

Ted (Edward) O'Donoghue

Department of Economics
Cornell University
Ithaca, NY 14853-7601
Email: edo1@cornell.edu

Education:

- Ph.D. 1996, University of California, Berkeley, Economics
Dissertation Title: "Patent Protection When Innovation is Cumulative"
Supervised by Suzanne Scotchmer
- A.B. 1990, Dartmouth College, Economics modified with Psychology

Fields of Specialization:

Behavioral Economics, Industrial Organization, Game Theory

Professional Experience:

- 2015- Zubrow Professor of Economics, Department of Economics, Cornell University
- 2015-18 Senior Associate Dean for Social Science, College of Arts & Sciences, Cornell University
(July 2015 through December 2018)
- 2008-15 Professor, Department of Economics, Cornell University
- 2012 Visiting Scholar, Department of Economics, U.C. Berkeley (Fall Semester)
- 2006-07 Associate Professor of Economics, Department of Social & Decision Sciences, Carnegie Mellon University.
- 2003-08 Associate Professor, Department of Economics, Cornell University
- 2004 Visiting Scholar, Department of Economics, New York University (Fall Semester)
- 1997-03 Assistant Professor, Department of Economics, Cornell University
- 2000 Visiting Scholar, Department of Economics, U.C. Berkeley (Spring Semester)
- 1996-97 Visiting Postdoctoral Fellow, Center for Mathematical Studies in Economics and Management Sciences, Northwestern University

Awards and Fellowships:

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| 2014 | <i>American Economic Review</i> Excellence in Refereeing Award |
| 2012 | <i>American Economic Review</i> Excellence in Refereeing Award |
| 2012 | <i>Quarterly Journal of Economics</i> Excellence in Refereeing Award |
| 2010 | Cornell Provost's Award for Distinguished Scholarship |
| 2009 | <i>American Economic Review</i> Excellence in Refereeing Award |
| 2003-04 | Robert and Helen Appel Fellowship for Humanists |
| 1995-96 | Alfred P. Sloan Doctoral Dissertation Fellowship |
| 1995 | Outstanding Graduate Student Instructor Award |
| 1993-94 | University Fellowship |
| 1992 | Eliot Swan Award for Most Outstanding First-Year Student |
| 1991-92 | Flood Fellowship |

Grants:

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|---------|---|
| 2010-13 | National Science Foundation Grant # SES-1031136 [Co-PI] "An Empirical Investigation into the Nature of Risk Preferences" |
| 2009-12 | Cornell University Institute for the Social Sciences Theme Project "Judgment, Decision Making, and Social Behavior" |
| 2005-09 | National Science Foundation Grant # SES-0518758 "Collaborative Research on Self Control and Consumer Choice" |
| 2002-05 | National Science Foundation Grant # SES-0214043 "Collaborative Research on Behavioral Economics" |
| 2000-01 | National Science Foundation Grant # SES-0078796 "Collaborative Research on Behavioral Models of Intertemporal Choice" |

Publications in Journals:

- Christina McGranaghan, Kirby Nielsen, Ted O'Donoghue, Jason Somerville, and Charles D. Sprenger, "Distinguishing Common Ratio Preferences from Common Ratio Effects Using Paired Valuation Tasks," *American Economic Review*, **114**(2), 307-347.
- Ori Heffetz, Ted O'Donoghue, and Henry Schneider, "Reminders Work, But for Whom? Evidence from New York City Parking-Ticket Recipients," *American Economic Journal: Economic Policy*, **14**(4), November 2022, 343-370.
- Brian Dillon, Joachim De Weerd, and Ted O'Donoghue, "Paying More for Less: Why Don't Households in Tanzania Take Advantage of Bulk Discounts?" *World Bank Economic Review*, **35**(1), February 2021, 48-179.

- Corinna E. Löckenhoff, Joshua L. Rutt, Gregory R. Samanez-Larkin, Casey Gallagher, Ted O'Donoghue, and Valerie F. Reyna, "Age Effects in Sequence-Construction for a Continuous Cognitive Task: Similar Sequence-Trends but Fewer Switch-Points," *Journals of Gerontology: Series B*, 2018. doi:10.1093/geronb/gby090.
- Levon Barseghyan, Francesca Molinari, Ted O'Donoghue, and Joshua Teitelbaum, "Estimating Risk Preferences in the Field," *Journal of Economic Literature*, **56**(2), June 2018, 501-564.
- Ted O'Donoghue and Jason Somerville, "Modeling Risk Aversion in Economics," *Journal of Economic Perspectives*, **32**(2), Spring 2018, 91-114.
- Corinna E. Löckenhoff, Joshua L. Rutt, Gregory R. Samanez-Larkin, Ted O'Donoghue, and Valerie F. Reyna, "Preferences for Temporal Sequences of Real Outcomes Differ across Domains but Do Not Vary by Age," *Journals of Gerontology: Series B*, 2017. doi: 10.1093/geronb/gbx094.
- Corinna E. Löckenhoff, Joshua L. Rutt, Gregory R. Samanez-Larkin, Ted O'Donoghue, Valerie F. Reyna, and Barbara Ganzel, "Dread Sensitivity in Decisions About Real and Imagined Electrical Shocks Does Not Vary by Age," *Psychology and Aging*, **31**(8), December 2016, 890-901.
- Ted O'Donoghue and Matthew Rabin, "Present Bias: Lessons Learned and To Be Learned," *American Economic Review Papers and Proceedings*, **105**(5), May 2015, 273-79.
- Ted O'Donoghue, "Teaching a Behavioral Economics Elective: Highlighting the Science of Economics," *American Economic Review Papers and Proceedings*, **105**(5), May 2015, 391-95.
- George Loewenstein, Ted O'Donoghue, and Sudeep Bhatia, "Modeling the Interplay Between Affect and Deliberation," *Decision*, **2**(2), April 2015, 55-81.
- Levon Barseghyan, Francesca Molinari, Ted O'Donoghue, and Joshua Teitelbaum, "The Nature of Risk Preferences: Evidence from Insurance Choices," *American Economic Review*, **103**(6), October 2013, 2499-2529.
- Levon Barseghyan, Francesca Molinari, Ted O'Donoghue, and Joshua Teitelbaum, "Distinguishing Probability Weighting from Risk Misperceptions in Field Data," *American Economic Review Papers and Proceedings*, **103**(3), May 2013, 580-585.
- Corinna Löckenhoff, Ted O'Donoghue, and David Dunning, "Age Differences in Temporal Discounting: The Role of Dispositional Affect and Anticipated Emotions," *Psychology and Aging*, **26**(2), June 2011, 274-284.
- Ted O'Donoghue and Matthew Rabin, "Procrastination on Long-Term Projects," *Journal of Economic Behavior and Organization*, **66**(2), May 2008, 161-175.

- Mike Conlin, Ted O'Donoghue, and Timothy Vogelsang, "Projection Bias in Catalog Orders," *American Economic Review*, **97**(4), September 2007, 1217-1249.
- Ted O'Donoghue and Matthew Rabin, "Optimal Sin Taxes," *Journal of Public Economics*, **90**(10-11), November 2006, 1825-1849.
- George Loewenstein and Ted O'Donoghue, "'We Can Do This the Easy Way or the Hard Way': Negative Emotions, Self-regulation and the Law," *University of Chicago Law Review*, **73**, Winter 2006, 183-206.
- Ted O'Donoghue and Matthew Rabin, "Optimal Taxes for Sin Goods," *Swedish Economic Policy Review*, **12**(2), 2005, 7-39.
- Ted O'Donoghue and Josef Zweimüller, "Patents in a Model of Endogenous Growth," *Journal of Economic Growth*, **9**(1), March 2004, 81-123.
- George Loewenstein, Ted O'Donoghue, and Matthew Rabin, "Projection Bias in Predicting Future Utility," *Quarterly Journal of Economics*, **118**(4), November 2003, 1209-1248.
- Michael Conlin, Michael Lynn, and Ted O'Donoghue, "The Norm of Restaurant Tipping," *Journal of Economic Behavior and Organization*, **52**(3), November 2003, 297-321.
- Ted O'Donoghue and Matthew Rabin, "Studying Optimal Paternalism, Illustrated by a Model of Sin Taxes," *American Economic Review Papers and Proceedings*, **93**(2), May 2003, 186-191.
- Colin Camerer, Samuel Issacharoff, George Loewenstein, Ted O'Donoghue, and Matthew Rabin, "Regulation for Conservatives: Behavioral Economics and the Case for 'Asymmetric Paternalism'," *University of Pennsylvania Law Review*, **151**(3), January 2003, 1211-1254.
- Shane Frederick, George Loewenstein, and Ted O'Donoghue, "Time Discounting and Time Preference: A Critical Review," *Journal of Economic Literature*, **40**(2), June 2002, 351-401.
- [Reprinted in Roy Baumeister, George Loewenstein, and Daniel Read, eds., *Time and Decision: Economic and Psychological Perspectives on Intertemporal Choice*, Russell Sage Foundation, 2003; and in Colin F. Camerer, George Loewenstein, and Matthew Rabin, eds., *Advances in Behavioral Economics*, Princeton University Press, 2003.]
- Ted O'Donoghue and Matthew Rabin, "Choice and Procrastination," *Quarterly Journal of Economics*, **116**(1), February 2001, 121-160.
- Ted O'Donoghue and Matthew Rabin, "The Economics of Immediate Gratification," *Journal of Behavioral Decision Making*, **13**(2), April/June 2000, 233-250.
- Ted O'Donoghue and Matthew Rabin, "Incentives for Procrastinators," *Quarterly Journal of Economics*, **114**(3), August 1999, 769-816.

Ted O'Donoghue and Matthew Rabin, "Doing It Now or Later," *American Economic Review*, **89**(1), March 1999, 103-124.

[Reprinted in Colin F. Camerer, George Loewenstein, and Matthew Rabin, eds., *Advances in Behavioral Economics*, Princeton University Press, 2003.]

Ted O'Donoghue, "A Patentability Requirement for Sequential Innovation," *RAND Journal of Economics*, **29**(4), Winter 1998, 654-679.

Ted O'Donoghue, Suzanne Scotchmer, and Jacques-Francois Thisse, "Patent Breadth, Patent Life, and the Pace of Technological Progress," *Journal of Economics and Management Strategy*, **7**(1), Spring 1998, 1-32.

Publications in Collected Volumes:

Ted O'Donoghue and Charles Sprenger, "Reference-Dependent Preferences," in B. Douglas Bernheim, Stefano Della Vigna, and David Laibson, eds., *Handbook of Behavioral Economics – Foundations and Applications 1*, Elsevier, 2018, pp. 1-77.

Ted O'Donoghue and Matthew Rabin, "Incentives and Self Control," in Richard Blundell, Whitney Newey, and Torsten Persson, eds., *Advances in Economics and Econometrics: Volume 2: Theory and Applications (Ninth World Congress)*, Cambridge University Press, 2007, pp. 215-245.

Ted O'Donoghue and Matthew Rabin, "Self Awareness and Self Control," in Roy Baumeister, George Loewenstein, and Daniel Read, eds., *Time and Decision: Economic and Psychological Perspectives on Intertemporal Choice*, Russell Sage Foundation, 2003, pp. 217-243.

Ted O'Donoghue and Matthew Rabin, "Risky Behavior Among Youths: Some Issues from Behavioral Economics," in Jon Gruber, ed., *Risky Behavior Among Youths: An Economic Analysis*, University of Chicago Press, 2001, pp. 29-67.

Ted O'Donoghue and Matthew Rabin, "Procrastination in Preparing for Retirement," in Henry Aaron, ed., *Behavioral Dimensions of Retirement Economics*, Brookings Institution Press & Russell Sage Foundation, 1999, pp. 125-156.

Ted O'Donoghue and Matthew Rabin, "Addiction and Self Control," in Jon Elster, ed., *Addiction: Entries and Exits*, Russell Sage Foundation, 1999, pp. 169-206.

Unpublished Papers:

Ori Heffetz, Ted O'Donoghue, and Henry Schneider, "A Note on the Identification of Present Bias and Forgetting from Task-Completion Data," January 2023.

George Loewenstein and Ted O'Donoghue, "Animal Spirits: Affective and Deliberative Processes in Economic Behavior," May 2005.

Ted O'Donoghue and Matthew Rabin, "Addiction and Present-Biased Preferences," July 2002, CAE Working Paper #02-10.

Invited Conference Participation:

Speaker: Cornell/Edinburgh Conference on Behavioral Economics and the Economics of Inequality (Edinburgh, June 7-8, 2019)
2015 ASSA Meetings (Boston, January 2015)
2013 ASSA Meetings (San Diego, January 2013)
1st CESifo Area Conference on Behavioural Economics (Munich, October 2011).
Asia Summer Institute in Behavioral Economics [gave 7 lectures] (National University of Singapore, July 26-August 6, 2010)
2010 Behavioral Economics Annual Meeting (Cornell, May 2010).
Economic Design Network Conference on "Behavioral Economics: Theory, Experiment and Policy" (Monash University, June 2008).
Economic Council of Sweden Conference on "Regulating Unhealthy Consumption" (Stockholm, May 2005).
Cornell/LSE/MIT Conference on Behavioral Economics, Public Economics, and Development Economics (LSE, May 2004).
2004 ASSA Meetings (San Diego, January 2004).
4th International Conference on Public Economic Theory (Duke, June 2003).
USC Law School Conference on Behavioral Public Finance (February, 2003).
2002 Russell Sage Summer Institute in Behavioral Economics (Berkeley).
SITE Behavioral-Economics Workshop (Stanford, August 2001).
ESSET (Gerzensee, Switzerland, July 2001).
CEPR Conference on Psychology and Economics (ECARE, Brussels, June 2001).
2001 ASSA Meetings (New Orleans, January 2001).
2000 World Congress of the Econometric Society (Seattle, August 2000).
2000 Russell Sage Summer Institute in Behavioral Economics (Berkeley).
NBER Conference on "An Economic Analysis of Risky Behavior Among Youths" (Captiva, Florida, December 1999).
NBER Pre-Conference on "An Economic Analysis of Risky Behavior Among Youths" (Cambridge, April/May 1999).
1999 ASSA Meetings (New York, January 1999).
1998 Russell Sage Summer Institute in Behavioral Economics (Palo Alto).
1997 Summer Econometric Society Meetings (Pasadena, June 1997).
1997 Russell Sage Conference on Addiction (New York, June 1997).
1996 ASSA Meetings (San Francisco, January 1996).

Discussant: NBER Behavioral Finance Meeting (Virtual, October 2020)
2009 ASSA Meetings (San Francisco, January 2009).
2001 ASSA Meetings (New Orleans, January 2001).
NBER Behavioral Macroeconomics Conference (Cambridge, November 2000).

1999 ASSA Meetings (New York, January 1999).
NBER Behavioral Macroeconomics Conference (Cambridge, December 1998).
1997 Summer Econometric Society Meetings (Pasadena, June 1997).

Participant: 2023 Behavioral Economics Annual Meeting (Yale, May 2023).
2022 Behavioral Economics Annual Meeting (Berkeley, May 2022).
2021 Behavioral Economics Annual Meeting (Virtual, May 2021).
2020 Behavioral Economics Annual Meeting (Virtual, May 2020).
2019 Behavioral Economics Annual Meeting (Cornell, May 2019).
2018 Behavioral Economics Annual Meeting (Yale, May 2018).
2017 Behavioral Economics Annual Meeting (UC Berkeley, May 2017).
2016 Behavioral Economics Annual Meeting (Cornell, May 2016).
2015 Behavioral Economics Annual Meeting (Yale, May 2015).
2014 Behavioral Economics Annual Meeting (UC Berkeley, May 2014).
2013 European Behavioral Economics Meeting (Berlin, June 2013)
2013 Behavioral Economics Annual Meeting (Cornell, May 2013).
2012 Behavioral Economics Annual Meeting (Yale, May 2012).
2011 Behavioral Economics Annual Meeting (UC Berkeley, May 2011).
First Annual Conference in Behavioral Economics (UC Berkeley, May 2009).
Economic Research Service (USDA), “Behavioral Economics Conference:
Applications to Dietary Choice and Obesity” (Washington DC, June 2007).

Professional Activities:

Associate Editor, *American Economic Review: Insights*, 2017-present.

Associate Editor, *Quarterly Journal of Economics*, 2005-2023.

Associate Editor, *American Economic Review*, 2014-2016.

Associate Editor, *Journal of Industrial Economics*, 2004-2007.

Member, Editor Search Committee for *American Economic Journal: Microeconomics*, 2022.

Member, Program Committee, 2015 Econometric Society World Congress.

Member, 2015 Program Committee, American Economic Association

Member, 2013 Nominating Committee, American Economic Association.

Co-Organizer, 2023 Behavioral Economics Annual Meeting (Yale, May 2023).

Co-Organizer, 2022 Behavioral Economics Annual Meeting (Berkeley, May 2022).

Co-Organizer, 2021 Behavioral Economics Annual Meeting (Virtual, May 2021).

Co-Organizer, 2020 Behavioral Economics Annual Meeting (Virtual, May 2020).

Co-Organizer and Host, 2019 Behavioral Economics Annual Meeting (Cornell, May 2019).

Co-Organizer, 2018 Behavioral Economics Annual Meeting (Yale, May 2018).

Co-Organizer, 2017 Behavioral Economics Annual Meeting (Berkeley, May 2017).

Co-Organizer and Host, 2016 Behavioral Economics Annual Meeting (Cornell, May 2016).

Co-Organizer, 2015 Behavioral Economics Annual Meeting (Yale, May 2015).

Co-Organizer, 2014 Behavioral Economics Annual Meeting (Berkeley, May 2014).

Co-Organizer and Host, 2013 Behavioral Economics Annual Meeting (Cornell, May 2013).

Co-Organizer, 2012 Behavioral Economics Annual Meeting (Yale, May 2012).

Co-Organizer, 2011 Behavioral Economics Annual Meeting (Berkeley, May 2011).

Co-Organizer and Host, 2010 Behavioral Economics Annual Meeting (Cornell, May 2010).

Co-Founder and Co-Organizer, 1st Annual Behavioral Economics Conference (Berkeley, May 2009).

Member, Program Committee, 2009 Summer Meetings of the Econometric Society.

Member, Russell Sage Foundation Behavioral Economics Roundtable, 2005-present.
(Executive Committee Member, 2009-2015).

Referee for (since 2010): *American Economic Review*; *Quarterly Journal of Economics*; *Econometrica*; *Journal of Political Economy*; *Review of Economic Studies*; *American Economic Review: Insights*; *American Economic Journal: Microeconomics*; *American Economic Journal: Policy*; *Journal of Finance*; *RAND Journal of Economics*; *Review of Economics and Statistics*; *Journal of Economic Theory*; *Journal of the European Economic Association*; *Games and Economic Behavior*; *Economic Theory*; *International Economic Review*; *Journal of Public Economics*; *Journal of Economic Behavior and Organization*; National Science Foundation.

Invited Seminars (since 2000): Boston University (2014), Carnegie-Mellon University (2005), Harvard University (2004, 2016), Indiana University (2007), Johns Hopkins University (2001), Lehigh University (2023), London School of Economics (2000), Michigan State University (2010), New York University (2004), North Carolina State University (2003), Northwestern University (2001), Princeton University (2010, 2007), Queen's University (2000), Rice University (2001), Stanford University (2014, 2019), Syracuse University (2002), University of California at Berkeley (2012, 2010, 2004, 2000), University of

California at Los Angeles (2010), University of California at San Diego (2019), University of Melbourne (2008), University of Michigan (2002, 2022), University of New South Wales (2008), University of Pennsylvania (2010, 2005, 2002), University of Pittsburgh (2007, 2023), University of Texas (2002), University of Wisconsin (2014, 2000), University of Zurich (2000, 2023), Vanderbilt University (2003), Williams College (2015).

Member: American Economic Society, Econometric Society.

University Service:

Co-Chair, Economics Super-Department Committee, June 2020-August 2021.

Co-Chair, Provost's Review of the Social Sciences at Cornell, February 2016-October 2018.

Senior Associate Dean for Social Science, College of Arts & Sciences, July 2015-December 2018.

Associate Chair, Department of Economics, Fall 2013-Spring 2015.

Director of Undergraduate Studies, Department of Economics, Fall 2013-Spring 2015.

Member, Budget Advisory Committee, College of Arts & Sciences, Spring 2015.

Faculty Member, Cornell University Council Administrative Board, Fall 2012-Spring 2014.

Chair, Economics Undergraduate Planning Committee, Fall 2011-Spring 2012, Spring 2013.

Co-Chair, Economics Transition Committee, Spring-Summer 2011.

Member, Provost's Economics Reorganization Committee, Fall 2010-Spring 2011.

Member, Provost's Social Science Task Force, Spring-Fall 2009.

Member, College of Arts & Sciences Academic Planning Committee, Spring-Fall 2009.

Member, Institute for the Advancement of Economics at Cornell (IAEC), 2008-2012.

Member, Provost's Economics Field Ad Hoc Committee, 2007.

Chair, Search Committee, Department of Economics, 2007-2011, 2013-2014, 2020-2021.

Co-Chair, Behavioral Economics Search Committee, Johnson College of Business, 2023-2024.

Member, Department Chair Search Committee, Department of Psychology, 2023-2024.

Chair, IAEC Post-Doc Search Committee, Spring 2009.

Co-Director, Center for Behavioral Economics & Decision Research, 2002-present.

Co-Organizer (and Founder), Behavioral Economics Workshop, 2007-present.

Co-Organizer (and Co-Founder), Applied Economics Workshop, 2009-2012.

Co-Organizer, Applied Microeconomics Workshop, 2003-2005, 2007-2009.

Departmental Committees at Cornell: Search Committee (2000-2006, 2007-2012, 2013-2014, 2020-2021), Undergraduate Committee (2002-2006), Placement Committee (1997-1998, 1999-2003), Graduate Admissions Committee (1998-1999).

Courses Taught:

Graduate Behavioral Economics

Graduate Industrial Organization

Undergraduate Behavioral Economics

Undergraduate: Better Decisions for Life, Love, and Money

Undergraduate Industrial Organization

Undergraduate Intermediate Macroeconomics

Undergraduate Policy Analysis

Dissertation Committees at Cornell:

Mandar Oak, Ph.D., 2002; Dong-Hun Kim, Ph.D., 2002; Vladimir Petkov, Ph.D., 2003; Yun Choi, Ph.D. 2003; Arnaud Dellis, Ph.D. 2004; Christoph Vanberg, Ph.D. 2005; Patrick Nolen, Ph.D. 2006; Amanda Felkey, Ph.D. 2006; Marie-Louise Viero, Ph.D. 2006; Homa Zarghamee, Ph.D. 2007; Gizem Saka, Ph.D. 2007 (chair), Dan Wilmoth, Ph.D. 2010; Brian Dillon, Ph.D. 2011; Russell Toth, Ph.D. 2011; Jin Xu, Ph.D. 2013; Vic Anand, Ph.D. 2013; Alex Rees-Jones, Ph.D. 2013 (chair); Nichole Szembrot, Ph.D. 2014 (chair); Phil Armour, Ph.D. 2014; Brandon Tripp, Ph.D. 2015 (chair); Janos Zsiros, Ph.D. 2016; Leigh Wedenoja, Ph.D. 2017; Daniel Reeves, Ph.D. 2018 (chair); Lin Xu, Ph.D. 2018 (chair); Esteban Méndez-Chacón, Ph.D. 2019 (chair); Jason Somerville, Ph.D. 2020 (chair); Aviv Caspi, Ph.D. 2022; Germán Reyes, Ph.D. 2023 (chair); Yudi Wang, P.D. 2023; Adelson Teh, ongoing (chair); Tashfeen Saeed, ongoing (chair); Anjali Narang, ongoing; Ryan Dycus, ongoing.

Dissertation Committee at CMU:

Erin Krupke, Ph.D., 2007.