

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

Published

More than a Penny's Worth: Left-Digit Bias and Firm Response – *The Review of Economic Studies* (2022)

Working papers

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

Choice Architecture, Privacy Valuations, and Selection in Consumer Data (with Tesary Lin)

The Impact of Group Size on Giving Versus Demand for Redistribution (with Johanna Mollerstrom and Dmitry Taubinsky)

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

Work in progress (In decreasing level of maturity)

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

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

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

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

Behavioral Responses to GST and Firm Pricing (with Josh Dean)

HONORS AND AWARDS

Willard Graham Faculty Scholar (2023-2024)

Boston University Platform Symposium Alessnadro di Fioré 2023 best paper award ("Choice Architecture..." with T. Lin) (2023)

Exemplary empirical paper ("Choice Architecture..." with T. Lin), 24th ACM EC conference (2023)

Excellence in PhD Mentoring Award, UChicago Booth School of Business (2023)

Inaugural Kilts Family Faculty Research Prize for Excellence in Marketing (2022)

ISMS Early-Career Scholars Camp (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

- 2023 NBER IO Winter conference; Tel-Aviv Coller; Hebrew University of Jerusalem; UCSD Rady; NBER conference: Data privacy; Yale Customer Insights conference; Bounded Rationality in Choice conference (Kellogg); ACM conference on Economics and Computation; Early Career Behavioral Economics conference (HBS); NBER SI Digital Economics and AI; SITE Psychology & Economics (Stanford);
- 2022 Booth Microeconomics workshop; Advances in Field Experiments; Marketing Science; Quantitative Marketing and Economics conference (Rochester); Israeli IO days at Tel-Aviv University;
- 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;

Conference Organization

Behavioral Industrial Organization and Marketing Symposium (Ann Arbor MI, 2023)

Journal Refereeing

American Economic Review, Management Science, Marketing Science, Journal of Marketing Research, Journal of Marketing, Journal of European Economics Association, The Economic Journal, Journal of Industrial Economics, European Economic Review, Review of Industrial Organization, American Economic Review: Insights, The Quarterly Journal of Economics, the Review of Economics and Statistics, American Economics Journal: Economic Policy, Journal of Political Economy