

M. KEITH CHEN

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Education:

B.S. with honors in mathematics; Stanford University, Palo Alto, CA 1998

Ph.D. in economics; Harvard University, Cambridge, MA 2003

Current Position:

Associate professor of economics, *Yale School of Management*

Other Affiliations: Yale Department of Economics & Cowles Foundation

Research Fields:

Applied microeconomics with a focus in behavioral economics

Teaching Fields:

Microeconomic theory, behavioral economics, bargaining and negotiations

Grants and Awards:

2008	Roger F. Murray Prize, The Institute for Quantitative Research in Finance
2008	American Law and Economics Review Distinguished Article Prize of 2008
2006-present	National Science Foundation research grant
2006-2007	Behavioral economics research grant, Russell Sage Foundation
2005-2007	Neuroeconomics; Whitebox Advisors research grant, Yale ICF
2004-2006	Capuchin research; Whitebox Advisors research grant, Yale ICF
2004	Field-Study research grant, Yale Institution for Social and Policy Studies

Teaching:

2005-present	Behavioral Economics and Strategy; Yale School of Management
2004-present	Negotiating Strategy; Yale School of Management
2003-present	Economics Analysis; core course, Yale School of Management

External Presentations, 2004-Present:

Cowles Foundation for Research in Economics Talk (10-28-09)
Harvard Behavioral & Experimental Economics Workshop (10-20-09)
Society of Experimental Social Psychology, Symposium (10-17-09)
Caltech Brain, Mind, and Society Seminar Series (8-12-09)
Wharton Applied Economics Workshop (4-8-09)
University of Connecticut Anthropology Department (2-17-09)
Vanderbilt Economics Department (1-23-09)
Vanderbilt Law and Behavioral Biology Speaker Series (1-20-09)
Yale Cognitive Science, Primate Social Psychology Conference (11-08)
University of Chicago, Rational Choice Workshop (10-08)
SQA Neurofinance Conference (5-08)
American Bar Association, Behavioral Economics and Ethical Decision Making (5-08)
Mind, Brain and Society Conference, Todai-Yale Universities (4-08)
Cornell University, Economics Department Seminar (4-08)

External Presentations, 2004-Present (continued):

The Institute for Quantitative Research in Finance (4-08)
Cornell University, Behavioral Economics Decision Research Workshop (1-08)
Cornell University, Behavioral Economics Seminar (10-07)
Yale University, School of Public Health Seminar (9-07)
NBER Law & Economics Summer Institute (7-07)
Boston Federal Reserve Bank, Behavioral Economics Workshop (4-07)
Yale Institution for Social and Policy Studies (4-07)
Wesleyan University, Economics Department Seminar (10-06)
New York University, Industrial Organization Day (9-06)
University of California Berkeley, Summer Institute in Competitive Strategy (6-06)
Carnegie Mellon University, Decision Sciences Seminar (2-06)
Wharton Business School, Decision Processes Seminar (11-05)
University of California Berkeley, Psychology and Economics Seminar (10-05)
Stanford University, Summer Institute for Theoretical Economics (8-05)
Yale University, Law and Economics Workshop (4-05)
University of Chicago Applications of Economics Workshop (4-05)
University of Connecticut, Anthropology Seminar (2-05)
Brown University, Applied-Microeconomics Seminar (9-04)
California Institute of Technology, Neuroscience Seminar (5-04)
University of California San Diego, Applied-Microeconomics Seminar (5-04)

Referee Activities:

American Economic Review, American Law and Economics Review, Journal of Economic Theory, Journal of Industrial Economics, Journal of Political Economy, Management Science, Organizational Behavior and Human Decision Processes, Quarterly Journal of Economics, Proceedings of the Royal Society, RAND Journal of Economics, and the Review of Economics and Statistics

Projects, Papers, and Recent Publications

Published and Forthcoming Work: *For complete drafts please see my website*

Rationalization and Cognitive Dissonance: Do Choices Affect or Reflect Preferences?

Joint with Jane Risen

Journal of Personality and Social Psychology, revise and resubmit

Is Choice a Reliable Predictor of Choice? A Comment on Sagarin and Skowronski

Joint with Jane Risen

Journal of Experimental Social Psychology, February 2009

The Evolution of Rational and Irrational Economic Behavior: Evidence and Insight from a Non-human Primate Species

Joint with Laurie Santos

This is a book chapter from *Neuroeconomics: Decision Making and the Brain*, edited by Paul Glimcher, Colin Camerer, Ernst Fehr, and Russell Poldrack; Academic Press: Elsevier, 2009

The Endowment Effect in Capuchin Monkeys

Joint with Venkat Lakshminarayanan & Laurie Santos

Philosophical Transactions of the Royal Society B, December 2008

Published Work (continued):

For complete drafts please see my website

Modeling a Presidential Prediction Market

Joint with Jonathan E. Ingersoll and Edward H. Kaplan
Management Science, August 2008

The Taste for Leisure, Career Choice, and the Returns to Education

Joint with Judith A. Chevalier
Economic Letters, May 2008

Do Harsher Prison Conditions Reduce Recidivism? A Discontinuity-Based Approach

American Law and Economics Review Distinguished Article Prize of 2008

Joint with Jesse Shapiro
American Law and Economic Review, June 2007

How Basic are Behavioral Biases? Evidence from Capuchin-Monkey Trading Behavior

Joint with Venkat Lakshminarayanan & Laurie Santos
Journal of Political Economy, June 2006

Some Thoughts on the Adaptive Function of Inequity Aversion: An Alternative to Brosnan's Social Hypothesis

Joint with Laurie Santos
Social Justice Research, June 2006

Modeling Reciprocation and Cooperation in Primates: Evidence for a Punishing Strategy

Joint with Marc Hauser
Journal of Theoretical Biology, May 2005

Give unto Others: Genetically Unrelated Cotton-Top Tamarin Monkeys Preferentially Give Food to Those Who Altruistically Give Food Back

Joint with Marc Hauser, Frances Chen & Emmeline Chuang
Proceedings of the Royal Society, Nov 2003

Working Papers:

For complete drafts please see my website

One-Way Essential Complements

Joint with Barry Nalebuff

Work in Progress:

Measuring Cognitive Dissonance

Joint with Jane Risen

Education and Allocative Efficiency. Evidence from Breast Cancer Screening

Joint with Fabian Langer

Price-Theoretic Belief Distortion: Evidence from Breast Cancer Risk Behavior

Joint with Fabian Langer, Jennifer Haas, and Celia Kaplan