

JUDD B. KESSLER

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Academic Employment:

Assistant Professor of Business Economics and Public Policy, Wharton, 2011-present
Visiting Scholar, Russell Sage Foundation, 2014-2015

Education:

PhD, Business Economics, Harvard University, 2011
M. Phil., Economics, Cambridge University, 2005
AB, Economics, Harvard University, *magna cum laude*, 2004

Teaching and Research Fields:

Experimental Economics, Public Economics, Market Design

Teaching:

2012, 2013, 2015 MGEC 611/612: Managerial Economics (MBA), Wharton
2012 BPUB 250: Managerial Economics (undergraduate), Wharton

Affiliations:

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

Publications

Kessler, Judd B. and Katherine L. Milkman “Identity in Charitable Giving.” 2017, *forthcoming*, *Management Science*.

Stoler, Avraham, Judd B. Kessler, Tamar Ashkenazi, Alvin E. Roth, and Jacob Lavee
“Incentivizing Organ Donor Registrations With Organ Allocation Priority.” *forthcoming*, *Health Economics*.

Budish, Eric, Gerard P. Cachon, Judd B. Kessler, Abraham Othman. Course Match: A Large-Scale Implementation of Approximate Competitive Equilibrium from Equal Incomes for Combinatorial Allocation. 2016, *forthcoming*, *Operations Research*.

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, 2017: 96-117.

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

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, 2016: 2639–2645.

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, 2016: 43-54.

Kessler, Judd B. and Michael I. Norton. "Taxes Aversion in Labor Supply." *Journal of Economic Behavior and Organization*, Vol. 124, 2016: 15-28.

Gelber, Alexander, Adam Isen, and Judd B. Kessler. "The Effects of Youth Employment: Evidence from New York City Summer Youth Employment Program 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 et al. "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. "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. "Loopholes Undermine Donation: An Experiment Motivated by an Organ Donation Priority Loophole in Israel." *Journal of Public Economics*, Vol. 114, 2014, pp. 19-28.

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.

Working Papers

Kessler, Judd B. "Announcements of Support and Public Good Provision." 2017, *revision requested, American Economic Review*.

Allcott, Hunt and Judd B. Kessler. "The Welfare Effects of Nudges: A Case Study of Energy Use Social Comparisons." 2016.

Eric Budish and Judd B. Kessler. "Bringing Real Market Participants' Real Preferences into the Lab: An Experiment that Changed the Course Allocation Mechanism at Wharton." 2016.

Kessler, Judd B., Katherine L. Milkman and C. Yiwei Zhang "Getting the 1% to Give." 2016.

Kessler, Judd B. and Alvin E. Roth. "Don't Take 'No' For An Answer: An experiment with actual organ donor registrations." 2014.

Kessler, Judd B. "When Will There Be Gift Exchange? Addressing the Lab-Field Debate With Laboratory Gift Exchange Experiments." 2013.

Work in Progress

"A Model of Information Nudges" (with Lucas C. Coffman and Clayton R. Featherstone)

"Generosity Over Time" (with Hannu Kivimaki and Muriel Niederle)

"Happiness and Economic Decision Making" (with Andrew McClellan and Andrew Schotter)

"Social Rewards and Public Good Provision" (with Corinne Low and Monica Singhal)

"Bargaining with Incomplete Information" (with Muriel Niederle)

"The effect of letters of recommendation in the youth labor market" (with Sara Heller)

Book Chapters

Kessler, Judd B. and Lise Vesterlund. "External Validity of Laboratory Experiments." *The Methods of Modern Experimental Economics*. 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.

Professional Activities:

Referee: American Economic Review; Quarterly Journal of Economics; Journal of Political Economy; 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; 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; 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 Presentations: AEA Meetings 2013-17; ESA International 2007-09, 2012; ESA North America 2007-16; LBS Doctoral Student Conference 2008; Stanford Institute of Theoretical Economics 2009, 2011-2016, (2012 organizer); 10th Journées Louis-André Gérard-Varet 2011; Advances in Field Experiments at Chicago 2011, 2016; CESifo Area Conference on Behavioural Economics 2012; CBS Strategy Conference 2012; Warm Glow Conference at UCSD 2013; Florence Workshop in Behavioral and Experimental Economics 2013; Workshop on Natural Experiences and Controlled Field Studies 2013; IZA Workshop on Behavioral Organizational Economics 2013; Stony Brook Workshop on Experimental Game Theory 2013; Science of Philanthropy Initiative 2013-15; Experimental Behavioral Conference at UCSB 2014; Experimental Methods in Policy Conference 2014-15; Southern Economic Association 2014; Behavioral Science and Policy Association Conference 2015-16; NBER Summer Institute 2015; National Tax Association Conference 2015; Academy Health Conference 2016; HCEO Market Design Perspectives on Inequality 2016; American Society of Health Economics 2016; Berlin Workshop on Enacting Change in Long-run Behavior and Attitudes 2016

Honors, Awards, and Fellowships:

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

Revised: January 31, 2017