

Office Contact Information

Department of Economics
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Faculty Appointments:

Associate Professor, Department of Economics, Texas A&M University, August 2014-present.
Assistant Professor, Department of Economics, Texas A&M University, August 2008-August 2014.

Graduate Studies:

Ph.D., Social Science, California Institute of Technology, June 2008.

M.S., Social Science, California Institute of Technology, June 2005.

Thesis Title: "Investigating Psychology-Influenced Models in Lab, Field and Theory."

Thesis Committee: Colin F. Camerer (advisor), Charles Plott, Leeat Yariv, David Grether.

Undergraduate Studies:

B.S., Economics, Ohio State University, magna cum laude, with honors and distinction, June 2003.

B.S., Actuarial Science, Ohio State University, magna cum laude, with honors, June 2003.

Research and Teaching Fields:

Research fields: Experimental Economics, Behavioral Economics, Game Theory.

Teaching fields: Game Theory, Behavioral Finance, Experimental Economics, Microeconomic Theory.

Publications (in peer-reviewed journals):

- Brown, Alexander L., Jonathan Meer and J. Forest Williams. "[Why Do People Volunteer? An Experimental Analysis of Preferences for Time Donations.](#)" *Management Science*, forthcoming.
- Van Huyck, John, Ajalavat Viriyavipart, and Alexander L. Brown. "[When Less Information is Good Enough: Experiments with Global Stag Hunt Games.](#)" *Experimental Economics*, 2018, 21: 527-548.
- Brown, Alexander L., Ajalavat Viriyavipart, and Xiaoyuan Wang. "[Search Deterrence in Experimental Consumer Goods Markets.](#)" *European Economic Review*, 2018, 104: 167-184.
- Brown, Alexander L. and Paul J. Healy. "[Separated Decisions.](#)" *European Economic Review*, 2018, 101: 20-34.
- Bardolet, David, Brown, Alexander L. and Dan Lovo. "[The Effect of Corporate Siblings' Size on Corporate Capital Allocations.](#)" *Journal of Management*, 2017, 43(8): 2469-2496.
- Brown, Alexander L., Jonathan Meer and J. Forest Williams. "[Social Distance and Quality Ratings in Charity Choice.](#)" *Journal of Behavioral and Experimental Economics*, 2017, 66: 9-15.
- Brown, Alexander L. and Rodrigo A. Velez. "[The Costs and Benefits of Symmetry in Common Ownership Allocation Problems.](#)" *Games and Economic Behavior*, 2016, 96: 115-131.
- Brown, Alexander L. and Joanna Lahey. "[Small Victories: Creating Intrinsic Motivation in Task Completion and Debt Repayment.](#)" *Journal of Marketing Research*, 2015, 52(6): 768-783.
- Brown, Alexander L. and Gregory Cohen. "[Does Anonymity Affect the Willingness To Accept and Willingness To Pay Gap? A Generalization of Plott and Zeiler.](#)" *Experimental Economics*, 2015, 18(2): 173-184.
- Brown, Alexander L. and Hwagyun Kim. "[Do Individuals Have Preferences Used in Macro-Finance Models? An Experimental Investigation.](#)" *Management Science*, 2014, 60(4): 939-958.
- Brown, Alexander L., Colin F. Camerer, and Dan Lovo. "[Estimating Structural Models of Limited Strategic Thinking in the Field: The Case of Missing Movie Critic Reviews.](#)" *Management Science*, 2013, 59(3): 733-747.
- Goldfarb, Avi, Teck-Hua Ho, Wilfred Amaldoss, Alexander L. Brown, Yan Chen, Tony Haitao Cui, Alberto Galasso, Tanjim Hossain, Ming Hsu, Noah Lim, Mo Xiao, and Botao Yang. "[Behavioral Models of Managerial Decision-Making.](#)" *Marketing Letters*, 2012, 23(2): 405-421.
- Brown, Alexander L., Colin F. Camerer and Dan Lovo. "[To Review or Not Review? Limited Strategic Thinking at the Box Office.](#)" *American Economic Journal: Microeconomics*, 2012, 4(2): 1-28.
- Brown, Alexander L., Charles R. Plott, and Heidi J. Sullivan. "[The Nature of Collusion Facilitating and Collusion Breaking Power of Simultaneous Ascending Price and Descending Price Auctions.](#)" *Economic Inquiry*, 2009, 47(3): 395-424.

Brown, Alexander L., Zhikang Eric Chua, and Colin F. Camerer. "[Learning and Visceral Temptation in Dynamic Savings Experiments.](#)" *Quarterly Journal of Economics*, 2009, 124(1): 197-231.

Brown, Alexander L. and John H. Kagel. "[Behavior in a Simplified Stock Market: The Status Quo Bias, the Disposition Effect and the Ostrich Effect.](#)" *Annals of Finance*, 2009, 5(1): 1-14.

Other Publications:

Brown, Alexander L. and Daniel Stephenson. "Experiments in Continuous Time." *Handbook of Experimental Game Theory*. C. M. Capra, R. Croson, T. Rosenblatt, and M. A. Rigdon (eds.), forthcoming.

Brown, Alexander L., "[Asymmetric Information.](#)" *The New Palgrave Encyclopedia of Strategic Management*. D. J. Teece and M. Augier (eds.), 2015.

Working Papers:

Brown, Alexander L., Catherine C. Eckel and Steven N. Wiggins. "Asymmetric Information Undermines Coasian Bargaining in Common (Oil) Pool Resources."

Brown, Alexander L. and Daniel Fragiadakis. "Benign vs. Self-Serving Information Reduction: Do Individuals Understand the Difference?"

Brown, Alexander L. and Matt Van Essen. "Breaking-Up Should Not be Hard to Do! Designing Contracts to Avoid Wars of Attrition."

Brown, Alexander L. and Rodrigo A. Velez. "Empirical Bias of Extreme-Price Auctions: Experimental Evidence."

Lin, Po-Hsuan, Alexander L. Brown, Taisuke Imai, Joseph Yao-yi Wang, Stephanie W. Wang, and Colin F. Camerer. "General Economic Principles of Bargaining and Trade: Evidence from 2,000 Classroom Experiments."

Lovall, Dan, Alexander L. Brown, David Bardolet, and David J. Teece. "Firm Level Dynamic Capabilities and Resource Allocation: Exploring the Empirical Foundations Of Financial Agility."

Stephenson, Daniel and Alexander L. Brown. "Predicting Behavior in Disequilibrium in Continuous Space and Time: What do Equilibrium, Stability Criteria and Adaptive Models Get Right?"

Velez, Rodrigo A. and Alexander L. Brown. "Empirical Bias of Extreme-Price Auctions: Analysis."

Velez, Rodrigo A. and Alexander L. Brown. "Empirical Equilibrium."

Velez, Rodrigo A. and Alexander L. Brown. "Empirical Strategy-Proofness."

Velez, Rodrigo A. and Alexander L. Brown. "The Paradox of Monotone Structural QRE."

Grants Awarded:

Colin Camerer and Alexander L. Brown. "Collaborative Research: Meta-Analysis of Empirical Estimates of Loss Aversion." *National Science Foundation*, \$93,923.

Burris, Mark, Winfred Arthur Jr., Alexander L. Brown, Sue Chrysler, Lisa Green, Emanuel Robinson, W. Douglas Shaw, and Nick Wood. "Using Behavioral Economics to Better Understand ML Use," Cooperative Agreement DTFH61-16-R-00036. Federal Highway Administration – Exploratory Advanced Research Program, \$1,425,716.

Brown, Alexander. "Doctoral Dissertation Research in Economics: Evolutionary Preference Revelation Dynamics under School Choice Mechanisms." (for Daniel Stephenson). *National Science Foundation*. \$27,369.

Brown, Alexander. *International Travel Grant, College of Liberal Arts, Texas A&M University*, \$1,500.

Meer, Jonathan, Alexander L. Brown, Catherine C. Eckel, Daniel Fragiadakis, Li Gan, Mark Hoekstra, Jason Lindo, Fernando Luco, Steve Puller, and John Van Huyck. "Department of Economics Applied Microeconomics & Experimental Groups." *Strategic Development Grant, College of Liberal Arts, Texas A&M University*, \$35,500.

Brown, Alexander. *International Travel Grant, College of Liberal Arts, Texas A&M University*, \$1,500.

Velez, Rodrigo, Alexander L. Brown, Catherine C. Eckel, Silvana Krasteva, and Guoquang Tian. "Theory/Experimental Group." *Strategic Development Grant, College of Liberal Arts, Texas A&M University*, \$26,780.

Brown, Alexander L. and John Van Huyck. "Experimental Research Laboratory Program Enhancement." *Humanities and Social Sciences Enhance Research Capacity Grant, College of Liberal Arts, Texas A&M University*, \$150,000.

Brown, Alexander L. "Small Victories: Examining Market-Driven Solutions in Savings and Debt Reduction Experiments." *Small Grants Program, International Foundation for Research in Experimental Economics, Tucson, AZ, \$8,000.*

Disciplinary/Departmental Service (since 08/2008):

Associate Editor, *Journal of Economic Behavior and Organization*, 2014-present.

Director, *Economic Research Laboratory*, Texas A&M University, 2014-2017.

Co-Director, *Economic Research Laboratory*, Texas A&M University, 2012-2014.

Chief Conference Organizer, *Texas Experimental Association Symposium*, College Station, 2014.

Reviewer for *Agricultural Economics, American Economic Journal: Economic Policy, American Economic Review, Canadian Journal of Economics, Economic Theory, Economics of Education Review, Economic Inquiry, Economic Theory, Emerging Markets Finance and Trade, European Journal of Finance, Experimental Economics, Games and Economic Behavior, Institute for Research in Experimental Economics Small Grants Program, International Journal of Forecasting, International Journal of Industrial Organization, Journal of Behavioral and Experimental Economics, Journal of Business Research, Journal of Economic Behavior and Organization, Journal of Economic Dynamics and Control, Journal of Economics and Management Strategy, Journal of Law and Economics, Journal of Neuroscience, Psychology, and Economics, Journal of Public Economics, Journal of Theoretical Politics, Judgement and Decision Making, Management Science, Nature Human Behavior, National Science Foundation, Nonprofit and Voluntary Sector Quarterly, Organizational Behavior and Human Decision Processes, PLOS ONE, Review of Economic Studies, Social Choice and Welfare, Southern Economic Journal, and Strategic Management Journal.*

Invited Presentations:

"Empirical Mechanism Design: Bias and Optimality of α -Auctions." University of Virginia, March 2018.

"Optimal α -auctions: using short-run QRE dynamics in mechanism design." University of Maryland, November 2017.

"Breaking-Up Should Not be Hard to Do! Designing Contracts to Avoid Wars of Attrition." Georgetown University, October 2017.

"Separated Decisions." Interdisciplinary Center for Economic Science, George Mason University, September 2017.

"Search Deterrence in Experimental Consumer Goods Markets," Consumer Financial Protection Bureau, August 2016.

"Small Victories: Creating Intrinsic Motivation in Task Completion and Debt Repayment," University of Michigan, September 2015.

"The Costs and Benefits of Symmetry in Common Ownership Allocations," Ohio State University, September 2015.

"Small Victories: Creating Intrinsic Motivation in Task Completion and Debt Repayment." Southwestern University of Finance and Economics, June 2015.

"Small Victories: Creating Intrinsic Motivation in Task Completion and Debt Repayment." University of Electric Science and Technology, China, June 2015.

"Exploding Offers with Experimental Consumer Goods." Georgia State University, September 2014.

"Breaking Up Is Hard to Do: Experiments on Joint-Ownership Dissolution." University of Pittsburgh, November 2013.

"Do Individuals Have Preferences Used in Macro-Finance Models? An Experimental Investigation." University of Arizona, May 2013.

"An Experimental Analysis of Charitable Donations of Time and Money." Washington State University, November 2012.

"An Experimental Analysis of Envy Free Mechanisms. University of Sydney, May 2012.

"Experimental Analysis of an Envy-Free Auction." Chapman University, March 2012.

"Experimental Analysis of an Envy-Free Auction." University of California, Santa Barbara, January 2012.

"Mechanisms for a Fair Allocation of Indivisible Goods." University of Alabama, October 2011.

"Experimental Resolution of Uncertainty with Epstein-Zin Preferences." University of Texas at Dallas, April 2011.

"Learning and Visceral Temptation in Dynamic Savings Experiments." Cornell University, November 2008.

Conference Presentations (since 08/2008):

"Benign vs. Self-Serving Information Reduction: Do Individuals Understand the Difference?" 2019 Boulder Summer Conference on Consumer Financial Decision Making, Boulder, CO, May 2019.

"Benign vs. Self-Serving Information Reduction: Do Individuals Understand the Difference?" Third Behavioral Industrial Organization and Marketing Symposium, Ann Arbor, MI, May 2019.

"Asymmetric Information Undermines Coasian Bargaining in Common (Oil) Pool Resources" 6th Annual Texas Experimental Association Symposium, Waco, TX, March 2019.

"Insights from Behavioral Experimental Economics into Buyer/Seller Behavior with Applications to Traffic" Cintra Pricing and Analytics Summit, Austin, TX, November 2018.

"Benign vs. Self-Serving Information Reduction: Do Individuals Understand the Difference?" North American Meetings, Economic Science Association, Antigua, Guatemala, October 2018.

"Breaking-Up Should Not be Hard to Do! Designing Contracts to Avoid Wars of Attrition," North American Meetings, Economic Science Association, Richmond, VA, October 2017.

"Can Individuals Recognize Selected Information When They Satisfice? An Experimental Investigation," Swarthmore Meeting on Behavioral and Experimental Economics, October 2017.

"Asymmetric Information Undermines Coasian Bargaining in Common (Oil) Pool Resources," Public Choice Society Meetings, New Orleans, LA, March 2017.

"Maximal Auctions: Using QRE for Optimal Mechanism Design," North American Meetings, Economic Science Association, Tucson, AZ, November 2016.

"Maximal Auctions: Using QRE for Optimal Mechanism Design," World Meetings, Economic Science Association, Jerusalem, Israel, July 2016.

"Separated Decisions" 3rd Annual Texas Experimental Association Symposium, Houston, TX, March 2016.

"Information Structure and Oil Field Unitization: Why Does Bargaining Fail?" North American Meetings, Economic Science Association, Dallas, TX, October 2015.

"Small Victories: Creating Intrinsic Motivation in Task Completion and Debt Repayment." World Meetings, Economic Science Association, Sydney, Australia, July 2015.

"Behavioral Insights from Financial Decision-Making with Spending, Saving, and Debt." Behavioral Science Policy Association, June 2015.

"Small Victories: Creating Intrinsic Motivation in Task Completion and Debt Repayment." Consumer Financial Protection Bureau, Washington, DC, May 2015

"Exploding Offers with Experimental Consumer Goods." North American Meetings, Economic Science Association, Ft. Lauderdale, October 2014.

"Small Victories: Creating Intrinsic Motivation in Savings and Debt Reduction." Texas Experimental Association Symposium, College Station, TX March 2014.

"Discussant: Holier Than Thou? Social Motivations for Religious Giving" American Economic Association, Philadelphia, PA January 2014.

"Why Do People Volunteer? An Experimental Analysis of Preferences for Time Donations." North American Meetings, Economic Science Association, Santa Cruz, October 2013.

"The Costs and Benefits of Symmetry in Common-Ownership Allocation Problems." World Meetings, Economic Science Association, Zurich, Switzerland, July 2013.

"Why Do People Volunteer? An Experimental Analysis of Preferences for Time Donations." Biennial Social Dilemmas Conference, Caltech, Pasadena, CA, February 2013.

"Estimating Structural Models of Limited Strategic Thinking in the Field: The Case of Missing Movie Critic Reviews." American Economic Association, San Diego, CA, January 2013.

"Discussant: No margin, no mission? A field experiment on incentives for pro-social tasks." American Economic Association, San Diego, CA, January 2013.

"An Analysis of an Envy-Free Auction" North American Meetings, Economic Science Association, Tucson, AZ, November 2011.

"Mechanisms for a Fair Allocation of Indivisible Goods." North American Meetings, Economic Science Association, Tucson, AZ, November 2010.

"To Review or Not Review? Limited Strategic Thinking at the Box Office." 8th Triennial invitational Miami Choice Symposium, Key Largo, FL, May 2010.

“Experimental Resolution of Uncertainty with Epstein-Zin-Kreps-Porteus Preferences”, North American Meetings, Economic Science Association, Tucson, AZ, November 2009.

“Experimental Resolution of Uncertainty with Epstein-Zin-Kreps-Porteus Preferences”, World Meetings, Economic Science Association, Arlington, VA, June 2009.

“Myopic Loss Aversion in Experimental Earnings Reports.” North American Meetings, Economic Science Association, Tucson, AZ, November 2008.

Courses Taught (since 08/2008):

Graduate:

Behavioral Financial Economics (ECON 618, formerly ECON 689)

Microeconomic Theory I (ECON 629)

Experimental Economics (ECON 655)

Undergraduate:

Principles of Microeconomics (ECON 202)

Economics of Decision-Making and Strategy (ECON 449)

Graduate Students Advised (or Co-advised):

Ada Kouvaliukaite (2018)

Daniel Stephenson (2017)

Jose Garcia Castillo (2015)

Ajalavat Viriyavipart (2015)

Xiaoyuan Wang (2014)

Jacob Williams (2014)