

Markus M. Mobius

School of Information
University of Michigan
Ann Arbor, MI 48109
Tel. 617-575-9739
mobius@microsoft.com

National Bureau of Economic
Research
1050 Massachusetts Ave
Cambridge MA 02138
Tel. 617-575-9739

Microsoft Research
1 Memorial Drive
Cambridge MA, 02142
Tel. 617-575-9739

Education

- **Ph. D.** Economics, Massachusetts Institute of Technology, 2000
- **M.Phil.** Economics, Nuffield College, Oxford, 1996
- **B.A.** Mathematics, 1st class, Mansfield College, Oxford, 1994

Positions Held

- Senior Researcher, Microsoft Research, New England Lab, 2011 –
- Associate Professor of Information, School of Information, University of Michigan, since 2013 (on leave)
- Associate Professor, Department of Economics, Iowa State University, 2010 – 2013
- Visiting Researcher, Microsoft Research, New England Lab, 2009 – 2010
- Associate Professor, Department of Economics, Harvard University, 2005 – 10
- Assistant Professor, Department of Economics, Harvard University, 2000 – 05
- Faculty Research Fellow, National Bureau of Economic Research, 2000 –

Honors and Awards

- Solow Thesis Prize, 2000
- Sloan Doctoral Dissertation Fellowship, 1999-2000
- MacArthur Predoctoral Fellowship, 1998-1999
- George Webb Medley Prize for Best Exams, 1996
- Junior Mathematical Prize, 1994
- Studienstiftung des Deutschen Volkes, 1991-96

Research Grants

- National Science Foundation Grant SES-1326661 (\$424,445), Project: Making the Dynamics of Social Learning Visible (2013-2016)
- USDA-FANRP Planning Grant 10582349 (\$25,000) (with Helen Jensen, Markus Mobius and Lorraine Lanningham-Foster) Project: School Meals and Social Interactions: Is Healthy Eating Viral? (2010-2011)
- Cornell Center on Behavioral Economics in Child Nutrition Programs (\$19,000) (with Helen Jensen, Markus Mobius and Lorraine Lanningham-Foster) Project: Building Healthy Habits in Social Networks: Making Fruits and Vegetables A Popular Choice during the School Lunch

- National Science Foundation Grant; Project: Informal Contract Enforcement in Social Networks (2008-2011)
- National Science Foundation Grant 0527795 (\$266,619); Project: Experiments with Real-World Social Networks (2005-08)
- Russell Sage Foundation Trust Program Grant (\$131,900); Project: Trust and Social Networks (2003-05)
- Steven H. Sandell Grant from Center for Retirement Research at Boston College (\$20,000); Project: The Role of Social Networks in Retirement Savings Decisions (2003)
- Harvard University Junior Faculty Grant

Teaching

- Undergraduate Game Theory
- Undergraduate Microeconomic Theory
- Graduate Industrial Organization
- Graduate Economic and Social Networks
- Graduate Mathematics for Economists
- Graduate Game Theory

Dissertation Supervision

Paul Niehaus (UCSD), Dan Hojman (Harvard Kennedy School), Adam Szeidl (UC – Berkeley, Economics), Glen B. Taksler, Blair Williams (Kennedy School)

Publications

- “Consumption Risk-sharing in Social Networks” (with Attila Ambrus and Adam Szeidl), forthcoming in *American Economic Review*, (January 2014)
- “Buy-it-now or Take-a-chance: A simple sequential screening mechanism” (with L. Elisa Celis, Gregory Lewis and Hamid Nazerzadeh), *WWW’11*, (March 2011)
- “What Do We Expect From Our Friends?” (with Stephen Leider, Tanya Rosenblat and Quoc-Anh Do), *Journal of the European Economic Association*, (March 2010)
- “Directed Altruism and Enforced Reciprocity in Social Networks” (with Stephen Leider, Tanya Rosenblat and Quoc-Anh Do), NBER Working Paper 13135, Federal Reserve Bank of Boston Working Paper 07-11, *Quarterly Journal of Economics*, (November 2009)
- “Trust and Social Collateral” (with Dean Karlan, Tanya Rosenblat and Adam Szeidl), *Quarterly Journal of Economics*, (August 2009)
- “Cooperation and Trust in Social Networks” (with Dean Karlan, Tanya Rosenblat and Adam Szeidl), *American Economic Review Papers & Proceedings*, (May 2007)
- “Existence of Equilibrium in Large Double Auctions” (with Drew Fudenberg and Adam Szeidl), *Journal of Economic Theory*, (2007)
- “Why Beauty Matters” (with Tanya Rosenblat), *American Economic Review*, (March 2006)
- “Competing Auctions” (with Drew Fudenberg and Glenn Ellison), *Journal of the European Economic Association*, (February 2004)

- “Getting Closer or Drifting Apart” (with Tanya Rosenblat), *Quarterly Journal of Economics* (August 2004)

Working Papers

- “Managing Self-Confidence: Theory and Experimental Evidence”, (with Muriel Niederle, Paul Niehaus and Tanya Rosenblat), November 2013, revise and resubmit for *Quarterly Journal of Economics*
- “Buy-it-now or Take-a-chance: Price Discrimination Through Randomized Auctions” (with L. Elisa Celis, Gregory Lewis and Hamid Nazerzadeh), June 2013
- “The Impact of News Aggregators on Internet News Consumption: The Case of Localization” (with Susan Athey), August 2012
- “Managing Self-Confidence: Theory and Experimental Evidence”, (with Muriel Niederle, Paul Niehaus and Tanya Rosenblat), April 2011, NBER working paper #17014
- “Death through Success: The Rise and Fall of Local Service Competition”, January 2011, revise and resubmit for *Journal of Political Economy*
- “Treasure Hunt: Social Learning in the Field” (with Tuan Phan and Adam Szeidl), August 2010
- “Measuring Trust in Peruvian Shantytowns” (with Dean Karlan, Tanya Rosenblat and Adam Szeidl), October 2010
- “Social Learning and Consumer Demand” (with Paul Niehaus and Tanya Rosenblat), April 2006
- “Social Networks and Vaccination Decisions” (with Neel Rao and Tanya Rosenblat), Federal Reserve of Boston Working Paper 07-12, October 2006
- “Formation of Social Capital: An Experiment” (with Tanya Rosenblat), September 2004
- “The Process of Ghetto Formation: Evidence from Chicago” (with Tanya Rosenblat), February 2002
- “The Formation of Ghettos as a Local Interaction Phenomenon”, February 2003
- “The Evolution of Work”, (with Raphael Schoenle), August 2006, NBER working paper #12694
- “Trading Favors”, (with Matthew Gentzkow), July 2003

Work Discussed in Popular Press

“Why Beauty Matters”: The New Yorker (02/12), Miller-McCune (05/10), New York Times (10/08), CNN (03/07), Slate (02/07), Financial Times (02/07), Baltimore Sun (11/06), Harvard Alumni Magazine (09/06), Seattle Times (07/06), The London Free Press (06/06), Courier Post (06/06), Des Moines Register (06/06), Quad-City Times (06/06), Salt Lake Tribune (06/06), WNPR (04/06), Tokyo FM Radio, Japan (04/06), Harvard Crimson (04/06), New York Times column by Hal Varian (04/06), The Regional Economist, St. Louis Fed (04/05), Baltimore Sun (01/04), Chicago Tribune (01/04), Boston Herald (02/04), Portsmouth Herald (02/04), Hartford Courant (03/04), Fortune (04/04), USA Today (04/04), Wesleyan Argus (04/04), Wesleyan Alumni Magazine (Spring 04)