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**JUDD B. KESSLER**

Business Economics and Public Policy Department  
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**Academic Positions**

Assistant Professor of Business Economics and Public Policy, Wharton School, University of Pennsylvania, Philadelphia, PA	2011-present
Visiting Scholar, Russell Sage Foundation, New York, NY	2014-2015

**Education**

PhD, Business Economics, Harvard University	2011
MPhil, Economics, Cambridge University	2005
AB, Economics, <i>magna cum laude</i> , Harvard University	2004

**Published and Forthcoming Papers**

Kessler, Judd B., Katherine L. Milkman, and C. Yiwei Zhang. "Getting the Rich and Powerful to Give." *Management Science*, forthcoming.

Allcott, Hunt and Judd B. Kessler. "The Welfare Effects of Nudges: A Case Study of Energy Use Social Comparisons." *American Economic Journal: Applied Economics*, forthcoming.

Kessler, Judd B., Andrea B. Troxel, David A. Asch, Shivan J. Mehta, Noora Marcus, Raymond Lim, Jingsan Zhu, William Shrank, Troyen Brennan, and Kevin G. Volpp. "Partners and Alerts in Medication Adherence: A Randomized Clinical Trial." *Journal of General Internal Medicine*, forthcoming.

Chuan, Amanda, Judd B. Kessler, and Katherine L. Milkman. "A Field Study of Charitable Giving Reveals that Reciprocity Decays over Time." *Proceedings of the National Academy of Sciences*, Vol 115, No. 8, February 2018, pp. 1766-1771.

Kessler, Judd B. and Katherine L. Milkman "Identity in Charitable Giving." *Management Science*, Vol 64, No. 2, February 2018, pp. 845-859.

Kessler, Judd B. "Announcements of Support and Public Good Provision." *American Economic Review*, Vol. 107, No. 12, December 2017, pp. 3760-3787.

Loewenstein, George, David Haggmann, Janet Schwartz, Keith Ericson, Judd B. Kessler, Saurabh Bhargava, Jennifer Blumenthal-Barby, Thomas D'Aunno, Ben Handel, Jonathan Kolstad, David Nussbaum, Victoria Shaffer, Jonathan Skinner, Peter Ubel, and Brian J. Zikmund-Fisher. "A behavioral blueprint for improving health care policy." *Behavioral Science & Policy*, Vol. 5, No. 1, August 2017, pp. 53-66.

Stoler, Avraham, Judd B. Kessler, Tamar Ashkenazi, Alvin E. Roth, and Jacob Lavee. "Incentivizing Organ Donor Registrations With Organ Allocation Priority." *Health Economics*, Vol. 26, No. 4, April 2017, pp. 500-510.

Budish, Eric, Gerard P. Cachon, Judd B. Kessler, and Abraham Othman. "Course Match: A Large-Scale Implementation of Approximate Competitive Equilibrium from Equal Incomes for Combinatorial Allocation." *Operations Research*, Vol. 65, No. 2, March 2017, pp. 314-336.

Coffman, Lucas C., Clayton R. Featherstone, and Judd B. Kessler. "Can Social Information Affect What Job You Choose and Keep?" *American Economic Journal: Applied Economics*, Vol. 9, No. 1, January 2017, pp. 96-117.

Stoler, Avraham, Judd B. Kessler, Tamar Ashkenazi, Alvin E. Roth, and Jacob Lavee "Incentivizing Authorization for Deceased Organ Donation with Organ Allocation Priority: The First Five Years." *American Journal of Transplantation*, Vol. 16, No. 9, September 2016, pp. 2639-2645.

Kessler, Judd B. and Stephen Leider. "Procedural Fairness and the Cost of Control." *Journal of Law, Economics, and Organization*, Vol. 32, No. 4, June 2016, pp. 685-718.

Ericson, Keith M. and Judd B. Kessler. "The articulation effect of government policy: Health insurance mandates versus taxes." *Journal of Economic Behavior and Organization*, Vol. 124, April 2016, pp. 43-54.

Kessler, Judd B. and Michael I. Norton. "Tax aversion in labor supply." *Journal of Economic Behavior and Organization*, Vol. 124, April 2016, pp. 15-28.

Gelber, Alexander, Adam Isen, and Judd B. Kessler. "The Effects of Youth Employment: Evidence from New York City Lotteries." *Quarterly Journal of Economics*, Vol. 131, No. 1, February 2016, pp. 423-460.

Emanuel, Ezekiel J., Peter A. Ubel, Judd B. Kessler, Gregg Meyer, Ralph W. Muller, Amol S. Navathe, Pankaj Patel, Robert Pearl, Meredith B. Rosenthal, Lee Sacks, Aditi P. Sen, Paul Sherman, and Kevin G. Volpp. "Using Behavioral Economics to Design Physician Incentives That Deliver High-Value Care." *Annals of Internal Medicine*, Vol. 164, No. 2, January 2016, pp. 114-119.

Reese, Peter P., Judd B. Kessler, Jalpa A. Doshi, Joelle Friedman, Adam S. Mussell, Caroline Carney, Jingsan Zhu et al. "Two Randomized Controlled Pilot Trials of Social Forces to Improve Statin Adherence among Patients with Diabetes." *Journal of General Internal Medicine*, November 2015, pp. 1-9.

Kessler, Judd B. and Stephan Meier. "Learning from (failed) replications: Cognitive load manipulations and charitable giving." *Journal of Economic Behavior and Organization*, Vol. 102, June 2014, pp. 10-13.

Kessler, Judd B. and Alvin E. Roth. "Loopholes undermine donation: An experiment motivated by an organ donation priority loophole in Israel." *Journal of Public Economics*, Vol. 114, June 2014, pp. 19-28.

Kessler, Judd B. and Alvin E. Roth. "Getting More Organs for Transplantation." *American Economic Review Papers and Proceedings*, Vol. 104, No. 5, May 2014, pp. 425-430.

Kessler, Judd B. and Alvin E. Roth. "Organ Allocation Policy and the Decision to Donate." *American Economic Review*, Vol. 102, No. 5, August 2012, pp. 2018-47.

Kessler, Judd B. and Stephen Leider. "Norms and Contracting." *Management Science*, Vol. 58, No. 1, January 2012, pp. 62-77.

### Book Chapters

Heller, Sara B. and Judd B. Kessler, "How To Allocate Slots: the Market Design of Summer Youth Employment Programs" in *Fair by Design: Economic Design Approaches to Inequality. Forthcoming*. Kominers, S. D. and A. Teytelboym (eds.), Oxford University Press Series on Inequality in the Twenty-First Century, Oxford University Press.

Kessler, Judd B. and Lise Vesterlund. "External Validity of Laboratory Experiments: The Misleading Emphasis on Quantitative Effects." *Handbook of Experimental Economics Methodology*. 2015. Edited by Guillaume Frechette and Andrew Schotter, Oxford University Press.

Kessler, Judd B. and C. Yiwei Zhang. "Behavioural Economics and Health." *Oxford Textbook of Global Public Health*, Sixth Edition. 2015. Edited by Rogers Detels, Martin Gulliford, Quarraisha Abdool Karim, and Chorh Chuan Tan, Oxford University Press.

### Working Papers

Budish, Eric and Judd B. Kessler. "Can Agents 'Report Their Types'?": An Experiment that Changed the Course Allocation Mechanism at Wharton." 2017.

Exley, Christine L. and Judd B. Kessler. "The better is the enemy of the good." 2017.

Kessler, Judd B., Hannu Kivimaki, and Muriel Niederle. "Thinking Fast and Slow: Generosity over Time." 2017.

Exley, Christine L. and Judd B. Kessler. "Equity Concerns are Narrowly Framed." 2017.

Kessler, Judd B., Andrew McClellan, and Andrew Schotter. "Bringing 'Suspense and Surprise' to (Actual Belief) Data." 2017.

Kessler, Judd B. and Alvin E. Roth. "Don't Take 'No' For An Answer: An Experiment With Actual Organ Donor Registrations." 2014.

### Academic Affiliations

The Leonard Davis Institute of Health Economics, Senior Fellow	2012-present
CESifo Research Network, Member	2013-present
Abdul Latif Jameel Poverty Action Lab, Affiliate	2015-present
National Bureau of Economic Research, Faculty Research Fellow	2016-present
Wharton Social Impact Initiative, Faculty Affiliate	2017-present

### Awards and Honors

Visiting Scholar, Russell Sage Foundation	2014-2015
Named one of the "30 under 30" in Law and Policy by <i>Forbes Magazine</i>	2012
Roger Martin Award for Excellence in Business Economics, HBS	2011
National Science Foundation Graduate Research Fellowship	2005-2008

## **Refereeing, Academic Service**

### *Ad-hoc Journal Refereeing*

- *American Economic Review* (AER Excellence in Refereeing Award 2017); *Quarterly Journal of Economics*; *Journal of Political Economy*; *Econometrica*; *AER: Insights*; *Journal of Public Economics*; *AEJ: Applied Economics*; *AEJ: Economic Policy*; *Management Science*; *Experimental Economics*; *Journal of the Economic Science Association*; *Journal of the European Economic Association* (JEEA Excellence in Refereeing Award 2017); *Economic Journal*; *Journal of Health Economics*; *Journal of Development Economics*; *Scandinavian Journal of Economics*; *Journal of Economic Behavior and Organization*; *Journal of Law, Economics and Organization*; *Journal of Law and Economics*; *Journal of Behavioral and Experimental Economics*; *Labour Economics*; *Games and Economic Behavior*; *Economics Letters*; *Proceedings of the National Academy of Sciences*; *Osgoode Hall Law Journal*; *Journal of Economic Psychology*; *Behavioral Science and Policy*; *Economica*; *Rationality and Society*; *Public Choice*; *Journal of Legal Studies*; *Economic Inquiry*; *Journal of Economics and Management*; *Social Science Quarterly*; *Social Science and Medicine*; *American Journal of Transplantation*; *Journal of the American Medical Association*; *Science*.

### *Conference Organizing*

- Co-Organizer: Stanford Institute of Theoretical Economics (Experimental Economics): 2012, 2017
- Co-Organizer: Columbia/NYU/Wharton Graduate Students Experimental Conference: 2016, 2017
- Program Chair: 110th Annual National Tax Association Conference (Charity/Public Goods): 2017

## **Teaching**

### *Undergraduate*

- Managerial Economics BPUB250: 2012
- Independent Study BEPP299: 2014 (spring), 2015 (spring), 2017 (fall), 2018 (spring)
- Senior Thesis Candidates: 2013, 2017

### *MBA*

- Managerial Economics MGEC611 (co-developed course): 2012, 2013, 2015, 2017
- Managerial Economics MGEC612 (co-developed course): 2012, 2013, 2015
- Independent Study BEPP899: 2013 (spring, fall), 2014 (spring x2), 2016 (spring), 2017 (spring)

### *PhD*

- Independent Study, Public Economics BEPP999: 2016 (spring), 2018 (spring)
- Independent Study, Experimental Economics BEPP999: 2016 (fall)

### *PhD Student Advising (first placement in parentheses)*

- C. Yiwei Zhang, Applied Economics, Dissertation Committee (2014, Consumer Financial Protection Bureau)
- Patrick DeJarnette, Applied Economics, Dissertation Committee (2016, National Taiwan University)
- Amanda Chuan, Applied Economics, Dissertation Committee (2018, Michigan State University)