

Date: Nov. 2015

## CURRICULUM VITAE

**Eyal Winter Professor of Economics**  
**The Hebrew University and The University of Leicester**

### **1. Personal Details**

Born July 13, 1959

Nationality: Israel, Germany

Languages: Hebrew, English, German, and some Italian

Home: 16 Tavor St., Mevasseret Zion, Israel

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### **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**

Professor of Economics, the University of Leicester and the Silverzweig Professor of Economics The Center for the Study of Rationality, The Hebrew University

2006-2008 Chairman of the Economics Department, the Hebrew University of Jerusalem.

2008-2012 Director of the Center for the Study of Rationality, The Hebrew University

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

Department of Economics, the European University Institute, Florence. Full Professor.

Department of Economics, and the Center for Political Economy, Washington University in St. Louis. Full Professor.

School of Economic Studies, University of Manchester, UK. Full Professor - Research Professorship in Economic Theory.

### **Former Junior Positions in Other Institutions**

Department of Economics, University of Bonn, Germany

Department of Economics University of Pittsburgh.

## **5. Prizes and Honors**

Recipient of the 2011 Humboldt Prize (Germany) for excellence in research

Elected Council Member of the Game Theory Society

Fellow of the Economic Theory Association

## **6. Other Academic Activities**

Advisory Editor for *Games and Economic Behavior*.

Advisory Board for *Mathematical Economics and Game Theory* - monograph series published by World Scientific Publishing Co. Ltd.

Advisory Board for *Neuroscience of Decision Making*.

Co-Director (with Kenneth Arrow and Eric Maskin) of the Jerusalem Summer School in Economic Theory 1999 - 2014.

ERC panel member for the 2013, 2015 calls.

Former Panel Member for the Israeli Science Foundation

Committee chair and reviewer for the Israeli Council of Higher Education (MALAG) in accreditation committees of Economics programs.

The Hebrew University Tenure Committee.

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, Journal of Finance, International Journal of Game Theory, Journal of Law, Economics and Organization, 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.

## **7. Research Grants**

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)

Oct. 1994. The Israel Academy of Sciences: Three-year grant for “Team Games: Theory and Experiments” with Gary Bornstein. (total grant USD 43,000)

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)

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)

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)

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)

Feb. 2008 –May. 2012 DFG (German Science Foundation): 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)

2010-2015 Google Research Grant (150,000 USD)

January 2012 – December 2015 German Israeli Foundation “The Design of Mechanisms in Markets” with Alex Gershkov and Benny Moldovanu (Total Grant 198,000 euro)

Jan. 2013- Dec. 2015 Niedersachsen Ministry of Education 'Competitive Group Selection with

Heterogeneous Externalities' with Heidrun Hoppe-Wewetzer (Total Grant 218,00 Euro)

### **8. 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. World Bank, IMF, FTC, CFPB. **Australia:** Melbourne U; U of Queensland, Sydney U., **Austria:** Austrian Science Foundation; **Belgium:** Core-Louvain, ERC-Brussels **Canada:** McGill, U. of British Columbia, U. of Toronto. **China:** China Academy of Science, Peking University, University of International Business and Economics (Beijing), Renmin University (Beijing), Qinghua University (Beijing), Fudan University (Shanghai), Shanghai Jiao Tong University, Shanghai University of Finance and Economics, Xi'an Politechnique University, Xi'an University of Science and Economics, Xiamen University; **Denmark:** U of Copenhagen, U of Aarhus, **Finland,** U. of Helsinki; **France:** CERAS/DELTA, Ecole Polytechnique, INSEAD, Brain & Spinal Cord Institute- Paris, Paris School of Economics, U. of Caen. **Germany:** Bielefeld U. Duesseldorf U., Frankfurt U., HHL Leipzig, Humboldt U.-Berlin, Mainz U., Mannheim U., Bonn U., IZA Bonn, Max Planck Institute- Bonn, Max-Planck Institute- Jena, Deutsche Bundesbank. Waal U- Kleve **Hong Kong:** HKUS, **India:** Indian Statistical Institute-Delhi, University of Hyderabad, Central University of Rajasthan; **Ireland:** Trinity College Dublin, **Israel:** Bar Ilan U., Ben Gurion U., Haifa U., IDC-Herzeliya, Technion, Tel Aviv U. **Italy:** U. of Genoa, EUI Florence, Bocconi, **Japan:** U. of Kyoto. U. of Osaka U., Tskuba U., **Korea:** National University of Seoul, **New Zealand:** U of Auckland. **Norway:** U of Oslo, **Russia:** Higher School of Economics-Moscow, Kaliningrad Baltic University, Moscow State University, New Economic School-Moscow, European University- St. Petersburg, Ural Federal University, Ekaterinburg, **Spain:** U. of La Coruna, U. of Alicante, U. of Bilbao, U. of Elche, U. of Granada, Carlos III, Madrid, U. of Malaga, U. of Murcia, U. of Santiago, U. of Seville, U. of Vigo, U. of Valencia, **Singapore:** National University of Singapore, Nanyang Technological University, **Sweden:** Lund U., **Switzerland:** U of Zurich, **The Netherlands:** Tilburg U., U. of Amsterdam, U of Utrecht, **Turkey:** Kos U., Istanbul, Bilkent U., Ankara **UK:** Birkbeck College, Exeter U., Keele U., UCL-London; Cambridge U., Essex U., LBS- London; Leicester U., Liverpool U., LSE, Newcastle U., Nottingham U., Oxford U., Queen Mary- London; Royal Holloway,

London, Southampton U., Warwick U., York U., Queens University, Belfast; U. of East Anglia  
**Ukraine:** Muhyla Academy.

## **8. Teaching**

2006 - ranked first among the Economics Department faculty in teaching evaluations.

### **Courses taught:**

First-year Micro (undergraduate), Price Theory/Intermediate Micro (undergraduate), Experimental/Behavioral Economics (undergraduate), Behavioral Economics (Graduate), Information Economics (undergraduate), Math-Econ (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.

## **9. Practice**

1. Op-Ed articles in *The Washington Post*, *Time Magazine*, *Forbes Magazine*, *The Guardian*, *the Independent*, *Haaretz*, YNET and more.
2. Member of the forum of advisors for the Israeli Finance Minister 2011-2012.
3. Substantial consulting work for governments, public organization and commercial companies.

## **List of Publications**

### **Books**

"Feeling Smart: Why Our Emotions More Rational than We Think" will appear in the US and the UK by PublicAffairs Publishing in Jan 2015. (The book appeared in Hebrew with Kineret-Zmora-Bitan (2012) and will appear in German with DuMont, in Chinese with Citic Publishing

Group, Japanese with Hayakawa Publishing and in Turkish with Bilgi Publishing)

**Refereed Journal**

1. Heller, Y. and E. Winter (2015) "Rule Rationality" forthcoming in *International Economic Review*
2. Winter, E., L. Mendez-Naya, I. Garcia Jurado "Mental Equilibrium and Strategic Emotions" forthcoming in *Management Science*

3. Israel, S. E. Hart and E. Winter (2015) " Oxytocin Decreases Accuracy in the Perception of Social Deception" forthcoming *Psychological Science*.
4. Gershkov A. and E. Winter (2015) "Formal vs. Informal Monitoring in Teams" forthcoming in *American Economic Journal: Microeconomics*.
5. van Damme; Kenneth G. Binmore, Alvin E. Roth, Larry Samuelson;Eyal Winter; Gary E. Bolton, Axel Ockenfels; Martin Dufwenberg,Georg Kirchsteiger; Uri Gneezy; Martin G. Kocher, Matthias Sutter; Alan G. Sanfey; Hartmut Kliemt; Reinhard Selten, Rosemarie Nagel; Ofer H. Azar (2014) "How Werner Güth's ultimatum game shaped our understanding of social behavior" *Journal of Economic Behavior and Organization* 108 pp. 292-318.
6. Alvarez- Mozos, M. Z. Hellman and E. Winter "Spectrum Value" (2013) forthcoming *Game and Economic Behavior*
7. Goerg, S., E. Klor, E. Winter and R. Zultan (2013) "Can Higher Rewards Lead to Less Effort? Incentive Reversal in Teams," forthcoming in *The Journal of Economic Behavior and Organization*.
8. Babaioff, M., M. Feldman, N. Nisan and E. Winter (2012) "Combinatorial Agency", *Journal of Economic Theory* 147, 999-1034.
9. Berenstein, S. and E. Winter (2012) "Multi Agent Contracting with Heterogeneous Externalities" *American Economic Journal: Microeconomics* 4(2), 50-76.
10. Reny, P., E. Winter and M. Wooders (2012) "The Partnered core of a Game with Side Payments" *Social Choice and Welfare* Volume 39 issues 2-3, 521-536.
11. Meshulam, M., E. Winter, G. Ben Shahaar and Y. Aharaon (2012) "Rational Emotions in the Lab" *Social Neuroscience* Volume 7, Issue 1, pages 11-17.
12. Winter, E. (2010) "Transparency among Peers and Incentives." *Rand Journal of Economics* 41 504-523.

13. Bornhorst, F., A. Ichino, O. Kirchkamp, K. Schlag, and E. Winter, (2010) "Similarities and Differences when Building Trust: The Role of Culture" Experimental Economics 260-283.
14. Kagel, J., H. Sung and E. Winter, (2010) "Veto Power in Committees: An Experimental Study" Experimental Economics 13(2) 167-188.
15. Polanski, A. and E. Winter (2010) "Two Sided Markets with Repeated Transactions." in The B.E. Journal of Theoretical Economics, Advances tier 10 (1) Article 1.
16. J. Bracht, F Koessler, E. Winter and A. Ziegelmeier (2010) "Fragility of Information Cascades: An Experimental Study using Elicited Beliefs" Experimental Economic 13(2) 121-145.
17. Bag, P. H. Sabourian and E. Winter (2009) "Multi-Stage Voting, Sequential Elimination and Condorcet Consistency" the Journal of Economic Theory 144(3) 1278-1299.
18. Winter, E. (2009) "Incentive Reversal." American Economic Journal: Microeconomics 1(2) 133-147.
19. Gould, E. and E. Winter (2009) "Interactions Between Workers and the Technology of Production: Evidence from Professional Baseball" Review of Economics and Statistics. Vol. 91, No. 1, Pages 188-200
20. Klor, E. and E. Winter (2007) "The Welfare Effects of Public Opinion Polls." International Journal of Game Theory. 35 (3) 1270-1432.
21. Seidmann, D., E. Winter, and Elan Pavlov (2007) "The Role of Formateur in Coalition Formation." Economic Theory 31 (3): 427-445.
22. Winter, E., (2006) "Optimal Incentives for Sequential Production Processes." Rand Journal of Economics. 37 (2): 376-390.
23. Winter, E and S. Zamir (2005) "An Experiment with Ultimatum Bargaining in a Changing Environment" The Japanese Economic Review 56 (3): 363-385.

24. Winter, E. (2004) "Incentives and Discrimination" American Economic Review. 94, 3 764-773.
25. Kittsteiner, T., J. Nikutta and E. Winter, (2004) "Declining Valuations in Sequential Auctions." International Journal of Game Theory. 33 (1): 89-106.
26. O'Neill, B., D. Samet, Z. Wiener and E. Winter (2004), "Bargaining with an Agenda," Games and Economic Behavior 48, 139-153.
27. Mutuswami, S. and E. Winter (2004), "Efficient Mechanisms for Multiple Public Goods," Journal of Public Economics 88, 629-644.
28. Mutuswami, S. and E. Winter (2002), "Subscription Mechanisms for Network Formation," Journal of Economic Theory 106, 242-264.
29. Milchtaich, I. and E. Winter (2002), "Stability and Segregation in Group Formation," Games and Economic Behavior 38, 318-346.
30. 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.
31. Volij, O. and E. Winter (2002), "On Risk Aversion and Bargaining Outcomes," Games and Economic Behavior 41,120-140.
32. Dagan, N., O. Volij and E. Winter (2002), "A New Axiomatization of the Nash Bargaining Solution," Social Choice and Welfare 19, 811-823.
33. Peleg, B. and E. Winter (2002), "Constitutional Implementation," Review of Economic Design 7,187-204.
34. Okada, A. and E. Winter (2002), "A Non-Cooperative Axiomatization of the Core," Theory and Decision 53, 1-28.
35. 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.

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

37. 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.

38. Winter, E. (1997), “Negotiations in Multi-Issue Committees,” Journal of Public Economics 65, 323-342.

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

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

41. Winter, E. (1996), “Voting and Vetoing,” American Political Science Review 90, 813-823.

42. Bornstein G., E. Winter and H. Goren (1996), “An Experimental Study of Repeated Team Games,” European Journal of Political Economy 12, 629-639.

43. Calvo, E., J. Lasaga and E. Winter (1996), “On the Principle of Balanced Contributions,” Mathematical Social Sciences 31, 171-182.

44. Winter, E. (1996), “Mechanism Robustness in Multilateral Bargaining,” Theory and Decision 40, 131-147.

45. 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.

46. Moldovanu, B. and E. Winter (1995), “Order Independent Equilibria,” Games and Economic Behavior 9, 21-34.

47. Winter, E. (1994), "Non-Cooperative Bargaining in Natural Monopolies," Journal of Economic Theory 64, 202-220.
48. Winter, E. (1994), "The Demand Commitment Bargaining and Snowballing Cooperation," Economic Theory 4, 255-273.
49. 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).
50. Moldovanu, B. and E. Winter (1994), "Increasing Returns to Cooperation and Core Implementation," Journal of Mathematical Economics 23, 533-548.
51. Winter, E. and M. Wooders (1994), "An Axiomatization of the Core in Finite and Infinite Games," Social Choice and Welfare 11, 165-175.
52. Owen, G. and E. Winter (1992), "The Multilinear Extension and the Coalition Value," Games and Economic Behavior 4, 582-587.
53. Winter, E. (1992), "On Bargaining Position Description: Symmetry versus Asymmetry," International Journal of Game Theory 21, 191-211.
54. Winter, E. (1991), "A Solution for Non-Transferable Utility Games with Coalition Structure," International Journal of Game Theory 20, 53-63.
55. Winter, E. (1992), "The Consistency and the Potential for Values of Games with Coalition Structure," Games and Economic Behavior 4, 132-144.
56. van Damme, E., R. Selten and E. Winter (1990), "Alternating Bargaining with Smallest Money Unit," Games and Economic Behavior 2, 188-201.
57. Winter, E. (1989), "A Value for Games with Level Structures," International Journal of Game Theory 18, 227-242.

**Chapters in Books (refereed)**

58. Babaioff, M. and E. Winter "Contract Complexity" *ACM Conference on Electronic Commerce (ACM-EC 2014), June 2014.*

59. Ponti, G. D. Lopez Pintado and E. Winter "Inequality or Strategic Uncertainty? An Experimental Study on Incentives and Hierarchy Games, Rationality and Behavior: Essays on Behavioral Game Theory and Experiments eds. Alessandro Innocenti and Patrizia Sbriglia. Palgrave Macmillan, January 2008.

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

61. 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.

62. 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.

63. 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.

### **Books Edited**

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

### **Working Papers**

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

66. Kremer, I. and E. Winter "Liquidity Runs and Collateral"

67. Harel A. and E. Winter "Externalities among Criminals"

68. Marciano-Romm, D. E. Hart and E. Winter "United in Regret: Impulses of Groups and Individuals in Repeated Decisions"
69. Sorokin, C. and E. Winter "The Role of Information in Conflict Escalation"