

Curriculum Vitae 2016

Personal details

Name: Theo Offerman
Address: Carolina MacGillavrylaan12
1098 XA Amsterdam
Netherlands
Telephone: 0031-20-5254294
Date of birth: 13-09-1967
Place of birth: Maastricht
Country of birth: Netherlands
E-mail: T.J.S.Offerman@uva.nl
Web-address: <http://www1.fee.uva.nl/creed/people/offerman/index.shtml>

Education and work

2005- : Professor of “Behavioral Game Theory” at the University of Amsterdam. Teaching courses on “Game Theory”, “Behavioral Game Theory” and “Information and Behavioral Economics”.

2004-2005: Visiting Guest Professor New York University.

2002-2004: Associate professor at the University of Amsterdam. Teaching courses on “Game Theory” and “Behavioral Game Theory”.

1997-2002: Postdoc at the University of Amsterdam, Department of Economics/CREED. Teaching a course on “Experimental Economics”.

1996-1997: Postdoc at Tilburg University, Department of Economics. Teaching a course on “Public Finance”.

1992-1996: PhD in the field of Experimental Economics at CREED, University of Amsterdam. Teaching a course on Public Finance. Dissertation September 9, 1996 (cum laude).

1985-1991: Econometrics at the University of Amsterdam, diploma received March 4, 1991.

Fellowships

- Fellow of the Tinbergen Institute
- CESS Research fellow

Grants and awards

2014 - : Additional Funding Research Priority Areas (301K per year, joint with Carsten de Dreu, Uri Gneezy and Jeroen van de Ven)

2009: Excellence in Refereeing Award, *American Economic Review*, 2009.

2002-2007: Royal Netherlands Academy of Arts and Sciences fellowship (KNAW).

1997-1998: Person oriented NWO grant.

Refereed Publications

He, Simin, Theo Offerman and Jeroen van de Ven, 2016: 'The Sources of the Communication Gap', forthcoming in *Management Science*.

Haan, Thomas de, Theo Offerman and Randolph Sloof, 2015: 'Discrimination in the Labor Market: the Curse of Competition between Workers', forthcoming in *Economic Journal*.

Kopányi-Peucker, Anita, Theo Offerman and Randolph Sloof, 2015: 'Fostering Cooperation Through the Enhancement of Own Vulnerability', forthcoming in *Games and Economic Behavior*.

Offerman, Theo and Asa Palley, 2015: 'Losed in Translation: An Off-the-Shelf Method to Recover Probabilistic Beliefs from Loss-Averse Agents', forthcoming in *Experimental Economics*.

Nosenzo, Daniele, Theo Offerman, Martin Sefton and Ailko van der Veen, 2015: 'Discretionary Sanctions and Rewards in the Repeated Inspection Game', forthcoming in *Management Science*.

Haan, Thomas de, Theo Offerman and Randolph Sloof, 2015: 'Money Talks? An Experimental Investigation of Cheap Talk and Burned Money', *International Economic Review* 56, 1385-1526.

Groot Ruiz, Adrian de, Theo Offerman and Sander Onderstal, 2015: 'Equilibrium Selection in Experimental Cheap Talk Games', *Games and Economic Behavior* 91, 14-25.

Offerman, Theo and Ailko van der Veen, 2015: 'How to Subsidize Contributions to Public Goods – Does the Frog Jump Out of the Boiling Water?', *European Economic Review* 74, 96-108.

Nosenzo, Daniele, Theo Offerman, Martin Sefton and Ailko van der Veen, 2014: 'Encouraging Compliance: Bonuses versus Fines', *Journal of Law, Economics and Organization* 30, 632-648.

Groot Ruiz, Adrian de, Theo Offerman and Sander Onderstal, 2014: 'For Those About to Talk We Salute You: An Experimental Study of Credible Deviations and ACDC', *Experimental Economics* 17, 173-199.

Goeree, Jacob K., Theo Offerman, and Randolph Sloof, 2013: 'Demand Reduction and Preemptive Bidding in License Auctions', *Experimental Economics* 16, 52-87.

Haan, Thomas de, Theo Offerman and Randolph Sloof, 2011: 'Noisy Signaling: Theory and Experiment', *Games and Economic Behavior* 73, 402-428.

Hu, Audrey, Theo Offerman and Liang Zou, 2011: 'Risk Preferences and Premium Auctions', *Journal of Economic Theory* 146, 2420-2439.

Hu, Audrey, Theo Offerman and Sander Onderstal, 2011: 'Fighting Collusion in Auctions: An

- Experimental Investigation', *International Journal of Industrial Organization* 29, 84-96.
- Offerman, Theo, Joep Sonnemans, Gijs van de Kuilen and Peter Wakker, 2009: 'A Truth-Serum for Non-Bayesians: Correcting Proper Scoring Rules for Nonlinear Risk Attitudes', *Review of Economic Studies* 76, 1461-1489.
- Offerman, Theo and Andrew Schotter, 2009: 'Imitation and Luck: An Experimental Study on Social Sampling', *Games and Economic Behavior* 65, 461-502.
- Offerman, Theo and Sander Onderstal, 2009: 'Making Uncompetitive Auctions Competitive: A Survey of Experiments', in J. Hinloopen and H. Normann (eds.) *Experiments and Competition Policy*, 231-266. Cambridge: Cambridge University Press.
- Eliasz, Kfir, Theo Offerman, and Andrew Schotter, 2008: 'Creating Competition Out of Thin Air: An Experimental Analysis of Right-To-Choose Auctions', *Games and Economic Behavior*, 62, 383-416.
- Schram, Arthur, Theo Offerman and Joep Sonnemans, 2008: 'Explaining the Comparative Statics in Step-Level Public Good Games', in C.R. Plott and V.L. Smith (eds). *The Handbook of Experimental Economics Results*. Volume 1, 817-824. Elsevier, Amsterdam: North-Holland.
- Offerman, Theo, and Jan Potters, 2006: 'Does Auctioning of Entry Licences Induce Collusion? An Experimental Study', *Review of Economic Studies*, 73, 769-791.
- Goeree, Jacob K., Theo Offerman, and Arthur Schram, 2006: 'Using First-Price Auctions to Sell Heterogeneous Commodities', *International Journal of Industrial Organization*, 24, 555-581.
- Goeree, Jacob K., and Theo Offerman, 2004: 'The Amsterdam Auction', *Econometrica*, 72, 281-294.
- Offerman, Theo and Joep Sonnemans, 2004: 'What's Causing Overreaction? An Experimental Investigation of Recency and the Hot Hand Effect', *Scandinavian Journal of Economics*, 106, 533-553. Reprinted in *The ICFAI Journal of Behavioral Finance*, 2005, 2, 32-48.
- Goeree, Jacob K., and Theo Offerman, 2003: 'Winner's Curse Without Overbidding', *European Economic Review*, 47, 625-644.
- Goeree, Jacob K., and Theo Offerman, 2003: 'Competitive Bidding in Auctions with Private and Common Values', *Economic Journal*, 113, 598-613.
- Güth, Werner, Offerman, Theo, Potters, Jan., Strobel, Martin, and Harrie Verbon, 2002: 'Are Family Transfers Crowded Out by Public Transfers?', *Scandinavian Journal of Economics*, 104, 587-604.
- Offerman, Theo, Potters, Jan, and Joep Sonnemans, 2002: 'Imitation and Belief Learning in an Oligopoly Experiment', *Review of Economic Studies*, 69, 973-997.
- Goeree, Jacob K., and Theo Offerman, 2002: 'Efficiency in Auctions with Private and Common Values: An Experimental Study', *American Economic Review*, 92, 625-643.
- Offerman, Theo, 2002: 'Hurting Hurts More Than Helping Helps', *European Economic Review* 46, 1423-1437.

- Cox, James C., Offerman, Theo, Olson, Mark A., and Arthur J.H.C Schram, 2002: 'Competition For vs On the Rails: A Laboratory Experiment', *International Economic Review*, 43, 709-736.
- Offerman, Theo, Jan Potters and Harrie Verbon, 2001: 'Cooperation in an Overlapping Generations Experiment', *Games and Economic Behavior*, 36, 264-275.
- Offerman, Theo, Sonnemans, Joep, and Arthur Schram, 2001: 'Expectation Formation in Step-Level Public Good Games', *Economic Inquiry*, 39, 250-269.
- Sonnemans, Joep, Schram, Arthur, and Theo Offerman, 1999: 'Strategic Behavior in Public Good Games: When Partners Drift Apart', *Economics Letters*, 62, 35-41.
- Offerman, Theo, Schram, Arthur, and Joep Sonnemans, 1998: 'Quantal Response Models in Step-Level Public Good Games', *European Journal of Political Economy*, 14, 89-100.
- Offerman, Theo, and Joep Sonnemans, 1998: 'Learning by Experience and Learning by Imitating Successful Others', *Journal of Economic Behavior and Organization*, 34, 559-575.
- Sonnemans, Joep, Schram, Arthur, and Theo Offerman, 1998: 'Public Good Provision and Public Bad Prevention: The Effect of Framing', *Journal of Economic Behavior and Organization*, 34, 143-161.
- Offerman, Theo, 1997: *Beliefs and Decision Rules in Public Good Games*. Kluwer: Dordrecht.
- Offerman, Theo, Sonnemans, Joep, and Arthur Schram, 1996: 'Value Orientations, Expectations, and Voluntary Contributions in Public Goods', *Economic Journal*, 106, 817-845.

Work in Progress

- Kopányi-Peucker, Anita, Theo Offerman and Randolph Sloof, 2015: 'Probation or Promotion? The Fear of Exclusion Improves Team-Production', Discussion Paper, University of Amsterdam.
- Leeuwen, Boris van, Charles Noussair, Theo Offerman, Sigrid Suetens, Matthijs van Veelen and Jeroen van de Ven, 2015: 'Predictably Angry: Facial Cues Provide a Credible Signal of Destructive Behavior', Discussion Paper, University of Amsterdam
- Leeuwen, Boris van, Theo Offerman and Arthur Schram, 2015: 'Competition for Status Creates Superstars: An Experiment on Public Good Provision and Network Formation', Discussion Paper, University of Amsterdam.
- Hu, Audrey, Theo Offerman and Liang Zou, 2015: 'How Risk Sharing May Enhance Efficiency in English Auctions', Discussion Paper, University of Amsterdam.
- Groot Ruiz, Adrian de, Theo Offerman and Sander Onderstal, 2014: 'Power and the Privilege of Clarity: An Analysis of Bargaining Power and Information Transmission', Discussion Paper, University of Amsterdam.
- Fong, Yuk-fai, Chen-Ying Huang and Theo Offerman, 2009: 'Guilt Driven Reciprocity', Discussion Paper, University of Amsterdam.

Popular Publications

- Offerman, Theo, 2006: 'Economisch Design', *Tijdschrift Politieke Economie*, 27e jaargang, nr 4, 22-39.
- Goeree, Jacob K., and Theo Offerman, 2003: 'Spannende Experimenten', *Economisch Statistische Berichten* nr 4422, 621-623.
- Offerman, Theo en Jan Potters, 2003: 'Verzonken Kosten Stuwen Prijs Na Veiling Op', *Economisch Statistische Berichten* nr 4365, 454-455.
- Goeree, Jacob K., and Theo Offerman, 2003: 'Practical Auctioneering', *Tinbergen Institute Magazine*, Fall, 3-7.

International Visits

- December 2013 - January 2014: visit to New York University, U.S.A.
- June 2011: visit to New York University, U.S.A.
- December 2008 - January 2009: visit to New York University, U.S.A.
- January 2007: visit to New York University, U.S.A.
- February 2005: visit to New York University, U.S.A.
- July 2004: visit to New York University, U.S.A.
- September/October 2003: visit to New York University, U.S.A.
- February 2003: visit to New York University, U.S.A.
- October/November 2002: visit to New York University, U.S.A.
- March 2001: visit to University of Virginia, Charlottesville, U.S.A.
- April 2000: visit to University of Virginia, Charlottesville, U.S.A.
- May 1999: visit to University of Virginia, Charlottesville, U.S.A.
- October/November 1998: visit to University of Virginia, Charlottesville, U.S.A.
- December 1997: visit to Humboldt University, Berlin, Germany

Referee for

American Economic Review, Econometrica, Review of Economic Studies, Journal of Economic Theory, Economic Journal, Games and Economic Behavior, Journal of Economic Behavior and Organization, Journal of Economic Psychology, European Journal of Political Economy, Experimental Economics, International Journal of Industrial Organization, Journal of Public Economics.

Editorial board

Associate editor of 'Games and Economic Behavior' (since 2009).

Member of the editorial board of 'Experimental Economics' (since 2005).

Management tasks

- In June 2004 organizer of the Annual Meeting of the Economic Science Association (together with Arthur Schram).
- Since 2005 field coordinator of the Micro-Economics, Industrial Organization, and Public Finance courses in the MPhil of the Tinbergen Institute.
- Since 2008 Chairman Priority Research Area Behavioral Economics at the University of Amsterdam.
- In September 2009 organizer of the Amsterdam workshop on Behavioral and Experimental Economics (ABEE-2009).