

**DANIEL GOTTLIEB**  
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### **Academic Background**

Ph.D., Economics, Massachusetts Institute of Technology, 2009

M.A., Economics, Getulio Vargas Foundation, 2004

B.A., Economics, Ibmecc Business School, 2001

### **Main Academic Positions**

2019 – London School of Economics

*Professor (2021 – )*

*Associate Professor (2019 – 2021)*

2015 – 2020 Olin Business School, Washington University in St. Louis

*Associate Professor with tenure (on leave 2019 – 2020)*

*Assistant Professor (2015 – 2019)*

2017 – 2018 Harvard University, Economics Department, *Visiting Researcher*

2010 – 2015 The Wharton School, University of Pennsylvania, *Assistant Professor*

2009 – 2010 Princeton University, Economic Theory Center, *Visiting Research Scholar*

### **Editorial Positions**

Co-Editor: *Economica* (2021 – 2024)

Editorial Board / Associate Editor:

*Journal of Political Economy* (2022 – )

*Review of Economic Studies* (2022 – )

*American Economic Review* (2021 – )

*Geneva Risk and Insurance Review* (2021 – )

*Review of Economic Design* (2019 – 2022)

*Journal of Risk and Insurance* (2018 – )

*Journal of Economic Behavior and Organization* (2017 – 2021)

*Brazilian Business Review* (2012 – )

Other Positions:

*Financial Markets Group*, Member (2022 – )

*STICERD*, Co-Director of Psychology and Economics Programme (2021 – )

*STICERD*, Research Associate of Economic Theory Group (2020 – )

*Risk Theory Society*, Member (2013 – 2023)

*Wharton/Penn Risk and Insurance Program*, Member (2011 – 2015)

**Professional Activities**

Head of Managerial Economics and Strategy Group, LSE, 2022–2024  
Head of Research, Department of Management, LSE, 2021–2024  
Department of Management Executive Committee, LSE, 2021–2024  
Advisory Board, LSE Behavioural Lab for Research and Teaching, 2024–present  
Doctoral Programme Director, Department of Management, LSE, 2022–2023  
Department of Management PhD Committee, LSE, 2021–2023  
Department of Management, Masters in Management, Strategy Committee, 2021–2022  
Co-Organizer, LSE/STICERD Conference on Behavioural Incentives, 2022  
Department of Management, Ethics Approver, LSE, 2021–2022  
Department of Management Strategy Committee, LSE, 2021  
Semi-Plenary Committee Organizer, Meeting of the Brazilian Econometric Society, 2021  
Interim Head of Behavioural Lab for Research and Teaching, LSE, 2020  
Research Strategy Working Group Committee, LSE, 2019 – 2021  
Organizer, Wash U. Household Finance Meeting, 2019  
Co-Organizer, CRES Applied Economics Seminar, 2016 – 2017, 2018 – 2019  
Co-Organizer, Wharton Applied Economics Workshop, 2011 – 2015  
Program Committee Member, Latin American Meeting of the Econometric Society, 2014  
Wharton Faculty Survey Committee, 2013 – 2014  
Wharton MBA and Undergraduate Curriculum Committee, 2013 – 2014  
Wharton Undergraduate Studies Committee, 2013 – 2014  
Wharton Faculty Director, South America Global Immersion Program, 2013, 2014  
Wharton Ph.D. Studies Committee, Applied Economics Ph.D., 2012  
Wharton Admissions Committee, Applied Economics Ph.D., 2011 – 2012  
Wharton Department Representative for 3rd year students, Applied Economics Ph.D., 2011  
Co-Organizer, Wharton Rosen-Huebner-McCahan Seminar, 2010  
Program Committee Member, Meeting of the Brazilian Econometric Society, 2010

**Grants, Honours, and Awards**

EPSRC Grant (£1,032,291), 2022-2027  
ERC Consolidator Grant (€1,197,823), 2022-2027 (declined)  
Robert C. Witt Award, 2021  
Excellence in Education Award, LSE, 2019-2020  
Dorinda and Mark Winkelman Distinguished Scholar Award, 2014  
Michigan Retirement Research Center Grant (\$71,250), 2014  
Wharton Dean's Research Fund, 2012, 2014  
Best Theory Paper Award, Brazilian Econometrics Society Meeting, 2013  
Wharton Mack Center Grant, 2012  
Pension Research Council Grant, 2012  
Excellence in Refereeing Award, American Economic Review, 2009

Fellow of the NSF for the 2nd Lindau Meeting of Nobel Laureates in Economics, 2006

Russell Sage Foundation Summer Institute in Behavioral Economics, 2006

MIT Presidential Fellowship, 2004-2006

CAPES-Fulbright Doctoral Fellowship, 2004-2008 (declined)

BBM Prize, Banco BBM, 2003

M.A. Fellowship, FAPERJ, 2003

M.A. Fellowship, CAPES, 2002

### **Refereed Publications**

“A Theory of Fair CEO Pay” (with Alex Edmans and Pierre Chaigneau), *AER: Insights*, Forthcoming.

“Stochastic Impatience and the Separation of Time and Risk Preferences” (with David Dillenberger and Pietro Ortoleva), *Theoretical Economics*, Forthcoming.

“Corrigendum: Long-Term Contracting with Time-Inconsistent Agents” (with Alex Citanna, Paolo Siconolfi, and Xingtang Zhang), *Econometrica*, 91(3), 25-30, 2023

“How Should Performance Signals Affect Contracts?” (with Pierre Chaigneau and Alex Edmans)  
*Review of Financial Studies*, 35 (1), 168-206, 2022

“Simple Contracts with Adverse Selection and Moral Hazard” (with Humberto Moreira)  
*Theoretical Economics*, 17 (3), 1357-1401, 2022

“Lapse-Based Insurance” (with Kent Smetters)  
*American Economic Review*, 111(8), 2377-2416, 2021 [lead article]

“Long-Term Contracting with Time-Inconsistent Agents” (with Xingtang Zhang)  
*Econometrica*, 89 (2), 793-824, 2021

“Time Lotteries and Stochastic Impatience” (with Patrick DeJarnette, David Dillenberger, and Pietro Ortoleva)  
*Econometrica*, 88 (2), 619-656, 2020

“Narrow Framing and Long-Term Care Insurance” (with Olivia S. Mitchell)  
*Journal of Risk and Insurance*, 87(4), 861-893, 2020

“Moral Incentives: Experimental Evidence from Repayments of an Islamic Credit Card” (with Leonardo Bursztyn, Stefano Fiorin, and Martin Kanz)  
*Journal of Political Economy*, 127 (4), 1641-1683, 2019

“An Example of Non-Existence of Riley Equilibrium in Markets with Adverse Selection” (with Eduardo Azevedo)  
*Games and Economic Behavior*, 116, 152-157, 2019

“The Informativeness Principle without the First-Order Approach” (with Pierre Chaigneau and Alex Edmans)  
*Games and Economic Behavior*, 113, 743-755, 2019

“Does Improved Information Improve Incentives?” (with Pierre Chaigneau and Alex Edmans)  
*Journal of Financial Economics*, 130 (2), 291-307, 2018

“Perfect Competition in Markets with Adverse Selection” (with Eduardo Azevedo)  
*Econometrica*, 85 (1), 67-105, 2017

“Experimentation and Project Selection: Screening and Learning” (with Renato Gomes and Lucas Maestri)

*Games and Economic Behavior*, 96, 145-169, 2016

“Imperfect Memory and Choice under Risk”

*Games and Economic Behavior*, 85, 127-158, 2014

“Should Educational Policies Be Regressive?” (with Humberto Moreira)

*Journal of Public Economic Theory*, 14(4), 601-623, 2012

“Risk-Neutral Firms Can Extract Unbounded Profits from Consumers with Prospect Theory Preferences” (with Eduardo Azevedo)

*Journal of Economic Theory*, 147(3), 1291-1299, 2012

“Competition Over Time-Inconsistent Consumers”

*Journal of Public Economic Theory*, 10 (4), 673-68, 2008

“A Model of Mixed Signals with Applications to Countersignaling” (with Aloisio Araujo and Humberto Moreira)

*RAND Journal of Economics*, 38 (4), 1020-1043, 2007

“Asymmetric Information in late 19th century Cooperative Insurance Societies”

*Explorations in Economic History*, 44 (2), 270-292, 2007

### **Working Papers**

“Market Power and Insurance Coverage” (with Humberto Moreira)

“Will You Never Learn? Self Deception and Biases in Information Processing”

“Prospect Theory, Life Insurance, and Annuities”

“Simultaneous Moral Hazard and Adverse Selection” (with Humberto Moreira)

“Grade Non-Disclosure” (with Kent Smetters)

“Managing News Utility” (with Matthew Rabin)

### **Teaching**

EC 441, “Microeconomics,” London School of Economics (MRes/PhD)

Fall 2022, Fall 2023

MG 465, “Managerial Economics,” London School of Economics (Master)

Fall 2019, Fall 2020, Fall 2021, Fall 2022, Fall 2023

MG 411, “Firms and Markets,” London School of Economics (Master)

Spring 2021, Fall 2022

MG 301, “Strategy,” London School of Economics (Undergraduate)

Fall 2020, Spring 2021

MEC 5406, “Managerial Economics,” Washington University in St Louis (PMBA)

Summer 2019

MEC 290, “Microeconomics,” Washington University in St Louis (Undergraduate)

Spring 2016, Spring 2017, Spring 2019

BEPP 305/805, “Risk Management,” Wharton (Undergraduate/MBA)

Fall 2010, Spring 2011, Spring 2013, Fall 2014

BEPP 932, “Contract Theory and Applications,” Wharton (PhD)

Fall 2009, Fall 2010, Spring 2013, Fall 2014

BEPP 934, “Economics of Risk and Time,” Wharton (PhD)

Spring 2011, Spring 2012

Contract Theory, Getulio Vargas Foundation (Masters/Doctorate)

Summer 2009

14.102, “Mathematics for Economists,” Massachusetts Institute of Technology (PhD)

Fall 2007

14.01, “Principles of Microeconomics,” Massachusetts Institute of Technology (Undergraduate)

Fall 2006, Spring 2007

### **Conference and Seminar Presentations**

**2024** (including scheduled)

Seminars: University of Southern California, California Institute of Technology, UCSD, UCSB, Université Catholique de Louvain, Pompeu Fabra University, Autonomous University of Barcelona, University of Lille, Frankfurt School of Finance / Goethe University, CREST (Paris), Universidad Carlos III, University of Vienna.

Conferences: Behavioral Insurance Workshop (keynote), Economic Theory Festival (keynote), European Finance Association, Columbia Conference in Economic Theory, LA Theory Conference.

**2023**

Seminars: London Business School, Paris School of Economics/Sciences Po, University of Essex, University of Naples Federico II, University of Barcelona, Bocconi, Royal Holloway.

Conferences: Annual conference on Asset Pricing and Financial Econometrics (Oslo), LSE/UCL Theory Workshop.

**2022**

Seminars: University of Chicago/UC Berkeley Behavioral Economics Seminar, Central European University, Hebrew University, Aalto University.

Conferences: Warwick Theory Workshop, Israel Workshop in Economic Theory.

Discussion: Frontiers in Economics, NBER Summer Institute (Household Finance).

**2021**

Seminars: Fundação Getulio Vargas, University of Chicago (guest lecture, Behavioural Economics PhD), HEC Paris, Düsseldorf Institute for Competition Economics, University of Bonn, Warwick, Oxford, University of Southampton, University of British Columbia/Simon Fraser/University of Calgary.

Conferences: Meeting of the European Economic Association/Econometric Society European Meeting, Conference for 60<sup>th</sup> year of Fundação Getulio Vargas (keynote).

Discussion: NBER Insurance.

**2020**

Seminars: University of Chicago, Toulouse School of Economics, Warwick, University of Hamburg.

Conferences: Brazilian Society of Econometrics/ANPEC (keynote), World Congress of the IEA, World Congress of the Econometric Society, Anpec-Sul.

## 2019

Seminars: Stanford Graduate School of Business, London School of Economics, Cornell University, University of Pittsburg, University of Munich, University of Southern California.

Conferences: American Economic Association (Atlanta), UC Santa Barbara Theory and Experimental Center Conference, Risk Theory Society (Alabama), European Behavioral Economics Meeting (Bonn), ESSET (Gerzensee), European Group of Risk and Insurance Economists (Rome).

Discussions: Meeting of the American Economic Association (Atlanta), NBER Insurance (Stanford).

## 2018

Seminars: UC Berkeley, Princeton University, Boston University, London School of Economics, University of Alicante, UCLA, UC Santa Barbara.

Conferences: American Finance Association (Philadelphia), Behavioral Workshop (Frankfurt), Stanford Institute for Theoretical Economics.

## 2017

Seminars: Harvard University Behavioral Seminar, Harvard-MIT Theory Seminar, University of Pennsylvania, University of Utah, Boston College, Rice University, Washington University in St. Louis.

## 2016

Seminars: University of Wisconsin-Madison.

Conferences: American Economic Association (San Francisco), Financial Intermediation Research Society Conference (Lisbon), Western Finance Association (Park City), NBER Summer Institute (Household Finance), Society for the Advancement of Economic Theory (Rio de Janeiro, 2x).

Discussions: NBER Insurance Meeting (Chicago).

## 2015

Seminars: MIT Organizational Seminar, University of Toronto, Washington University in St Louis, University of Wisconsin-Madison.

Conferences: American Economic Association (Boston), NBER Insurance Group (Stanford), World Congress of the Econometric Society (Montreal), Behavioral Industrial Organization Workshop (Frankfurt), Risk Theory Society (Cornell), Society for the Advance of Economic Theory (Cambridge), Stockholm Institute for Financial Research (Stockholm).

## 2014

Seminars: Federal Reserve Board / George Washington University, Wharton School of Business, Getulio Vargas Foundation (EESP).

Discussions: Miami Behavioral Finance Conference.

## 2013

Seminars: Penn State University, Getulio Vargas Foundation (EPGE), Princeton University, University of Pennsylvania, HEC Montreal, University of Georgia.

Conferences: NBER Insurance Group Meeting (Cambridge), Risk Theory Society (Philadelphia), European Behavioral Economics Meeting (Berlin), NBER Summer Meeting (Household Finance), BYU Computational Public Economics Conference (Park City).

## 2012

Seminars: University of Pittsburg / Carnegie Mellon University, Central European University, European School of Management and Technology.

### **2011**

Seminars: NYU Stern, Washington University at St. Louis, Fucape Business School.

Discussions: NBER Summer Institute Household Finance.

### **2010**

Seminars: London School of Economics, University of Texas at Austin, University of Pennsylvania, Harvard-MIT Theory Seminar, Universidade Nova de Lisboa.

Conferences: Behavioral Economics Annual Meeting (Cornell).

### **Before 2010**

Seminars: Boston University, University of Chicago, Kellogg School of Management (MEDS), New York University, Princeton University (2x), Stanford University, Toulouse School of Economics, UC San Diego, UC Santa Barbara, Wharton School, Yale SOM, Getulio Vargas Foundation (EPGE, 5x), PUC-Rio, Fucape Business School, Colegio de Mexico, Federal University of Rio de Janeiro, and Ibmecc Business School.

Conferences: Workshop in Economic Theory (Rio de Janeiro), Latin American Meeting of the Econometric Society (Mexico City), Workshop on Mathematical Economics (Rio de Janeiro), North American Summer Meeting of the Econometric Society (Providence), Annual Meeting of the Brazilian Econometric Society (Porto Seguro).

Discussions: NBER Behavioral Finance Meeting (Chicago)

### **Referee Service**

AEJ: Micro, AEJ: Policy, AER-Insights, American Economic Review, Brazilian Review of Econometrics, Economic Journal, Economic Letters, Economic Theory, Economic Inquiry, Econometrica, European Economic Review, Finance Research Letters, Games, Games and Economic Behavior, International Economic Review, International Journal of Industrial Organization, Israel Science Foundation, Journal of Economic Behavior and Organization, Journal of Economic Theory, Journal of Economics and Management Strategy, Journal of the European Economic Association, Journal of Finance, Journal of Political Economy, Journal of Public Economics, Journal of Risk and Insurance, Management Science, National Science Foundation, Quarterly Journal of Economics, RAND Journal of Economics, Review of Economic Studies, Review of Economic Design, Review of Finance, Review of Financial Studies, Revista de Economia Contemporânea, and Theoretical Economics.

### **Ph.D. Students Advised**

Jack Fisher (committee member), LSE, Economics, 2023

Thomas Brzustowski (committee member), LSE, Economics, 2023

Joanne Juan Chen (committee member), LSE, Finance, 2022

Zhongchen Hu (committee member), LSE, Finance, 2021

Inkee Jang (committee member), Washington University in St Louis, Economics Department, 2017

Patrick DeJarnette (committee member), Wharton, Applied Economics, 2016

Yiwei Zhang (committee member), Wharton, Applied Economics, 2014

Jialun Li (committee member), Wharton, Applied Economics, 2013

Chencan Ouyang (committee member), University of Pennsylvania, Economics Department, 2012