. Winter, E., “Transparency among Peers and Incentives.” Forthcoming in *Rand Journal of Economics*.
2. Bornhorst, F., A. Ichino, O. Kirchkamp, K. Schlag, and E. Winter, “Trust and Trustworthiness among Europeans: A South-North Comparison.” Forthcoming in *Experimental Economics*.
3. Meshulam, M., E. Winter, G. Ben Shahr and I. Aharon “ Rational Emotions” Forthcoming in *Social Neuroscience*.
4. Kagel, J., H. Sung, and E. Winter (2010), “Veto Power in Committees: An Experimental Study,” *Experimental Economics* 13, 167–188.
5. Polanski, A. and E. Winter (2010), “Two-sided Markets with Repeated Transactions,” *The B.E. Journal of Theoretical Economics: Advances* 10, 1–25.
6. J. Bracht, F. Koessler, E. Winter, and A. Ziegelmeier (2010), “Fragility of Information Cascades: An Experimental Study Using Elicited Beliefs,” *Experimental Economics* 13, 121–145.
7. Winter, E. (2009), “Incentive Reversal,” *American Economic Journal: Microeconomics* 1, 133–147.
8. Bag, P., H. Sabourian, and E. Winter (2009), “Multi-stage Voting, Sequential Elimination and Condorcet Consistency,” *Journal of Economic Theory* 144, 1278–1299.

9. Gould, E. and E. Winter (2009), “Interactions between Workers and the Technology of Production: Evidence from Professional Baseball,” *Review of Economics and Statistics* 91, 188–200.
10. Klor, E. and E. Winter (2007), “The Welfare Effects of Public Opinion Polls,” *International Journal of Game Theory* 35, 1270–1432.
11. Seidmann, D., E. Winter, and E. Pavlov (2007), “The Role of Formateur in Coalition Formation,” *Economic Theory* 31, 427–445.
12. Winter, E. (2006), “Optimal Incentives for Sequential Production Processes,” *Rand Journal of Economics* 37, 376–390.
13. Winter, E. and S. Zamir (2005), “An Experiment with Ultimatum Bargaining in a Changing Environment,” *The Japanese Economic Review* 56, 363–385.
14. Winter, E. (2004), “Incentives and Discrimination,” *American Economic Review* 94, 764–773.
15. Kittsteiner, T., J. Nikutta, and E. Winter (2004), “Declining Valuations in Sequential Auctions,” *International Journal of Game Theory* 33, 89–106.
16. O’Neill, B., D. Samet, Z. Wiener, and E. Winter (2004), “Bargaining with an Agenda,” *Games and Economic Behavior* 48, 139–153.
17. Mutuswami, S. and E. Winter (2004), “Efficient Mechanisms for Multiple Public Goods,” *Journal of Public Economics* 88, 629–644.
18. Mutuswami, S. and E. Winter (2002), “Subscription Mechanisms for Network Formation,” *Journal of Economic Theory* 106, 242–264.
19. Milchtaich, I. and E. Winter (2002), “Stability and Segregation in Group Formation,” *Games and Economic Behavior* 38, 318–346.
20. Rapoport, A., D. Seale, and E. Winter (2002), “Coordination and Learning Behavior in Large

Groups with Asymmetric Players,” *Games and Economic Behavior* 39, 111–136.

21. Volij, O. and E. Winter (2002), “On Risk Aversion and Bargaining Outcomes,” *Games and Economic Behavior* 41, 120–140.

22. Dagan, N., O. Volij, and E. Winter (2002), “A New Axiomatization of the Nash Bargaining Solution,” *Social Choice and Welfare* 19, 811–823.

23. Peleg, B. and E. Winter (2002), “Constitutional Implementation,” *Review of Economic Design* 7, 187–204.

24. Okada, A. and E. Winter (2002), “A Non-cooperative Axiomatization of the Core,” *Theory and Decision* 53, 1–28.

25. Rapoport, A., D. Seale, and E. Winter (2000), “An Experimental Study of Coordination and Learning in Two-market Entry Games,” *Economic Theory* 16, 661–687.

26. Bag, P. K. and E. Winter (1999), “Simple Subscription Mechanisms for the Production of Public Goods,” *Journal of Economic Theory* 87, 72–97.

27. Seidmann, D. J. and E. Winter (1998), “Exploring Gains from Trade in Multilateral Bargaining: A Theory of Gradual Coalition Formation,” *Review of Economic Studies* 65, 793–815.

28. Winter, E. (1997), “Negotiations in Multi-issue Committees,” *Journal of Public Economics* 65, 323–342.

29. Seidmann, D. J. and E. Winter (1997), “Strategic Information Transmission with Verifiable Messages,” *Econometrica* 65, 163–169.

30. Balkenborg, D. and E. Winter (1997), “Necessary and Sufficient Epistemic Conditions for Playing Backward Induction,” *Journal of Mathematical Economics* 27, 325–345.

31. Winter, E. (1996), “Voting and Vetoing,” *American Political Science Review* 90, 813–823.

32. Bornstein G., E. Winter, and H. Goren (1996), "An Experimental Study of Repeated Team Games," *European Journal of Political Economy* 12, 629–639.
33. Calvo, E., J. Lasaga, and E. Winter (1996), "On the Principle of Balanced Contributions," *Mathematical Social Sciences* 31, 171–182.
34. Winter, E. (1996), "Mechanism Robustness in Multilateral Bargaining," *Theory and Decision* 40, 131–147.
35. Deb, R., S. Weber, and E. Winter (1996), "The Extension of Nakamura's Theorem to Coalition Structures," *International Journal of Game Theory* 25, 189–199.
36. Moldovanu, B. and E. Winter (1995), "Order Independent Equilibria," *Games and Economic Behavior* 9, 21–34.
37. Winter, E. (1994), "Non-cooperative Bargaining in Natural Monopolies," *Journal of Economic Theory* 64, 202–220.
38. Winter, E. (1994), "The Demand Commitment Bargaining and Snowballing Cooperation," *Economic Theory* 4, 255–273.
39. Selten, R. and E. Winter (1994), "An Axiomatic Approach to Consumers' Welfare," *Mathematical Social Sciences* 27, 19–30 (also appears in *Game Theory and Economic Behavior: Selected Essays*, Reinhard Selten, Edward Elgar, 1999, pp. 96–107).
40. Moldovanu, B. and E. Winter (1994), "Increasing Returns to Cooperation and Core Implementation," *Journal of Mathematical Economics* 23, 533–548.
41. Winter, E. and M. Wooders (1994), "An Axiomatization of the Core in Finite and Infinite Games," *Social Choice and Welfare* 11, 165–175.
42. Owen, G. and E. Winter (1992), "The Multilinear Extension and the Coalition Value," *Games and Economic Behavior* 4, 582–587.

43. Winter, E. (1992), "On Bargaining Position Description: Symmetry versus Asymmetry," *International Journal of Game Theory* 21, 191-211.
44. Winter, E. (1991), "A Solution for Non-transferable Utility Games with Coalition Structure," *International Journal of Game Theory* 20, 53-63.
45. Winter, E. (1992), "The Consistency and the Potential for Values of Games with Coalition Structure," *Games and Economic Behavior* 4, 132-144.
46. Van Damme, E., R. Selten, and E. Winter (1990), "Alternating Bargaining with Smallest Money Unit," *Games and Economic Behavior* 2, 188-201.
47. Winter, E. (1989), "A Value for Games with Level Structures," *International Journal of Game Theory* 18, 227-242.

Chapters in Books (refereed)

48. Ponti, G., D. Lopez-Pintado, and E. Winter (2008), "Inequality or Strategic Uncertainty? An Experimental Study on Incentives and Hierarchy," in Innocenti, A. and Sbriglia, P. (eds.), *Games, Rationality and Behavior: Essays on Behavioral Game Theory and Experiments*, London, Palgrave Macmillan, pp. 235-255.
49. Winter, E. (2002), "The Shapley Value," in Aumann, R. J. and Hart, S. (eds.), *The Handbook of Game Theory*, Amsterdam, North-Holland, pp. 2026-2052.
50. Winter, E. (1997), "Endogenous Agenda in Committees," in Albers, W., van Damme, E., Gueth, W., Hammerstein, P., Moldovanu, B. (eds.), *Understanding Strategic Interaction: Essays in Honor of Reinhard Selten*, Berlin, Springer, pp. 217-227.
51. Bornstein, G., E. Winter, and H. Goren (1997), "Cooperation in Inter-group and Single-group Prisoner's Dilemma Games," in Albers, W., van Damme, E., Gueth, W., Hammerstein, P., Moldovanu, B. (eds.), *Understanding Strategic Interaction: Essays in Honor of Reinhard Selten*, Berlin, Springer, pp. 418-429.

52. Moldovanu, B. and E. Winter (1994), “Consistent Demands for Coalition Formation in Games,” in Megiddo, N. (ed.), *Essays in Game Theory in Honor of Michael Maschler*, Berlin, Springer, pp. 129–140.

Books Edited

53. Gracia-Jurado, I., Valenciano, F., and Winter, E. (eds.), (1998), *Game Theory and Politics*, Volume 84 in the series *Annals of Operations Research*, Amsterdam, Baltzer Science Publishers.

Working Papers

54. Kremer, I., Z. Wiener, and E. Winter, “Dynamic Auctions.”

55. Bernstein, S. and E. Winter, “Joint Initiatives with Type-dependent Externalities.”

56. Winter, E. and I. G. Jurado, “Mental Equilibrium and Rational Emotions.”

57. Babaioff, M., M. Feldman, N. Nisan, and E. Winter, “Combinatorial Agency.”

58. Esteban, K., S. Kube, E. Winter and R. Zultan “Can Higher Bonuses Lead to Less Effort? Incentive Reversal in Teams”