

February 2004

CURRICULUM VITAE

Name: **Ido Erev** (Israeli ID No. 055984330)

Birth Date and Place: December 6, 1959, Afula, Israel.

Family Status: Married, one daughter

Professional Address:

Industrial Engineering and Management
Technion - Israel Institute of Technology
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ACADEMIC DEGREES

1985 - **B.A.**, University of Haifa, Israel (Psychology and Statistics, double major).

1988 - **M.A.**, The University of North Carolina at Chapel Hill, U.S.A.
(Cognitive/Quantitative Psychology).

1990 - **Ph.D.**, The University of North Carolina at Chapel Hill, U.S.A.
(Cognitive/Quantitative Psychology).

ACADEMIC APPOINTMENTS

2004 - present Professor, Faculty of Industrial Engineering and Management,
Technion, Haifa, Israel.

1998 - 2004 Associate Professor, Faculty of Industrial Engineering and Management,
Technion, Haifa, Israel.

2000 - 2002 Michael A. Gould Visiting Israeli Professor, Columbia Business School,
Columbia University, USA.

1993 - 1998: Senior Lecturer, Faculty of Industrial Engineering and Management,
Technion, Haifa, Israel. 1995: Tenure.

1996 - 1997: Visiting research associate in Economics, University of Pittsburgh, U.S.A.
(18 months during Sabbatical).

1992 - 1995: Visiting research associate in Economics, University of Pittsburgh, U.S.A.
(6 months during semester breaks).

- 1990 - 1993: Lecturer, Faculty of Industrial Engineering and Management, Technion, Haifa, Israel.
- 1987 - 1990: Statistical consultant and SAS programmer, Biological Science Research Center, The University of North Carolina at Chapel Hill, U.S.A.
- 1986 - 1990: Research assistant and instructor, L.L. Thurstone Psychometric Laboratory, The University of North Carolina at Chapel Hill, U.S.A.

PRIMARY RESEARCH INTERESTS

Cognitive psychology
Individual decision making under uncertainty
Human judgment and subjective probability
Behavioral implications of game theory
The economics of small decisions
Social dilemmas
Attention control

TEACHING EXPERIENCE

Thinking and decision-making (undergraduate and graduate)
Behavioral implications of game theory (graduate)
Cognitive psychology (undergraduate and graduate)
Introduction to psychology (undergraduate)
Experimental psychology (undergraduate)
Negotiations (graduate)
Behavioral statistics (undergraduate)

PUBLIC PROFESSIONAL ACTIVITIES

- 2003-present: Associate Editor *Management Science*
- 2003-present: Member of Editorial Board, *Computational and Mathematical Organizational theory*.
- 2002-present: Member of Editorial Board, *Journal of Behavioral Decision Making*,
- 2002-present: Graduate studies coordinator, Faculty of Industrial Engineering and Management, Technion.
- 1997-2000: Head of the Behavioral Science Area at the Faculty of Industrial Engineering and Management, Technion.

- 1991-2000: Member of Editorial Board, *Psychologia* (The Journal of the Israeli Psychological Association).
- 1999-2001: Member of Editorial Board, *Organizational Behavior and Human Decision Making*.

Ad hoc reviewer for (partial list): The Israeli Academy of Science, *BSF*, *NSF*, *GIF*, *Psychological Bulletin*, *Psychological Review*, *Developmental Psychology*, *Journal of Mathematical Psychology*, *Journal of Behavioral Decision Making*, *Econometrica*, *American Economic Review*, *Games and Economic Behavior*, *Organizational Behavior and Human Decision Processes*, *Journal of Economic Behavior and Organizations*, *European Journal of Cognitive Psychology*, *Journal of Personality and Social Psychology*, *Basic and Applied Social Psychology*, *Journal of Economic Psychology*, *Rand Journal of Economics*, *International Economic Review*, *European Economic Review*, *Journal of Experimental Psychology: LMC*, *Journal of Risk and Uncertainty*, *Perception and Psychophysics*.

Co-Organizer (with David Budescu and Rami Zwick) of the Workshop on Games and Human Behavior in the honor of Amnon Rapoport's 60th birthday.

Co-organizer (with David Budescu and Tom Wallsten) of a Workshop on Confidence Judgment, and Co-Guest Editor of a special issue on the subject in *Journal of Behavioral Decision Making*.

Co-organizer (with Gary Bornstein, Ramzi Suleman, Ilan Fischer and David Budescu) of the 8th International Conference on Social Dilemmas, Zikron Yaakov, Israel, July 1999.

HONORS

- 1990: The North Carolina Research Fellowship in Cognitive Science.
- 1993 - 1995: The British Technion Society Lectureship in Industrial Engineering and Management.
- 1998: Henri Gutwirth Research Grant.

GRADUATE STUDENTS

Completed:

- Galili, Rachely, "Constructive intergroup competition as a solution to the free rider problem in the workplace". (M.Sc. Thesis, 1991).
- Ben Tsur, Sigalit, "Mutual cooperation in the workplace". (M.Sc. Thesis, 1992).
- Dailly, Dalit, "Status-quo and mutual cooperation in repeated insurance contrasts". (Master project, 1992).
- Shimonovich, Dvorit, "The effect of prior knowledge on subjective interpretation of natural stimuli". (M.Sc. Thesis, 1993).
- Keidar, Dinna, "Free riding in the quality control process". (M.Sc. Thesis, 1993).

- Ravid-Biran, Michal, "The effect of sociometric evaluations on cooperation". (M.Sc. Thesis, 1994).
- Kehonai, Morris, "The usage of vague information in organizational change". (M.Sc. Thesis, 1995).
- Tsur, Shalhevet, "The effect of traffic information display". (M.Sc. Thesis, 1995).
- Itkin, Tali, "Signals detection in a two-person safety dilemmas: The effect of information and competition". (M.Sc. Thesis, 1995).
- Gilat, Sharon, "Two-person consensus games". (M.Sc. Thesis, 1995).
- Ben Sason, Itzhak, "The sunk-cost effect: An initial propensity of a characteristic of the decision makers' utility function". (M.Sc. thesis, 1995).
- Lavi, Amit, "The goal setting effect: An initial propensity or a characteristic of the decision maker's utility function". (M.Sc. Thesis, 1996).
- Or-Hof, Ori, "Melioration and maximization: Conflicting processes or two outcomes of the same process?" (M.Sc. Thesis, 1996).
- Ben-Ziv, Ayelet, "Two-person signal detection analysis of teenagers' risk taking behavior". (M.Sc. Thesis, 1996).
- Bejerano, Orit, "When does experience impair choice behavior?" (M.Sc. Thesis, 1997).
- Bereby, Meyer, Yoela, "On the robustness of the framing effect: A re-interpretation of the "payoff effect" in probability learning experiments". (**D.Sc. Dissertation, 1997**).
- Bar Shai, Shmuel, "The reflection effect: A perceptual phenomenon of initial tendency?" (M.Sc. Thesis, 1999).
- Volokh, Svetlana, "Cognitive game theoretic analysis of learning in auctions". (**D.Sc. Dissertation, 1999**).
- Shabtai, Galia, "Toward a descriptive model of detection of change". (M.Sc. Thesis).
detection of change and "right of way" rules in the air". (M.Sc. Thesis, 1999).
- Gilat, Sharon, "Learning and the decision to disagree". (**D.Sc. Dissertation, 2000**).
- Barron, Greg, "The effect of feedback on decision making under uncertainty and risk: Loss aversion without reflection and the reversed certainty (Allais) effect"". (M.Sc. Thesis, 2000).
- Leshed, Gilly, "On the decision to decide". (M.Sc. Thesis, 2000).
- Shany, Dror, "The rule enforcement paradox and the implications of reinforcement learning (M.Sc. Thesis, 2000).
- Yehiam, Eldad, "On value and limitation of emphasis change training methods". (M.Sc. Thesis, 2000).
- Danieli, Hadas, "Social dilemmas and the design of simulators". (M.Sc. Thesis, 2000).

Barron, Greg, "On the effect of repeated experience on judgment and choice"
(PhD. Dissertation, 2003).

Lybman, Ira, "The effect of rare events on decision making under uncertainty". (M.Sc. Thesis, 2003).

In progress:

Spigel, Shabtai, "Systematic typing". (M.Sc. Thesis).

Livne, Reut, "incentives and creativity." (M.Sc. Thesis).

Ish Shalom, Taly, "Rats, humans, and the common ratio effect." (M.Sc. Thesis).

Lev Ran, Ido, "On the tendency to sign contract without reading them" (M.Sc. Thesis).

RESEARCH GRANTS

- 1991: Co-Principal Investigator (with Raanan Lifshits) of the Technion and Haifa University joint research grant. (Total amount = \$5000).
- 1992: Co-Principal Investigator (with Raanan Lifshits) of the Technion and Haifa University joint research grant. (Total amount = \$4000).
- 1993 -1995: Co-Principal Investigator (with Daniel Gopher) on a grant awarded by the committee for Research and Prevention in Occupational Safety and Health in the Israeli Labor Ministry. (Total amount = \$170,000).
- 1994 - 1995: Co-Principal Investigator (with Amnon Rapoport) on a grant awarded by the Israeli Academy of Science. (Total amount = \$50,000).
- 1995 - 1997: Co-Principal Investigator (with Al Roth) on a grant awarded by the USA National Science Foundation (NSF). (Total amount = \$200,000).
- 1998 - 1999: Co-Principal Investigator (with Daniel Gopher and Roger Remington) on a grant awarded by NASA. (Total amount = \$80,000).
- 1996 - : Co-Principal Investigator (with Daniel Gopher) in the Minerva Research Center in Cognitive Psychology at the Technion. (Fund of 2 million DM).
- 1998 - 2002: Co-Principal Investigator (with Al Roth) on a grant awarded by the USA National Science Foundation (NSF). (Total amount = \$380,000).
- 1998-2001: Co-Principal Investigator (with Al Roth) on a grant awarded by the Israel USA Binational Science Foundation (BSF). (Total amount = \$54,000).
- 2003: Principal Investigator on a grant awarded by the committee for Research and Prevention in Occupational Safety and Health in the Israeli Labor Ministry. (Total amount = \$50,000).

- 2003-2005: Co-Principal Investigator (with Al Roth and Ernan Haruvy) on a grant awarded by the Israel USA Binational Science Foundation (BSF). (Total amount = \$40,000).
- 2003-2007: Co-Investigator (with Arnon Lotem) on a grant awarded by the Israel Science Foundation (ISF). (Total amount = \$160,000).
- 2004: Principal Investigator on a grant awarded by the committee for Research and Prevention in Occupational Safety and Health in the Israeli Labor Ministry. (Total amount = \$60,000).

PUBLICATIONS (papers with students are marked with *).

Theses:

- M.A. thesis: “Cooperative behavior in structurally distinct public good problems: Effects of sequentially acquired information”. The University of North Carolina at Chapel Hill, U.S.A. 1988.
- Ph.D. thesis: “The sensitivity of human behavior to the likelihood of future events, and the information reduction assumption”. The University of North Carolina at Chapel Hill, U.S.A. 1990.

Refereed papers in professional journals:

1. Wallsten, T.S., Budescu, D.V. & Erev, I. (1988), “Understanding and using linguistic uncertainties”. *Acta Psychologica*, 68, 39-52.
2. Rapoport, A., Bornstein, G. & Erev, I. (1989), “Intergroup competition for public goods: Effect of unequal resources and relative group size”. *Journal of Personality and Social Psychology*, 56, 748-756.
3. Erev, I. & Cohen, B.L. (1990), “Verbal versus numerical probabilities: Efficiency, biases, and the preference paradox”. *Organizational Behavior and Human Decision Processes*, 45, 1-18.
4. Rapoport, A., Wallsten, T.S., Erev, I. & Cohen, B.L. (1990), “Revision of opinion with verbally and numerically expressed uncertainty”. *Acta Psychologica*, 74, 61-69.
5. Bornstein, G., Erev, I. & Rozen, O. (1990), “Intergroup competition as a structural solution for social dilemma”. *Social Behavior*, 5, 247-260.
6. Budescu, D.V., Zwick, R., Wallsten, T.S. & Erev, I. (1990), “Integration of linguistic probabilities”. *International Journal of Man Machine Studies*, 33, 657-676.
7. Erev, I. & Rapoport, A. (1990), “Provision of step-level public goods: The sequential contribution mechanism”. *Journal of Conflict Resolution*, 34, 401-425.
8. Erev, I. Wallsten, T.S. & Neal, M. (1991), “Vagueness, ambiguity and the cost of mutual understanding”. *Psychological Science*, 5, 321-324.

9. Erev, I., Bornstein, G. & Wallsten, T.S. (1993), "The negative effect of probability assessments on decision quality". *Organizational Behavior and Human Decision Processes*, 55, 78-94.
10. Erev, I. & Wallsten, T.S. (1993), "The effect of explicit probabilities on the decision weights and the reflection effect". *Journal of Behavioral Decision Making*, 6, 221-241.
11. *Erev, I., Bornstein, G. & Galili, R. (1993), "Constructive intergroup competition as a solution to the free rider problem in the workplace". *Journal of Experimental Social Psychology*, 29, 463-478.
12. Bornstein, G., Erev, I. & Goren, H. (1994), "Learning processes and reciprocity in intergroup conflicts". *Journal of Conflict Resolution*, 38, 690-707.
13. Gonzalez-Vallejo, C., Erev, I. & Wallsten, T.S. (1994), "Do decision quality and preference order depend on whether probabilities are verbal or numerical?". *The American Journal of Psychology*, 107, 157-172.
14. Erev, I., Wallsten, T.S. & Budescu, D.V. (1994), "Simultaneous over- and underconfidence: the role of error in judgment processes". *Psychological Review*, 101, 519-527.
15. Wakker, P., Erev, I. & Weber, E. (1994), "Comonotonic independence: The critical test between classical and rank-dependent utility theories". *Journal of Risk and Uncertainty*, 9, 195-230.
16. Bornstein, G. & Erev, I. (1994), "The enhancing effect of intergroup competition on group performance". *International Journal of Conflict Management*, 5, 271-284.
17. Rapoport, A., Erev, I. & Zwick, R. (1995), "Bargaining behavior in bilateral monopoly with one-sided incomplete information". *Management Science*, 41, 377-394.
18. Roth, A.E. & Erev, I. (1995), "Learning in extensive form games: Experimental data and simple dynamic models in the intermediate term". *Games and Economic Behavior*, 8, 164-212.
19. *Erev, I., Gopher, D., Itkin, R. & Greenshpan, Y. (1995), "Toward a generalization of Signal Detection Theory to n-person games: The example of two person safety problem". *Journal of Mathematical Psychology*, 39, 360-376.
20. *Gilat, S., Meyer, J., Erev, I. & Gopher, D. (1997), "Beyond Bayes theorem: The effect of base rate information in consensus games and the effect of base rate information". *Journal of Experimental Psychology: Applied*, 3, 83-104.
21. Budescu, D.V., Erev, I., Wallsten, T.S. & Yates, J.F. (1997), "Introduction" (to a special issue on stochastic and cognitive models of confidence). *Journal of Behavioral Decision Making*, 10, 153-155.
22. Budescu, D.V., Erev, I. & Wallsten, T.S. (1997), "On the importance of random error in the study of probability judgment". *Journal of Behavioral Decision Making*, 10, 153-171.

23. Wallsten, T.S., Budescu, D.V., Erev, I. & Diedrich, A. (1997), "A cognitive foundation for combining subjective probability estimates: overconfident judges can be collectively diagnostic". *Journal of Behavioral Decision Making*, 10, 243-268.
24. Rapoport, A., Erev, I., Abraham, E.V. & Olson, D.E. (1997), "Randomization and adaptive learning in a simplified poker game". *Organizational Behavior and Human Decision Processes*, 69, 31-49.
25. Rapoport, A., Seale, D., Erev, I. & Sundali, J.A. (1998), "Equilibrium Play in Large Group Market Entry Games". *Management Science*, 44, No. 1, 119-141.
26. Erev, I. & Rapoport, A. (1998), "Magic, reinforcement learning and coordination in a market entry game". *Games and Economic Behavior*, 23, 146-175.
27. *Bereby-Meyer, Y. & Erev, I. (1998), "On learning to become a successful loser: A comparison of alternative abstractions of learning processes in the loss domain". *Journal of Mathematical Psychology*, 42, 266-286.
28. *Barkan, R., Zohar, D. & Erev, I. (1998), "Accidents and decision making under uncertainty: A comparison of four models". *Organizational Behavior and Human Decision Processes*, 74, 118-144.
29. Erev, I. (1998), "Signal detection by human observers: A cutoff reinforcement learning model of categorization decisions under uncertainty". *Psychological Review*, 105, 280-298.
30. Erev, I. & Roth, A. (1998), "Prediction how people play games: Reinforcement learning in games with unique strategy equilibrium". *American Economic Review*, 88, 848-881.
31. *Erev, I., Bereby-Meyer, Y. & Roth, A.E. (1999), "The effect of adding a constant to all payoffs: experimental investigation, and implications for reinforcement learning models". *J. of Economic Behavior and Organizations*, 39 (1) 111-128.
32. *Gopher, D., Itkin, T., Erev, I., Meyer, J. & Armony, L., (2000), "The effect of shared responsibility and competition in perceptual games: A test of a cognitive game theoretic extension of signal detection theory". *Journal of Experimental Psychology: Human Performance and Perception*, 26 (1), 325-341.
33. Wallsten, D., Erev, I., & Budescu, D., (2000), "The Importance of Theory: Response to Brenner (2000)". *Psychological Review*, 107 (1), 947-949.
34. Haruvy, E., Erev, I. & Sonsino, D., (2001), "The medium prizes paradox: Evidence from a simulated casino". *Journal of Risk and Uncertainty*, 22, 251-261.
35. *Yechiam, E., Erev, I., & Gopher, D. (2001), "On value and limitation of emphasis change training methods". *Journal of Experimental Psychology: Applied*. Vol 7(4): 277-285.
36. *Erev, I., Roth, A.E., Slonim, S.L., & Barron G. (2002), "Predictive value and the usefulness of game theoretic models". *International Journal of Forecasting*, 18(3), 359-368.

37. *Perry, O., Haruvy, E. & Erev, I. (2002), "Frequent Delayed Probabilistic Punishment in Law Enforcement". *Economics of Governance*, 3, 71-85.
38. *Yechiam, E., Haruvy, E., Erev, I., (2002), "Reinforcement learning and the prevention of data catastrophes". *Journal of Managerial Psychology*, 17, 599-611.
39. *Yechiam, E., Barron, G., Erev, I., & Erez, M. (2003), "Cause related marketing: The equalizer". *Journal of Consumer behavior*, 2, 320-332.
40. *Meyer, J., Gilat, S. & Erev, I. (2003), "Consensus games in categorization decisions". *Journal of Mathematical Psychology*, 47, 417-428.
41. *Barron, G. & Erev, I. (2003), "Small feedback based decisions and their limited correspondence to description based decisions". *Journal of Behavioral Decision Making*, 16, 215-233. (Based on this paper Barron won the 2003 de-Finetti prize, awarded by the European Association for Decision Making, for the best paper written (or co-authored) by a graduate student.)

Accepted for publication

42. Bamberger, P., Erev, I., Kimmel, M., & Oref-Chen T. (in press), "The effects of peer assessment on individual performance and contribution to group processes: The impact of anonymity." *Group and Organism Management*.
43. *Yechiam, E., Erev, I., Yehene, V., & Gopher, D. (in press), "On the transition from touch-typing training to everyday use: The value of continued strategic encouragement". *Human Factors*.
44. *Erev, I., Barron, G., & Remington, R. (in press), "Right of way in the sky: Two problems in aircraft self-separation and the auction-based solution". *Human Factors*.
45. *Hertwig, R. Barron, G., Weber, E. and Erev, I. (in press), "Decisions from experience and the weighting of rare events". *Psychological Science*.
46. *Yechiam, E. Erev, I., & Parush, A. (in press), "Easy-first training programs". *Journal of Experimental Psychology: Applied*.
47. *Barkan, R., Erev, I., Singer, E. and Zach, M. (in press), "Tips allocation rule, visibility and quality of service in restaurants".
48. *Hanaki, N., Sethi, R., Erev, I. & Peterhansl, A. (in press), "Learning strategies". *Journal of Economic Behavior and Organizations*.

Submitted for publication:

49. *Sonsino, D., Erev, I., & Gilat, S. (submitted), "On the likelihood of repeated zero-sum betting by adaptive (human) agents".

50. *Erev, I. and Barron, G. (submitted), "On adaptation, maximization and reinforcement learning among cognitive strategies".
51. *Erev, I., Ingram P., Raz, O. and Shany, D. (submitted), "On the possibility of gentle rule enforcement".
52. * Yechiam, E. Erev, I., & Barron, G. (submitted), "Insurance, safety, and the contradicting effects of experience and presentation".
53. *Erev, I., Roth, A.E., Slonim, R.L. and Barron, G. (submitted), "Combining theoretical predictions with experimental evidence.
54. *Yechiam, E., Barron, G. & Erev, I. (submitted), "Description, experience and the effect of rare terrorist attacks".
55. *Grosskopf, B., Erev, I. & Yechiam, E. (submitted), "Forgone with the wind".
56. Erev, I. & Haruvy, E. (submitted), "On the potential uses and current limitations of data driven learning models".
57. Haruvy, E. & Erev, I. (submitted), "Variable pricing: A customer learning perspective".
58. *Erev, I., & Livne-Tarandach, R. (submitted). Experiment-based exams and the difference between the behavioral and the natural sciences.

Selected working papers:

- * Erev, I., Shinovich, D., Schurr, A., & Hertwig, R. "On the effect of base rates in perception studies, and base rate neglect in judgment studies".
- Haruvy, E. & Erev, I. "Two stage prize promotion lotteries and the timing of the prizes".
- *Erev, I., Bejerano, O., Maital, S. and Barron, G. "When does experience impair choice behavior?".

Book Chapters:

1. Erev, I. (1992), "The effect of explicit probability estimates on violations of subjective expected utility theory in the Allais paradox". In: *Decision Making under Risk and Uncertainty: New models and empirical finding*, J. Geweke (Ed.). Dordrecht: Kluwer Academic Publisher.
2. Rapoport, A. & Erev, I. (1994), "Provision of step-level public goods: Effects of different information structures". In: U. Schulz, W. Albers & U. Mueller (Eds.), *Social Dilemmas and Cooperation*. New York: Springer-Verlag.
3. Erev, I. (1994), "Convergence in the orange grove: Learning processes in a social dilemma setting". In: U. Schulz, W. Albers & U. Mueller (Eds.), *Social Dilemmas and Cooperation*. New York: Springer-Verlag.

4. *Erev, I., Maital, S. & Or-Hof, O. (1997), "Melioration, adaptive learning and the effect of constant re-evaluations of strategies". In: G. Antoniedes, F. van Raaij & S. Maital (Eds.), *Advances in Economic Psychology*. Sussex, England: John Wiley & Sons.
5. Erev, I. & Gopher, D. (1999), "A cognitive game theoretic analysis of attention strategies, ability and incentives". In: D. Gopher & A. Koriat (Eds.), *Attention and Performance XVII: Cognitive Regulation of Performance: Interaction of Theory and Applications*. Cambridge, MA: MIT Press.
6. Erev, I. & Roth, A.E. (1999), "On the role of reinforcement learning in experimental games: The cognitive game-theoretic approach". In: D. Budescu, I. Erev & R. Zwick (Eds.), *Games and Human Behavior: Essays in Honor of Amnon Rapoport*. LEA
7. Zwick, R., Erev, I. & Budescu, D. (1999), "Can psychologists and economists cooperate in the study of human decisions in social and interactive contexts? In: D. Budescu, I. Erev & R. Zwick (Eds.), *Games and Human Behavior: Essays in Honor of Amnon Rapoport*. LEA.
8. Erev, I. & Roth, A.E. (2001), "On simple reinforcement learning models and reciprocation in the prisoner dilemma game". In Gigerenzer, G. and Selten, R. (Eds.), *The Adaptive Toolbox*. Cambridge, MA: MIT Press.
9. Mellers, B.A. Erev, I., Fessler, D.M.T., Hemelrijk, C.K., Hertwig, R., Laland, K.N., Scherer, K.R., Seeley, T.D., Selten, R. & Tetlock, P.E. (2001), "Effects of emotions and social processes on bounded rationality." In Gigerenzer, G. and Selten, R. (Eds.), *The Adaptive Toolbox*. Cambridge, MA: MIT Press.
10. Haruvy, E. & Erev, I. (2001), Interpreting Parameters in Learning Models. In Zwick R. and Rapoport A. (Eds.), *Experimental Business Research*. Kluwer Academic Publishers.
11. *Hertwig, R. Barron, G., Weber, E. and Erev, I. (2003), Risky Prospects: When Valued Through A Window of Sampled Experiences. To appear in Fiedler, K & Juslin, P., *Information sampling as a key to understanding adaptive cognition in an uncertain environment*. Cambridge University Press.

Book:

Budescu, D., Erev, I. & Zwick, R. (1999), *Games and Human Behavior: Essays in Honor of Amnon Rapoport*.

CONFERENCES AND PRESENTATIONS

Invited Talks

- Erev, I. & Roth A.E., "Is there intelligence after first period of repeated play?" Presented at the Workshop on Experimental Game Theory, Stony Brook, NY, USA, July 1993, and in the Conference for the Advancement of Behavioral Economics, Rensselaerville, NY, August 1993 (a plenary address).
- Erev, I. & Gopher, D., "A cognitive game theoretic analysis of attention strategies, ability and incentives". Presented at Attention and Performance XVII, Bet Oren, Israel, July 1996.
- Erev, I. & Roth, A.E., "On the value of cognitive game theoretic analysis of behavior". Workshop on Experimental Economics, New Brunswick, NJ, April 1997; Workshop on Bounded Rationality, Bonn, Germany, May 1997; Summer School in Theoretical Economics, Gerzensee, Switzerland, July 1997.
- Erev, I. & Roth, A.E., "On simple reinforcement learning models and reciprocation in the prisoner dilemma game". Presented at the Dahlem Conference on Bounded Rationality: The Adaptive Toolbox, Berlin, Germany, February 1999.
- Erev, I., Roth, A.E., Barron, G. & Slonim, B., "On the predictive value of simple models". Presented at the Workshop on Bounded Rationality, Jenna, Germany, June 1999; The first Asian conference in Business Research, Hong Kong, December 1999. Economic Science Association (a plenary address presented by Roth). Boston, MA (June 2002).
- Erev, I. "On maximization and adaptation: Experimental results, simple model and applications". Presented at the AEA session at ASSA New Orleans, LO, January 2000. Also presented in departmental seminars at: Economics, University of Pampeo Fabra (October, 2000); Decision Science Seminar, Columbia University (December 2000), Psychology and Economics, New York University (Feb 2001); Psychology and Economics, University of Michigan (Feb 2001); Economic Theory, University of Chicago (Feb, 2001); Cognitive Psychology, University of Maryland (March, 2001); Workshop on learning and bounded rationality in markets, Firenze (June, 2001); Economic Theory, University of Texas (Sept, 2001); Economic Theory, University of North Carolina (Oct, 2001).
- Erev, I. & Hertwig, R. "Decisions, judgment, and the weighting of rare events". Presented at the workshop on Information sampling, Heidelberg, Germany May 2002. Also presented at the ESA meeting, Pittsburgh, PA, June 2003; SPUDM, Zurich, August, 2003; The second Asian conference in Business Research, Hong Kong, December 2003.
- Erev, I., Ingram P., Raz, O. & Shany, D. "On the possibility of gentle rule enforcement." Presented (a plenary address) at the meeting of the North American Association for Computational Social and Organizational Science, Pittsburgh, PA, June, 2003.
- Erev, I. & Shimonovich, D., & Shurr, A., & Hertwig, R. "On the Effect of Base Rates in Perception Studies and Base Rate Neglect in Judgment Studies". Presented at the workshop on Intuition and Decision Making, Heidelberg, Germany February 2004.

Selected contributed Talks:

- Erev, I. & Roth, A.E., "On the role of reinforcement learning in experimental games: The cognitive game-theoretic approach". Presented at the workshop on games and behavior in Honor of Amnon Rapoport's 60th birthday, Chapel Hill NC, August 1996. Also presented at Economic Science Association, Tucson, AZ, October 1996; Allied Social Science Association, New Orleans, LO, January 1997.
- Erev, I., "On the re-discovery of reinforcement learning in economics". Presented at the 37th Annual Meeting of the Psychonomics Society, Chicago, IL, November 1996.
- Erev, I., Elias, E. & Naheer, G., "On the decisions of basketball referees and the advantage of the left-hand side outside the USA". Presented at the J/DM Society Meeting, Chicago, IL, November 1996.
- Erev, I., Erez, M. & Lavi, A., "Cognitive game theoretic of goal setting theory". Presented at the Academy of Management meeting, Boston, MA, August 1997.
- Erev, I. & Roth, A.E., "On simple reinforcement learning models and reciprocation in the prisoner dilemma game". Presented at the 8th International Conference on Social Dilemmas, Zikron Yaakov, Israel, July 1999.
- Erev, I., Roth, A.E., Barron, G. & Slonim, B., "On the predictive value of simple models". Presented at the Workshop on Bounded Rationality at the 29th Annual Mathematical Psychology Meeting, Santa Cruz, CA, August 1999.
- Erev, I. & Haruvy E., "The potential and limitations of learning model". Presented at the Experimental Economic Conference, New York, NY, June 2000.
- Erev, I. "Human adaptation and five violations of maximization" Experimental Economic Conference, Tucson, AZ, September 2000. Also presented at the J/DM Society Meeting, New Orleans, LO, November 2000.
- Erev, I. "Decisions from experience" Presented at the J/DM Society Meeting, Orlando, FL, November 2001. Also presented at the ESA meeting, Boston, MA, June 2002.

Papers in Conference Proceedings:

- Gopher, D., Weil, M. & Erev, I. (1994), "A double edge sword: Compensatory behavior in coping with system malfunctions". *The Proceedings of the Human Factors and Ergonomics Society 38th Annual Meeting*.

PATENTS:

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