

**SEDA ERTAC**  
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## EMPLOYMENT

Koc University: Associate Professor, Department of Economics	April 2015-present
Koc University: Assistant Professor, Department of Economics	February 2008-April 2015
University of Chicago: Post-doctoral Scholar, Department of Economics	July 2006-December 2007
University of California, Los Angeles: Teaching Assistant, Department of Economics	September 2001-June 2006
Graduate Student Researcher California Social Science Experimental Laboratory (CASSEL)	February 2004-June 2006

## DEGREES

Ph.D, Economics, UCLA	June 2006
M.A., Economics, UCLA	March 2003
B.A., Economics (with highest honors), Bilkent University, Turkey	May 2000

## AWARDS AND GRANTS

The Scientific and Technological Research Council of Turkey (TUBITAK) Encouragement Award	July 2017
BAGEP Outstanding Young Scholar Award	April 2017
Koc University Outstanding Faculty Award	April 2016
The Scientific and Technological Research Council of Turkey (TUBITAK) Grant, 1001 Program	September 2015
Turkish Academy of the Sciences (TUBA)	May 2013

Outstanding Young Scientist Award	
European Union FP7 International Reintegration Grant	2009-2012
The Scientific and Technological Research Council of Turkey (TUBITAK) Career Grant	March 2012
Turkish Capital Markets Association Risk Behavior Research Grant	May 2013
Koc University Outstanding Faculty Award	November 2011
US National Science Foundation Grant for Dissertation Research	December 2005
Russell Sage Foundation Grant for Research in Behavioral Economics	September 2005
Russell Sage Foundation Grant for Research in Behavioral Economics	May 2005
Dissertation Fellowship, Graduate Division, UCLA	2004-2005
Graduate Fellowship, Department of Economics, UCLA	2000-2004
Outstanding Teaching Assistant Award, Department of Economics, UCLA	2002-2003
B.A. Scholarship, Bilkent University	1996-2000

## RESEARCH

### Fields of Interest

Experimental economics, economics of education, economics of information, economics of organizations, neuroeconomics.

### Published/Accepted Papers

Fostering Patience in the Classroom: Results from a Randomized Educational Intervention (with Sule Alan), *Journal of Political Economy* (2018), 126(5), 1865-1911.

Ever Failed, Try Again, Succeed Better: Results from a Randomized Educational Intervention on Grit, (with Sule Alan and Teodora Boneva) [*accepted, Quarterly Journal of Economics*]

Cheating and Incentives in a Performance Context: Evidence from a Field Experiment on Children (with Sule Alan and Mert Gumren) [*accepted, Journal of Economic Behavior and Organization*]

Understanding Gender Differences in Leadership (with Sule Alan, Elif Kubilay and Gyongyi Loranth), [*accepted, Economic Journal*]

Gender Stereotypes in the Classroom and Effects on Achievement (with Sule Alan and Ipek Mumcu), *Review of Economics and Statistics* (2018), 100(5), 876-890.

Mitigating the Gender Gap in the Willingness to Compete: Evidence from a Randomized Field Experiment (with Sule Alan), forthcoming, *Journal of the European Economic Association* (doi: 10.1093/jeea/jvy036).

On the Cultural Basis of Gender Differences in Negotiation (with Steffen Andersen, Uri Gneezy, John A. List, Sandra Maximiano), *Experimental Economics* (2018), 21 (4), 757-778.

Transmission of Risk Preferences from Mothers to Daughters (with Sule Alan, Nazli Baydar, Teodora Boneva, and Thomas F. Crossley), *Journal of Economic Behavior and Organization* (2017), 134, 60-77.

The Role of Verifiability and Privacy in the Strategic Provision of Performance Feedback: Theory and Experimental Evidence (with Levent Kockesen and Duygu Ozdemir), *Games and Economic Behavior* (2016) 100, 24-45.

Trading experience modulates anterior insula to reduce the endowment effect (with Lester Tong, Kentaro Asai, Karen J. Ye, John A. List, Howard C. Nusbaum, and Ali Hortacsu) *Proceedings of the National Academy of the Sciences* (2016), 113(33), 9238–9243.

Patience, Self-Control and the Demand for Commitment: Evidence from a Large-Scale Field Experiment (with Sule Alan) *Journal of Economic Behavior and Organization* (2015), 115, pp. 111–122.

Gender, Competitiveness and Socialization at a Young Age: Evidence from a Matrilineal and a Patriarchal Society (with Steffen Andersen, Sandra Maximiano, Uri Gneezy and John A. List), *Review of Economics and Statistics* (2013), 95(4), pp. 1438-1443.

Deciding to Decide: Gender, Leadership and Risk-Taking in Groups (with Mehmet Y. Gurdal), *Journal of Economic Behavior and Organization* (2012), 83(1), pp.24-30.

Mental Attributes and Temporal Brain Dynamics during Bargaining: EEG Source Localization and Neuroinformatic Mapping (with Burak Guclu, Ali Hortacsu, and John A. List) *Social Neuroscience* (2012), 7(2), pp. 159-177.

Stakes Matter in Ultimatum Games (with Steffen Andersen, Uri Gneezy, Moshe Hoffman and John A. List), *American Economic Review* (2011), 101, pp. 3427-3439.

Does Self-Relevance Affect Information Processing? Experimental Evidence on the Response to Performance and Non-Performance Feedback, *Journal of Economic Behavior and Organization* (2011), 80(3), pp. 532-545.

Entry into Auctions: An Experimental Study (with Ali Hortacsu and James Roberts), *International Journal of Industrial Organization* (2011), 29(2), pp 168-178.

Determinants of Private Savings Behavior in Turkey, *Applied Economics* (2003), 35(12), pp.1405-1416 (joint with K. Metin-Ozcan and A. Gunay)

### **Book Chapter**

Experimental Economics (2010), in Free, R. (Ed.) *21<sup>st</sup> Century Economics: A Reference Handbook*, SAGE Publishers, Thousand Oaks, California (with Sandra Maximiano).

### **Working Papers**

Strategic Feedback in Teams: Theory and Experimental Evidence (with Mert Gumren and Levent Kockesen), ERF Working Paper No. 1714 [*revise and resubmit, Journal of Economic Behavior and Organization*]

Preference Communication and Leadership in Group Decision-Making (with Mehmet Y. Gurdal), ERF Working Paper No. 1324 [*revise and resubmit, Journal of Behavioral and Experimental Economics*]

Demand for Decision Autonomy and Willingness to Take Responsibility in Risky Environments: Experimental Evidence (with Mert Gumren and Mehmet Y. Gurdal) [*revise and resubmit, Journal of Economic Psychology*]

Belief in Hard Work and Altruism: Evidence from a Randomized Field Experiment (with Sule Alan), HCEO Working Paper No. 2017-053.

Personality, Group Decision-Making and Leadership (with Mehmet Y. Gurdal), ERF Working Paper No. 1227

The Effect of Information on Gender Differences in Competitiveness: Experimental Evidence (with Balazs Szentes), ERF Working Paper No. 1104.

Social Comparisons and Optimal Information Revelation: Theory and Experiments

### **Work in Progress**

An Economic Approach to Curiosity: Measurement and Correlates (with Sule Alan)

Can Female Role Models Improve Occupational Aspirations? A Randomized-Controlled Intervention (with Sule Alan and Nergis Zaim)

Group Decision-Making Under Risk: Evidence from Children (with Sule Alan, Yigit Gurdal and Elif Kubilay)

The Effects of Exposure to Competition and Performance Feedback on Gender Differences in Competitiveness (with Sandra Maximiano)

Rubinstein Meets Abraham: An Empirical Study of Sequential Offer Bargaining During the Festival of Sacrifice (with Burak Dindaroglu)

## **PROFESSIONAL ACTIVITIES**

### **Invited Seminar Presentations**

UCSD Rady School of Management (2016), University of Michigan (2016), University of Chicago (2015), Institute for Fiscal Studies (2015), University of Essex (2015), Norwegian School of Economics (2014), George Mason University (2014), Erasmus University (2014), Sabanci University (2014), GATE Lyon (2013), Einaudi Institute of Economics and Finance, Rome (2013), CEMFI, Madrid (2011), Middle East Technical University (2011), Istanbul Technical University (2011), Osmangazi University (2011), Izmir Economics University (2010), Bilkent University (2010), TOBB ETU (2010), University of Washington (2007), Erasmus University (2006), Simon Fraser University (2006), California Institute of Technology (2006), University of California Santa Cruz (2006), University of Texas at Dallas (2006), Universidad Pompeu Fabra (2006), University of Guelph (2006), York University (2006), IZA (Institute for the Study of Labor, 2006).

Co-Organizer and Lecturer, 1st Summer School in Experimental Economics, Koc University, 2009

### **Conference Presentations**

2019: Istanbul Workshop on Experimental Economics (Bogazici University)

2016: Advances in Field Experiments, University of Chicago; Advances in Behavioral Finance, Istanbul

2015: 2<sup>nd</sup> Experimental Methods in Policy Conference, Mexico

2014: North American Meetings of the Econometric Society, FUR (Foundations of Utility and Risk), Erasmus University

2013: Royal Economic Society Annual Meeting, Royal Holloway University London (*session organizer*); Association for Public Economic Theory Conference, Lisbon; Child and Youth Finance International Summit Meeting.

2012: Royal Economic Society Annual Meeting, Cambridge; Economic Science Association International Meeting, New York.

2011: International Economic Association World Congress, Beijing; Economic Science Association International Meeting, Chicago.  
2010: Royal Economic Society Annual Meeting, Surrey; Econometric Society World Congress, Shanghai; La Pietra Workshop on New Directions in Applied Microeconomics, Florence; MOVE Workshop on Gender and Economic Behavior, Barcelona  
2009: APET Workshop on Public Economics: Theoretical and Experimental Approaches, Lyon  
2008: International Meeting of the Economic Science Association, Pasadena  
2007: International Meeting of the Economic Science Association, Rome  
2006: North American Meeting of the Economic Science Association, Tucson, Annual Meeting of the European Economic Association, Vienna  
2005: North American Meeting of the Economic Science Association, Tucson, International Meeting of the Economic Science Association, Montreal  
Selected Participant, Budapest Workshop on Behavioral Economics, July 2003, July 2004  
Selected Participant, Russell Sage Foundation Summer Institute in Behavioral Economics at UC Berkeley, August 2002.

### **MA Theses Supervised**

Ergun Kotan, "Information Valuation and Processing in Performance Contexts with Noisy Feedback: Experimental Evidence", August 2012  
Damla Uzrek, "The Effects of Responsibility and Intentional Trust on Performance: An Experimental Study", July 2013  
Aysegul Coskunlar, "Gender Gap in Competitiveness and Costly Performance Feedback: Experimental Evidence", July 2013  
Duygu Ozdemir, "Strategic Transmission of Interim Performance Feedback in a Real Effort Setting: Experimental Evidence", August 2013  
Gokben Aydilek, "Distributional Preferences and Sorting into Decision-Making", September 2015.

### **PhD Theses Supervised**

Elif Kubilay, June 2016. "Essays on Delegation of Sequential Decisions and Evolution of Leadership and Altruism: Theory and Experiments" (co-supervised with Levent Kockesen)  
Mert Gumren, ongoing.  
Ergun Kotan, ongoing.  
Mustafa Yahsi (co-supervised with Mehmet Yigit Gurdal, ongoing).

MA/PhD Theses Committees: Sami Basasci (economics, MA, Bogazici University), Selin Ergun (marketing, PhD, Koc University), Salome Sheila (psychology, PhD, Koc University).

## **PROFESSIONAL SERVICE**

Associate Editor, *Research in Economics*, 2019-.

Referee for: American Economic Review, Econometrica, Journal of Political Economy, Management Science, Review of Economic Studies, Journal of Public Economics, Economic Journal, Review of Economics and Statistics, Marketing Science, Games and Economic Behavior, Journal of Economic Behavior and Organization, Experimental Economics, Journal of Economics and Management Strategy, International Journal of Industrial Organization, Labour Economics, Journal of Industrial Economics, Theory and Decision, Journal of Institutional and Theoretical Economics, Journal of Behavioral and Experimental Economics, Economic Inquiry, Southern Economic Journal, Journal of Tourism Management, İktisat, İletme ve Finans, Bogazici Journal.

Review Panel: TUBITAK (The Scientific and Technological Research Council of Turkey)

## **Membership in Professional Organizations**

American Economic Association, Economic Science Association, Econometric Society.

## **UNIVERSITY SERVICE**

Koc University Human Subject Research Ethics Committee, 2013-2015.

Department of Economics Recruitment Committee, 2008, 2011, 2012, 2013.

Department of Psychology Recruitment Committee (Outside member), 2016, 2018, 2019.