

## CURRICULUM VITAE

### **Ignacio Palacios-Huerta**

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London School of Economics  
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#### **— Current Positions**

- 2007 - present      London School of Economics, Professor (Chair) of Management.  
2011 - present      IKERBASQUE Foundation at UPV/EHU, Senior Fellow.  
2014 - present      Athletic Club de Bilbao, Member of the Board.

#### **— Education**

- Ph.D. Economics    University of Chicago, 1995.  
                              Chairs: Gary Becker and Kevin Murphy  
                              PhD Thesis: "Risk and Return in Human and Financial Investments."  
M.A. Economics    University of Chicago, 1991.  
B.Sc. Economics    University of the Basque Country, Bilbao, 1989.

#### **— Previous Academic Positions**

- 2005-2008          Brown University, Full Professor of Economics.  
1998-2005          Brown University, Assistant Professor of Economics.  
1999-2000          University of Chicago, John M. Olin Visiting Assistant Professor.  
1997-1998          Stanford University, Hoover Institution, National Fellow.  
1995-1997          Dartmouth College, Tuck School of Business, Assistant Professor.  
1993-1995          University of Chicago, Lecturer.

#### **Short Term, Visiting and Non-Academic Positions**

- 2011-2014          Athletic Club de Bilbao, Head of Talent Identification.  
2004-2007          University of the Basque Country, Visiting Scholar.  
Summer 1992        World Bank, Consultant.  
Summer 1991        International Monetary Fund, Summer Internship.

## PUBLICATIONS

### — Books

- ***Beautiful Game Theory***. Princeton University Press, 2014 (Paperback, 2016).  
Translated to French (*L'Économie Expliquée Par Le Foot*, De Boeck Supérieur, 2015), and to Chinese. In Spanish, Chapter 1 reprinted in *La Maleta de Portbou*, July-August 2014.
- ***In 100 Years*** (Editor). MIT Press, 2013 (Paperback, 2015)  
Translated to Polish, French, Korean, Japanese, and Chinese.  
*Contributors*: Daron Acemoglu, Angus Deaton, Avinash K. Dixit, Edward L. Glaeser, Andreu Mas-Colell, John E. Roemer, Alvin E. Roth, Robert J. Shiller, Robert M. Solow, and Martin L. Weitzman.

### — Research Articles

- “Cognitive Performance in Competitive Environments: Evidence from a Natural Experiment”  
(with Julio Gonzalez-Díaz).  
*Journal of Public Economics*, vol. 139, July 2016, 40-52.
- “Strictly Competitive Strategic Situations”  
*Revista de Economía Industrial*, Special Issue, 2016, forthcoming.
- “Consumer Inertia, Choice Dependence and Learning from Experience in a Repeated Decision Problem”  
(with Eugenio J. Miravete)  
*Review of Economics and Statistics* 96(3), July 2014, 524-537.
- “Axiomatic Measures of Intellectual Influence”  
(with Oscar Volij).  
*International Journal of Industrial Organization* 34, May 2014, pp. 85-90.
- “Mapping Minimax in the Brain”  
(with Sven Bestman, Antonio Olivero, Jose Florensa and Jose Apesteguia)  
In *Beautiful Game Theory*, Chapter 4, pp. 58-67.  
Princeton University Press, NJ, 2014.

- “Sabotage in Tournaments: Making the Beautiful Game a Bit Less Beautiful”  
(with Luis Garicano)  
In *Beautiful Game Theory*, Ch. 8, pp. 124-150. Princeton University Press, 2014.
- “Tournaments, Fairness and the Prouhet-Thue-Morse Sequence”  
*Economic Inquiry* 50(3), July 2012, pp. 848–849.
- “Psychological Pressure in Competitive Environments: Evidence from a Randomized Natural Experiment”  
(with Jose Apesteguia)  
*American Economic Review* 100(5), December 2010, pp. 2548-2564.
- “Field Centipedes”  
(with Oscar Volij)  
*American Economic Review* 99 (4), September 2009, pp. 1619-1635.
- “Experientia Docet: Professionals Play Minimax in Laboratory Experiments”  
(with Oscar Volij)  
*Econometrica* 76(1), January 2008, pp. 71-115.
- “Rejecting Small Gambles Under Expected Utility”  
(with Roberto Serrano)  
*Economics Letters* 91(2), May 2006, pp. 250-259.
- “Favoritism Under Social Pressure”  
(with Luis Garicano and Canice Prendergast)  
*Review of Economics and Statistics* 87(2), May 2005, pp. 208-216.
- “The Measurement of Intellectual Influence”  
(with Oscar Volij)  
*Econometrica* 72(3), May 2004, pp. 963-977.
- “A Theory of Markets, Institutions, and Endogenous Preferences”  
(with Tano J. Santos)  
*Journal of Public Economics* 88(3-4), March 2004, pp. 601-627.
- “Consistent Intertemporal Decision Making Through Memory and Anticipation”  
In *Collected Essays in Psychology and Economics: Reasons and Choices*,  
edited by I. Brocas and J. Carrillo, Oxford University Press, 2004, pp. 67-80.

- “Structural Changes During a Century of the World’s Most Popular Sport”  
*Statistical Methods and Applications* 13(2), 2004, pp. 241-258.
- “An Empirical Analysis of the Risk Properties of Human Capital Returns”  
*American Economic Review* 93(3), June 2003, pp. 948-964.
- “Professionals Play Minimax”  
*Review of Economic Studies* 70(2), April 2003, pp. 395-415.  
(Reprinted in *Recent Developments in the Economics of Sport*, Edward Elgar 2011)
- “Time Inconsistent Discounting in Adam Smith and David Hume”  
*History of Political Economy* 35(2), Summer 2003, pp. 241-268.
- “The Robustness of the Conditional CAPM with Human Capital”  
*Journal of Financial Econometrics* 1(2), Summer 2003, pp. 272-289.
- “Learning to Open Monty Hall’s Doors”  
*Experimental Economics* 6(3), November 2003, pp. 235-251.
- “The Human Capital of Stockholders and the International Diversification Puzzle”  
*Journal of International Economics* 54(2), August 2001, pp. 309-331.
- “The Aversion to the Sequential Resolution of the Uncertainty”  
*Journal of Risk and Uncertainty* 8, October 1999, pp. 249-269.

## — Op-Eds and Book Reviews (selected)

*The New York Times* “The Beautiful Data Set. The World Cup Can Help Test Economic Theories.” June 13, 2014.

*Foreign Affairs*, “Brinksman-Kicks. Game Theory and Soccer Penalties.” June 15, 2014.

Book Review of “Transatlantic Sport: The Comparative Economics of North American and European Sports,” edited by Carlos P. Barros, Muradali Ibrahim, and Stefan Szymanski, in *Economic Journal*, February 2004, pp. F168-F170.

Book Review of “Determinants of Economic Growth,” by Robert J. Barro,  
*Journal of International Economics* 44, April 1998, pp. 365-373.

Book Review of “Not Just for the Money: An Economic Theory of Personal Motivation”  
by Bruno Frey in *Journal of Economic Literature*, June 1998, pp. 941-942.

## — Working Papers

- “The Economics of Bundling Advertising in Media Markets”  
(Joint with Kevin M. Murphy).  
National Bureau of Economic Research, Cambridge, MA.  
NBER Working Paper 22994, December 2016.
- “Consumption and Portfolio Rules under Stochastic Quasi-Hyperbolic Discounting”  
(Joint with Alonso Pérez-Kakabadse)  
IKERLANAK 2013-72. *Submitted*, 2016.
- “Measuring the Impact Factor of Agents within an Organization Using  
Communication Patterns”  
(Joint with Andrea Prat).  
CEPR Discussion Paper number 8040.
- “The Provision of Incentives in Durable Goods Firms”  
(Joint with Ana I. Saracho).
- “On a Controversy Regarding Expected Utility and Risk Aversion: Individuals Accept  
Small Gambles” (Joint with R. Serrano and Oscar Volij).
- “Multiple Addictions”
- “The Human Capital Premium Puzzle”
- “Attack Politics”  
(Joint with Brian Knight).

## — Teaching

*London School of Economics, Department of Management*

Masters Thinking Strategically.

Master in Management and Strategy, Master in Management and Economics,  
Master in Management, Organizations and Governance, Master in Management.

Managerial Economics.

Master in Management.

BSc Strategy.

*Brown University, Department of Economics*

- PhD Advanced Topics in Applied Microeconomics.  
Financial Economics: Asset Pricing.  
Workshop in Applied Microeconomics.
- BA Financial Markets I: Investments.  
Financial Markets II: Options, Futures and Derivatives.  
Seminar in Applied Economics and Finance.

*University of Chicago, Department of Economics and Graduate School of Business*

- MBA Advanced Microeconomics.  
International Finance.
- BA Macroeconomics.  
International Finance.

*Amos Tuck School of Business, Dartmouth College*

- MBA Managerial Economics (Advanced Microeconomics).  
International Finance: Global Economics Environment.  
Financial Economics: Debt Markets.

*Universidad Autónoma de Barcelona*

“Economics and Game Theory,” Invited Lecture Series Cátedra Serra Ramoneda.

*CEMFI, Madrid*

“Behavioral Finance,” Invited Lecture Series Escuela de Economía y Finanzas.

## — Academic Seminars

**North America:** University of Chicago (6), Harvard, Stanford, Princeton, Brown (3), Cornell, UPenn, NYU, USC, UC Berkeley (2), Northwestern (2), Boston University, Federal Reserve Bank of San Francisco, Hoover Institution-Stanford (2), Dartmouth (3), University of Miami-GSB, Pennsylvania State-Smeal, Iowa State University, Santa Clara University, Clemson University, University of Western Ontario, University of British Columbia, World Bank (2), IMF.

**Europe:** London School of Economics (3), London Business School (2), Université Libre de Bruxelles-ECARE, University of Cambridge, University of Oxford (Nuffield College), European University Institute-Florence (2), Stockholm School of Economics, Southampton University, Warwick University, University of Aberdeen, Westminster Business School, Paris School of Economics (2), University of Munich, Collegio Carlo

Alberto (U Torino), Bristol University, Rotterdam University, Erasmus University, Tinbergen Institute, IEES-Stockholm, Ben Gurion University (2), University of Zurich (2), University of Reading, University of East Anglia, EIEF- Einaudi Institute for Economics and Finance, University of the Basque Country (3), University of Navarra (Pamplona), BCAM-Basque Center for Applied Mathematics, CEMFI (2), University of Alicante, IESE- Barcelona, University of Valencia, Universitat Pompeu Fabra, Universidad Autónoma de Barcelona (3), Bank of Spain, Universidad Carlos III (2).

## — **Keynote and Invited Lectures**

TEDxUDeusto, 2017.

Keynote Speaker, International Conference on Thinking, ICOT 2015.

G30 – The Club of Rome, Deusto Business School, 2015.

Fundación Ernst Lluch, Diálogos Académicos Ernest Lluch de Economía y Fútbol, 2015.

Jakin-Mina, Jakiunde (Zientziak, Arte eta Letren Akademiak), 2015.

Zientziaketa, Cátedra de Cultura Científica UPV/EHU – Azkuna Zentroa, 2015.

Keynote Speaker, VI European Congress of Sport Economics, Antwerp, Belgium, 2014.

Keynote Speaker, Wingate Congress for Exercise and Sport Science, Wingate Institute, Netanya, Israel, 2014.

Invited Speaker, Consejo Superior de Deportes, Universidad Internacional Menéndez Pelayo, Santander, 2014.

Invited Speaker EARIE, 40<sup>th</sup> Annual Conference of the European Association for Research in Industrial Economics, Évora, Portugal, 2013.

Keynote Speaker IMEBE, VI International Meeting on Experimental and Behavioral Economics, Bilbao, 2010.

Invited Lecture Series Cátedra Serra Ramoneda, Universidad Autónoma de Barcelona. “Economics and Game Theory,” Barcelona, 2008.

Invited Lecture Series de Economía y Finanzas, “Behavioral Finance,” CEMFI, Madrid, 2006.

## — Conferences

Royal Economic Society Conference, Manchester, UK, 2014.

Invited Speaker, Consejo Superior de Deportes, Universidad Internacional Menéndez Pelayo, Santander, 2014.

Invited Speaker UEFA, Financial Fair Play Regulations Roundtable, Geneva, 2013.

Barcelona JOCS, Seminar on Game Theory and Its Applications, 2012.

XIV European Courses-UPV/EHU-Fundación Urrutia Elejalde, San Sebastian, 2012.

Conference The Psychology and Economics of Scarce Attention, Toulouse, 2011.

World Grand Slam Chess Masters, Bilbao-Shangai, 2010.

LSE The Economics of the Family and Intergenerational Consequences, London, 2010.

XII European Courses-Jakiunde, San Sebastian, 2010.

Conference on Rationality, Heuristics and Motivation in Decision Making, Centro di Ricerca Matematica Ennio di Giorgi, Scuola Normale Superiore, Pisa, 2010.

Alhambra Experimental Economics Conference, Granada, Spain, 2007.

Fundación Ramón Areces Meeting on Behavioral Economics, Madrid, 2006.

Conference in Tribute to Jean-Jacques Laffont, Toulouse, France, 2005.

Conference on Economics and Psychology, Toulouse, France, 2005.

Econometric Society World Congress, London, UK, 2005.

WZB-CEPR Conference on Economics and Psychology, Berlin, Germany, 2003.

Econometric Society European Meetings, Stockholm, Sweden, 2003.

European Economic Association Annual Meeting, Stockholm, Sweden, 2003.

Econometric Society European Meetings, Venice, Italy, 2002.

Fifth Spanish Meeting on Game Theory, Sevilla, Spain, 2002.

Economic and Research Council, London, UK, 2002.

CEPR Conference on Psychology and Economics, ECARE, Brussels, Belgium, 2001.

Sixth Annual Congress of the Society of Labor Economists, Austin, Texas, USA, 2001.

First World Congress of the Game Theory Society, Bilbao, Spain, 2000.

Yale-NYU-Brown-Pennsylvania Applied Microeconomics Conference, Baltimore, 2000.

American Finance Association Winter Meetings, Boston, USA, 2000.

European Finance Association Annual Meeting, London, UK, 2000.

American Economic Association Winter Meetings, New York, USA, 2000.

Econometric Society European Meetings, Santiago de Compostela, Spain, 1999.

Econometric Society North American Winter Meetings, New York, USA, 1999.

Econometric Society European Meetings, Toulouse, France, 1997.

European Economic Association Meetings, Toulouse, France, 1997.



## — Grants

Spanish Ministerio de Economía y Competitividad (ECO2015-66027-P), 2016-2018.

Basque Government, Department of Education, Linguistic Policy and Culture (IT869-13), 2013-2015.

Spanish Ministerio de Economía y Competitividad (ECO2012-31626), 2013-2015.

Spanish Ministerio de Educación y Ciencia (SEJ2006-05455), 2006-2009.

Fundación Ramón Areces, 2006-2007.

Salomon Foundation, 2003-2005.

Spanish Ministerio de Educación y Ciencia (BEC2003-08182), 2003-2006.

Watson Institute of International Studies, 2001-2002.

Salomon Foundation, 2000-2002.

Wayland Collegium Fellowship, 2000-2001.

John M. Olin Foundation, 1999-2000.

Salomon Foundation, 1999-2000.

American Center for the Study of Race and Ethnicity, 1999.

American Compensation Association, 1998-99.

University of Chicago Lecturer Fellowship, 1994-95.

Earhart Foundation, 1994.

University of Chicago Lecturer Fellowship, 1991-92.

Government of the Basque Country, Spain, 1989-95.

Bank of Spain, 1989-91.

## — Awards and Recognition

Elected to Membership in the Academy of Science, Arts and Letters – Jakiunde, 2016.

LSE-Dept. of Management, Best Teacher, 2016.

London School of Economics Teaching Excellence Award, 2014.

LSE-Dept. of Management Top Teaching List, 2013, 2014, 2015, 2016.

American Economic Review Refereeing Award, 2010.

Brown University Faculty Award, 2001-2002.

Omicron Delta Epsilon Best Teacher in Economics, Brown University, 2001.

National Fellow, Hoover Institution, Stanford University, 1997-98.

Dartmouth College, Amos Tuck School of Business, Faculty Research Awards, 1995-97.

Mont Pelerin Society, Hayek Honorable Distinction, Cannes, 1994.

## — Referee

- **Academic Journals:** *Econometrica*, *American Economic Review*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *Journal of Political Economy*, *Journal of Economic Theory*, *RAND Journal of Economics*, *Economic Journal*, *Journal of Public Economics*, *Games and Economic Behavior*, *Review of Economics and Statistics*, *International Economic Review*, *Journal of Mathematical Economics*, *Journal of Risk and Uncertainty*, *Industrial Relations-Journal of Economics and Society*, *Journal of Labor Economics*, *Journal of International Economics*, *Journal of Economics Literature*, *Journal of Economic Behavior and Organization*, *BE Journals in Economic Analysis and Policy*, *BE Journals in Economic Theory*, *Managerial and Decision Economics*, *Oxford Bulletin of Economic Research*, *Journal of Public Economic Theory*, *Scottish Journal of Political Economy*, *European Economic Review*, *The Manchester School*, *Economics of Governance*, *Journal of Sports Economics*, *Journal of Economic Dynamics and Control*, *Economic Issues*, *Investigaciones Económicas*, *Public Choice*, *Journal of the Royal Statistical Society*, *Journal of the European Economic Association*, *Macroeconomic Dynamics*, *Journal of Business and Economic Statistics*, *Social Choice and Welfare*, *Journal of Law Economics and Organization*, *Journal of Mathematical Sociology*, *International Review of Economics and Finance*, *Journal of Peace Research*, *Journal of Economics and Management Strategy*, *Economic Theory*, *Economics Letters*, *European Journal of the History of Economic Thought*, *SIAM Journal of Mathematics*.
- **Foundations and Academic Presses:** MIT Press, University of Chicago Press, National Science Foundation (NSF), Israel Science Foundation (ISF), Binational US-Israel Science Foundation (BSF).

## — Doctoral Thesis Advising

PhD Theses (chair and committee):

- Zhuoqiong Chen, 2017 (London School of Economics)
- Yanhui Wu, 2011 (University of Southern California)
- Alonso Perez-Kakabadse, 2011 (Moore Europe Capital Management)
- Samir Hammami, 2005 (post-doc University of Chicago)
- Vicki Bogan, 2004 (Cornell University)
- Salwa Hammami, 2004 (post-doc Harvard University)
- Nitzan Melamed, 2001 (RiskMetrics, New York)
- Hyung-Kwon Chung, 2001 (Goldman Sachs)

Member of External PhD THESIS COMMITTEE for:

- Thomas Peeters, 2014 (University of Antwerp, Erasmus University)
- Loreto Llorente Erviti, 2006 (Public University of Navarra UPNA-Pamplona)
- Miquel Pellicer, 2005 (European University Institute, Florence, Italy)
- Tao Pang, 2001 (Department of Mathematics, Brown University)

## — Academic and Professional Service

*Administrative Service (LSE):*

- LSE Promotions Committee, 2010-2012.
- LSE Department of Management (MES) Recruiting Committee, 2007-present.

*Administrative Service (Brown):*

- Chair Graduate Program Admissions, 2006-2007.
- Chair Undergraduate Program in Economics, 2005-06.
- Undergraduate Economics Committee, 2003-04.
- Dean of Faculty Search Committee, 2003-04.
- Department of Economics, Jr. Recruiting Search Committee, 2002-03.

*Conference Organizer:*

- LSE Conference Economics of the Family and Intergenerational Consequences, 2010.
- Fundación Ramón Areces, Meeting on Behavioral Economics, Madrid, 2006.
- American Economic Association Annual Meeting, New York, Panel Chair, 1999.
- Symposium in Honor of Adam Smith, Hoover Institution, Stanford University, 1998.

*Scientific Meetings Program Committee:*

- ASSET- Association of Southern European Economic Theorists, 2013.
- Econometric Society North American Summer Meeting, Providence, RI, 2004.
- XXXII Simposium de Análisis Económico, Granada, 2007.
- XXXI Simposium de Análisis Económico, Oviedo, 2006.
- XXX Simposium de Análisis Económico, Murcia, 2005.

## — Member of Academic Associations

World Association of International Studies, American Economic Association, American Finance Association, Society of Labor Economists, Society for Financial Studies, Econometric Society, Royal Economic Society.

## — Coverage of Research in Media

**Newspapers:** New York Times, Financial Times, The Economist, Foreign Affairs, The Guardian, The Times, Daily Telegraph, The Independent, ESPN, Slate, CNN, Forbes, Boston Globe, Sports Illustrated, Wired, L'Équipe, Le Monde, Torwart, Irish Independent, L'Obs, FranceTV, Handelsblatt, Il Corriere Della Sera, La Gazzetta dello Sport, De Volkskrant, Quartz, Australian Quarterly, Gelf Magazine, El País, El Mundo, DEIA, Gara, MARCA, AS, El Correo, El Comercio, La Nación, El Confidencial, La Vanguardia, etc.

**Television:** Fox Sports World (USA), Canal 2 San Francisco (USA), RTL (Holland), O'Globo (Brazil), Canal + (Spain), etc.