

Date: Sept. 2009

## **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](mailto: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**

Tenured Full Professor, Director of the Center for the Study of Rationality. Holder of the Silverzweig Chair in Economics and former chairman of the Economics Department, the Hebrew University of Jerusalem.

### **Former Senior Positions at Other Institutions**

- (1) Department of Economics, the 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 excellent research record).

### **Former Junior Positions in 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 - monograph series published by World Scientific Publishing Co. Ltd.
- (3) Co-Director (with Kenneth Arrow) of the Jerusalem Summer School in Economic Theory since 1999.
- (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, International Economic Review, Journal of Labor Economics, Economic Behavior and Organization, International Journal of Game Theory, Journal of Group Decision and Negotiations, Journal of Mathematical Psychology, Mathematical Social Sciences, Mathematics of Operations Research, Social Choice and Welfare, Theory and Decision, and reviewer of proposals for various funding institutions including

- NSF, ISF, GIF, BSF.
- (5) Former Panel Member reviewing research proposals for the Israeli Science Foundation.
  - (6) Committee chair and reviewer for the Israeli Council of Higher Education (MALAG) in accreditation committees of Economics programs.
  - (7) Short Visit Invitations
 

**US:** Berkeley, Brown, Bell Labs, Boston U., Chicago, Cornell, Duke, Harvard, Johns Hopkins, 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. **Canada:** McGill, U. of British Columbia, U. of Toronto. **Japan:** Kyoto U., Osaka U., Tskuba U., **Hong Kong:** HKUS, **Germany:** Bielefeld U., Frankfurt U., HHL Leipzig, Mannheim U., Bonn U., IZA Bonn, Max-Planck Institute, Jena, **Denmark:** U of Copenhagen, U of Aarhus, **UK:** Birkbeck College, Exeter U., Keele U., UCL, London; Cambridge, Essex U. Leicester U., Liverpool U., Newcastle U., Nottingham U., Queen Mary, London; LBS, London; Warwick U., York U., Queens University, Belfast; **Ireland:** Trinity College Dublin, **Switzerland:** U of Zurich, **The Netherlands:** U. of Amsterdam, **Belgium:** Core-Louvain, **France:** CERAS/DELTA, Ecole Polytechnique, INSEAD, Paris School of Economics, **Spain:** U. of La Coruna, U. of Alicante, U. of Bilbao, U. of Granada, U. of Murcia, U. of Santiago, U. of Vigo, **Italy:** U. of Genoa, EUI Florence, Bocconi, Milan; **Turkey:** Kos U., **Australia:** Melbourne U; U of Queensland, Sydney U., **New Zealand:** U of Auckland.

## **6. Research Grants**

- (1) 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)
- (2) Oct. 1994. The Israel Academy of Sciences: Three-year grant for “Team Games: Theory and Experiments” with Gary Bornstein. (total grant USD 43,000)
- (3) Jan. 1997. The German-Israeli Foundation: Three-year grant for “Interactive Decision-Making in Committees” with Reinhard Selten and Shmuel Zamir. (share of the Israeli side DM 310,000)

- (4) March 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)
- (5) 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 share USD 540,000. The share of Eyal Winter USD 220,000)
- (6) March 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)
- (7) 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 share USD 923,000. The share of Eyal Winter USD 333,000)

## **7. Teaching**

### Courses taught:

Price Theory/Intermediate Micro (undergraduate), Experimental/Behavioral Economics (undergraduate), Information Economics (undergraduate), Game Theory (undergraduate), Game Theory (graduate), Advanced Microeconomics (graduate), Social Choice and Welfare Economics (graduate), Incentives in Organizations (graduate), Organizational Design (MBA), 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 students' evaluations and was listed in the university list of best teachers.

## **8. Major Advising**

- (1) Designing the auction mechanism for the privatization of the state enterprise for gasoline storage Pi-Glilot. The auction was declared by Haaretz newspaper as one of the most successful auctions in the history of the state of Israel. Expected price

was 300 million shekel. Actual price was 800 million shekel.

- (2) A member of experts committee advising the parliament on class action legislation.

## **List of Publication**

### **Refereed Journal**

1. Winter, E. "Incentive Reversal." Forthcoming in *American Economic Journal: Microeconomics*
2. Bag, P. H. Sabourian and E. Winter "Multi-Stage Voting, Sequential Elimination and Condorcet Consistency" Forthcoming in the *Journal of Economic Theory*
3. Gould, E. and E. Winter "Interactions Between Workers and the Technology of Production: Evidence from Professional Baseball." Forthcoming in *Review of Economics and Statistics*.
4. Klor, E. and E. Winter (2007) "The Welfare Effects of Public Opinion Polls." *International Journal of Game Theory*. 35 (3) 1270-1432.
5. Seidmann, D., E. Winter, and Elan Pavlov (2007) "The Role of Formateur in Coalition Formation." *Economic Theory* 31 (3): 427-445.
6. Winter, E., (2006) "Optimal Incentives for Sequential Production Processes." *Rand Journal of Economics*. 37 (2): 376-390
7. Winter, E. (2004) "Incentives and Discrimination" *American Economic Review*. 94, 3 764-773.
8. Kittsteiner, T., J. Nikutta and E. Winter, (2004) "Declining Valuations in Sequential Auctions." *International Journal of Game Theory*. 33 (1): 89-106.
9. O'Neill, B., D. Samet, Z. Wiener and E. Winter (2004), "Bargaining with an Agenda," *Games*

*and Economic Behavior* 48, 139-153.

10. Mutuswami, S. and E. Winter (2004), "Efficient Mechanisms for Multiple Public Goods," *Journal of Public Economics* 88, 629-644.

11. Mutuswami, S. and E. Winter (2002), "Subscription Mechanisms for Network Formation," *Journal of Economic Theory* 106, 242-264.

12. Milchtaich, I. and E. Winter (2002), "Stability and Segregation in Group Formation," *Games and Economic Behavior* 38, 318-346.

13. 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.

14. Volij, O. and E. Winter (2002), "On Risk Aversion and Bargaining Outcomes," *Games and Economic Behavior* 41, 120-140.

15. Dagan, N., O. Volij and E. Winter (2002), "A New Axiomatization of the Nash Bargaining Solution," *Social Choice and Welfare* 19, 811-823.

16. Peleg, B. and E. Winter (2002), "Constitutional Implementation," *Review of Economic Design* 7, 187-204.

17. Okada, A. and E. Winter (2002), "A Non-Cooperative Axiomatization of the Core," *Theory and Decision* 53, 1-28.

18. 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.

19. Bag, P. K. and E. Winter (1999), "Simple Subscription Mechanisms for the Production of Public Goods," *Journal of Economic Theory* 87, 72-97.

20. 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.

21. Winter, E. (1997), "Negotiations in Multi-Issue Committees," *Journal of Public Economics* 65, 323-342.
22. Seidmann, D. J. and E. Winter (1997), "Strategic Information Transmission with Verifiable Messages," *Econometrica* 65, 163-169.
23. Balkenborg, D. and E. Winter (1997), "Necessary and Sufficient Epistemic Conditions for Playing Backward Induction," *Journal of Mathematical Economics* 27, 325-345.
24. Winter, E. (1996), "Voting and Vetoing," *American Political Science Review* 90, 813-823.
25. Bornstein G., E. Winter and H. Goren (1996), "An Experimental Study of Repeated Team Games," *European Journal of Political Economy* 12, 629-639.
26. Calvo, E., J. Lasaga and E. Winter (1996), "On the Principle of Balanced Contributions," *Mathematical Social Sciences* 31, 171-182.
27. Winter, E. (1996), "Mechanism Robustness in Multilateral Bargaining," *Theory and Decision* 40, 131-147.
28. 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.
29. Moldovanu, B. and E. Winter (1995), "Order Independent Equilibria," *Games and Economic Behavior* 9, 21-34.
30. Winter, E. (1994), "Non-Cooperative Bargaining in Natural Monopolies," *Journal of Economic Theory* 64, 202-220.
31. Winter, E. (1994), "The Demand Commitment Bargaining and Snowballing Cooperation," *Economic Theory* 4, 255-273.
32. 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 by Reinhard Selten, Edward Elgar, 1999).

33. Moldovanu, B. and E. Winter (1994), "Increasing Returns to Cooperation and Core Implementation," *Journal of Mathematical Economics* 23, 533-548.

34. Winter, E. and M. Wooders (1994), "An Axiomatization of the Core in Finite and Infinite Games," *Social Choice and Welfare* 11, 165-175.

35. Owen, G. and E. Winter (1992), "The Multilinear Extension and the Coalition Value," *Games and Economic Behavior* 4, 582-587.

36. Winter, E. (1992), "On Bargaining Position Description: Symmetry versus Asymmetry," *International Journal of Game Theory* 21, 191-211.

37. Winter, E. (1991), "A Solution for Non-Transferable Utility Games with Coalition Structure," *International Journal of Game Theory* 20, 53-63.

38. Winter, E. (1992), "The Consistency and the Potential for Values of Games with Coalition Structure," *Games and Economic Behavior* 4, 132-144.

39. van Damme, E., R. Selten and E. Winter (1990), "Alternating Bargaining with Smallest Money Unit," *Games and Economic Behavior* 2, 188-201.

40. Winter, E. (1989), "A Value for Games with Level Structures," *International Journal of Game Theory* 18, 227-242.

### **Books Edited**

41. Game Theory and Politics, eds. I. Gracia-Jurado, F. Valenciano and E. Winter *Annals of Operations Research* (1998), Baltzer Science Publishers.

### **Chapters in Books (refereed)**

42. Ponti, G. D. Lopez Pintado and E. Winter "Inequality or Strategic Uncertainty? An Experimental

Study on Incentives and Hierarchy," Forthcoming in *Games, Rationality and Behavior: Essays on Behavioral Game Theory and Experiments* eds. Alessandro Innocenti and Patrizia Sbriglia

43. Winter, E., "The Shapley Value," in *The Handbook of Game Theory*, eds. R. J. Aumann and S. Hart, North-Holland (2002) 2026-2052.

44. Winter, E., "Endogenous Agenda in Committees," in *Understanding Strategic Interaction - Essays in Honor of Reinhard Selten*, eds. Wulf Albers, Eric van Damme, Werner Gueth, Peter Hammerstein, and Benny Moldovanu. Springer-Verlag (1997), 217-227.

45. Bornstein, G., E. Winter and H. Goren, "Cooperation in Inter-group and Single-group Prisoner's Dilemma Games, " in *Understanding Strategic Interaction - Essays in Honor of Reinhard Selten*, eds. Wulf Albers, Eric van Damme, Werner Gueth, Peter Hammerstein and Benny Moldovanu. Springer-Verlag (1997), 418-429.

46. Moldovanu, B. and E. Winter, "Consistent Demands for Coalition Formation in Games," in *Essays in Game Theory in Honor of Michael Maschler*, ed. Nimrod Megiddo. Springer-Verlag (1994), 129-140.

### **Working Papers**

47. Kagel, J. and E. Winter, "Veto Power in Committees: An Experimental Study."

48. Bornhorst, F., A. Ichino, K. Schlag, and E. Winter, "Trust and Trustworthiness among Europeans: A South-North Comparison."

49. Winter, E. "Transparency among Peers and Incentives."

50. Klor, E. and E. Winter "On Public Opinion Polls and Voters' Turnout."

51. Kremer, I., Z. Wiener and E. Winter "Dynamic Auctions."

52. Bernstein S. and E. Winter "Joint Initiatives with Type-Dependent Externalities."

53. Winter, E. and I.G. Jurado "Mental Equilibrium and Rational Emotions."

54. J. Bracht, F Koessler, E. Winter and A. Ziegelmeier "Fragility of Information Cascades: An Experimental Study using Elicited Beliefs"

55. A. Polanski and E. Winter "Two Sided Markets with Repeated Transactions."

56. M. Babaioff, M. Feldman, N. Nisan and E. Winter "Combinatorial Agency"

57. M. Meshulam, E. Winter, I. Aaharon and G. Ben-Shahar "Rational Emotions in the Lab"