

Avner Strulov-Shlain

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ACADEMIC POSITIONS

University of Chicago Booth, Assistant Professor of Marketing July 2019-

EDUCATION

University of California, Berkeley, PhD in Economics 2013-2019

Tel-Aviv University, MA in Economics 2010-2012

The Hebrew University of Jerusalem, B.Sc. in Physics and Mathematics 2001-2004

RESEARCH FIELDS

Psychology and Economics, Quantitative Marketing, Industrial Organization

RESEARCH

More than a Penny's Worth: Left-Digit Bias and Firm Response – *Forthcoming at The Review of Economic Studies*

Working papers

Firms as Model-Free Decision Makers --- Evidence from a Reform

Preferences for Giving versus Preferences for Redistribution (with Johanna Mollerstrom and Dmitry Taubinsky) *Submitted*

Sophisticated Consumers with Inertia: Evidence from a Large Scale Field Experiment (with Klaus Miller and Navdeep Sahni)

Work in progress (In decreasing level of maturity)

Measuring Welfare Preferences for Privacy (with Tesary Lin)

Effects of Subsidized In-Home Care on Elders Mortality and Children's Labor Supply (with Yuval Ofek-Shanny and Dan Zeltzer)

The Dynamics of Following Defaults (with Rawley Heimer and Alex Imas)

New Model and Evidence on Goal-Setting as a Motivating Tool (with Alex Steiny Wellsjo)

Is Left-Digit Bias Intentional (with Peter Jones)

Take-up of College Savings Plans in Illinois (with Abby Sussman and Guglielmo Briscese)

HONORS AND AWARDS

Kilts Family Faculty Research Prize for Excellence in Marketing (2022)
BFI grant (Understanding the reasons for low take-up of 529 plans and encouraging stronger enrollment) - \$9,600 (2022)
BFI grant (Measuring Welfare Preferences for Privacy) - \$20,000 (2021)
Excellence in Refereeing Award – American Economic Review (2017)
Russell Sage Foundation’s Small Grant in Behavioral Economics recipient (2017)
Participant of Russell Sage Foundation’s Summer Institute in Behavioral Economics (2016)
Most interesting proposal from a graduate student in Psychology and Economics, UC Berkeley (2015)
UC Berkeley Economics 5-year PhD fellowship (2013-2018)
"Akirov Scholar", MA program Berglas School of Economics, Tel Aviv University (2011-2012)
Grant for Excellent Advanced Studies Students, Faculty of Social Science Tel Aviv University (2012)

ACADEMIC ACTIVITIES

Invited talks and conferences

2022 Booth Microeconomics workshop; Advances in Field Experiments; Marketing Science
2021 Marketing Science; SICS; Advances in Field Experiments
2020 Marketing Science; Virtual Quantitative Marketing Seminar; Field Days 2020; Chicago-Berkeley Behavioral Economics Seminar
2019 Stanford GSB; Behavioral IO and Marketing Symposium (Michigan); Cornell University; Quantitative Marketing and Economics conference (Wharton); Israeli IO day at Tel-Aviv University; Haifa University
2018 Stanford - SITE (session on Psychology & Economics); University of Washington - Foster; University of Chicago Booth; Columbia Business School; UCLA - Anderson; University of Rochester - Simon; UCSD Rady; University of Cambridge – Judge Business School;
2017 ASSA annual meeting (discussant); University of Chicago - SPI conference;

Journal Refereeing

American Economic Review, Management Science, Marketing Science, Journal of Marketing Research, Journal of Marketing, Journal of European Economic Association, The Economic Journal, Journal of Industrial Economics, European Economic Review, Review of Industrial Organization, American Economic Review: Insights, The Quarterly Journal of Economics