

**Juan D. CARRILLO**

---

Department of Economics - KAP 334A, University of Southern California,  
3620 S. Vermont Ave., Los Angeles, CA 90089-0253  
Ph: (213) 740.3526, email: <juandc@usc.edu>, URL: [www-rcf.usc.edu/~juandc](http://www-rcf.usc.edu/~juandc)

### **Current Position**

Department Economics, UNIVERSITY OF SOUTHERN CALIFORNIA  
Associate Professor, 2003-present

### **Other Affiliations**

*Center for Economic Policy Research* (CEPR, London)  
Research Fellow “Industrial Organization” 2005-present (Research Affiliate, 1998-2005)  
Research Fellow “Public Policy” 2005-present (Research Affiliate, 1998-2005)  
*Theoretical REsearch in Neuroeconomic Decision-making* (TREND Institute)  
Co-Director, 2007-present

### **Past Positions**

Department of Finance and Economics, COLUMBIA BUSINESS SCHOOL  
Associate Professor, 2001-2003  
Department Economics, FREE UNIVERSITY OF BRUSSELS  
Associate Professor, 2000-2001  
Assistant Professor, 1996-2000

### **Education**

UNIVERSITY OF TOULOUSE, Toulouse, France  
Ph.D. in Economics, 1996  
HARVARD UNIVERSITY, Cambridge, MA  
M.A. in Statistics, 1993  
UNIVERSITY COMPLUTENSE, Madrid, Spain  
B.A. in Economics (focus on Quantitative Methods), 1992

### **Languages**

Spanish, French and English

## Primary Fields of Research

Neuroeconomic Theory and Behavioral Economics  
Microeconomic Theory (Industrial Organization, Theory of Organizations, Contract Theory)  
Experimental Economics

## Other Fields of Interest

Political Economics  
Economics of Sports

## Awards

Winner of the Hicks-Tinbergen medal award of the European Economic Association

## Teaching Experience

Department Economics, UNIVERSITY OF SOUTHERN CALIFORNIA  
Microeconomic Theory I, Theory of Organizations, Behavioral Economics, Neuroeconomics  
and Experimental Economics (Ph.D), Game Theory (BA)

Department of Finance and Economics, COLUMBIA BUSINESS SCHOOL  
Managerial Economics (MBA)

Department Economics, FREE UNIVERSITY OF BRUSSELS  
Industrial Organization, Contract Theory and Behavioral Economics (Ph.D)

## Research Experience

Invited Session Presenter: “Theories of the Mind”  
American Economic Association 2008 (ASSA, New Orleans)

Program Committee Member:  
European Economic Association 2006 (EEA, Vienna)  
Econometric Society World Congress 2005 (ESWC, London)  
Econometric Society European Meeting 2003 (ESEM, Stockholm)  
Econometric Society European Meeting 1998 (ESEM, Berlin)  
European Economic Association 1998 (EEA, Berlin)

Invited Session Organizer: “Psychology and Economics”  
European Economic Association, 1999 (EEA, Santiago de Compostela)

Economic Policy  
Panel Member, 2002-2003

2<sup>nd</sup> CEPR - ECARES conference “Psychology and Economics”, Brussels, Belgium  
Head of Scientific Committee Program, 8/10 June 2001

1<sup>st</sup> CEPR - ECARES conference “Psychology and Economics”, Brussels, Belgium  
Head of Scientific Committee Program, 9/11 June 2000

Economics Education and Research Consortium (EERC, Russia)  
Research advisor, “Public Economics” program, 1999-2002

Reports for more than 20 refereed journals including all major general interest.

### **Seminar presentations at universities and professional associations (since 2003)**

#### 2003-2004

Economic Policy Meeting (Rome); Conference “Psychology and Economics” (Berlin);  
Workshop “Psychological Foundations of the Theory of Choice” (Madrid); University of  
Washington Seattle; University of Southern California - Marshall School of Business;  
University of California Riverside; European Economic Association (Madrid).

#### 2004-2005

University of Southern California; Columbia Business School; Princeton University;  
Pennsylvania State University; University of Wisconsin Madison; Conference “Psychology  
and Economics” (Toulouse); Stanford Institute for Theoretical Economics.

#### 2005-2006

California Institute of Technology; University of California Davis; Arizona State University  
(SWET); University of California Berkeley; University of California Los Angeles; University  
of Southern California; University of Washington.

#### 2006-2007

Conference at Fundación Areces (Madrid); Universidad Carlos III; University of Toulouse;  
University of Southern California; University of Guelph.

#### 2007-2008

University of California Irvine; University of Southern California; ASSA New Orleans (invited  
session).

#### 2008-2009

CIRANO Political Economy workshop (Montreal); USC Law School; Instituto Tecnológico  
Autónomo de México; UC Berkeley Haas Business School; Hong Kong University of Science and  
Technology; National University of Singapore.

## Publications in Scientific Journals

- “Coordination and Externalities”  
*Journal of Economic Theory*, Vol.**78**(1), 103-129 (1998)
- “On the Strength of Corporate Cultures”  
*European Economic Review*, Vol.**43**(4-6), 1021-1037 (1999) [with Denis Gromb]
- “Grafts, Bribes and the Practice of Corruption”  
*Journal of Economics & Management Strategy*, Vol.**9**(3), 257-86 (2000)
- “The Value of Information when Preferences are Dynamically Inconsistent”  
*European Economic Review*, Vol.**44**(4-6), 1104-1115 (2000) [with Isabelle Brocas]
- “Strategic Ignorance as a Self-Disciplining Device”  
*Review of Economic Studies*, Vol.**67**(3), 529-544 (2000) [with Thomas Mariotti]  
(reviewed in *Le Monde*, April 6, 1999)
- “Corruption in Hierarchies”  
*Annales d’Economie et de Statistique*, Vol.**59**, 37-62 (2000)
- “Electoral Competition and Politician Turnover”  
*European Economic Review*, Vol.**45**(1), 1-25 (2001) [with Thomas Mariotti]  
(recipient of the Hicks-Tinbergen medal award)
- “Rush and Procrastination under Hyperbolic Discounting and Interdependent Activities”  
*Journal of Risk and Uncertainty*, Vol.**22**(2), 141-164 (2001) [with Isabelle Brocas]
- “Job Assignments as a Screening Device”  
*International Journal of Industrial Organization*, Vol.**21**(6), 881-905 (2003)
- “Do the ‘Three-Point Victory’ and ‘Golden Goal’ Rules Make Soccer More Exciting?”  
*Journal of Sports Economics*, Vol.**5**(2), 169-185 (2004) [with Isabelle Brocas]  
(reviewed in *The New Scientist*, April 13, 2002)
- “Entrepreneurial Boldness and Excessive Investment”  
*Journal of Economics & Management Strategy*, Vol.**13**(2), 321-50 (2004) [with I. Brocas]
- “To Be Consumed with Moderation”  
*European Economic Review*, Vol.**49**(1), 99-111 (2005)
- “A Theory of Haste”  
*Journal of Economic Behavior & Organization*, Vol.**56**(1), 1-23 (2005) [with Isabelle Brocas]
- “Penalty Shoot-Outs: Before or After Extra Time?”  
*Journal of Sports Economics*, Vol.**8**(5), 505-518 (2007)
- “Cultural Inertia and Uniformity in Organizations”  
*Journal of Law, Economics, & Organization*, Vol.**23**(3), 743-771 (2007) [with Denis Gromb]

- “Influence through Ignorance”  
*RAND Journal of Economics*, Vol.**38**(4), 931-947 (2007) [with Isabelle Brocas]
- “Theories of the Mind”  
*American Economic Review Papers & Proceedings*, Vol.**98**(2), 175-180 (2008) [with I. Brocas]
- “Information and Strategic Political Polarisation”  
*Economic Journal*, Vol.**118**(July), 845-874 (2008) [with Micael Castanheira]
- “Promises, Promises, ...”  
*Economic Journal*, Vol.**118**(August), 1453-1473 (2008) [with Mathias Dewatripont]
- “The Brain as a Hierarchical Organization”  
*American Economic Review*, Vol.**98**(4), 1312-1346 (2008) [with Isabelle Brocas]
- “The Compromise Game: Two-Sided Adverse Selection in the Laboratory”  
*American Economic Journal: Microeconomics*, Vol.**1**(1), 151-181 (2009) [with Thomas Palfrey]
- “Information Acquisition and Choice under Uncertainty”  
*Journal of Economics & Management Strategy*, Vol.**18**(2), 423-55 (2009) [with Isabelle Brocas]

### Contributions to Collective Volumes

- “Information and Self-Control”, chapter 5 in *The Psychology of Economic Decisions. Vol.1: Rationality and Well-being*, Oxford University Press (2003) [with Isabelle Brocas]
- “Commitment Devices under Self-Control Problems: an Overview”, chapter 4 in *The Psychology of Economic Decisions. Vol.2: Reasons and Choices*, Oxford University Press (2004) [with Isabelle Brocas and Mathias Dewatripont]

### Volumes Edited

- *The Psychology of Economic Decisions. Vol.1: Rationality and Well-being*  
joint with Isabelle Brocas, Oxford University Press (2003)  
[reviewed in *Economica*, *J. of Econ. Beh. & Org.*, *J. of Socio-Econ.* and *J. of Econ. Psych.*]
- *The Psychology of Economic Decisions. Vol.2: Reasons and Choices*  
joint with Isabelle Brocas, Oxford University Press (2004)

### Notes and Comments

- A comment on “Economic Aspects of Human Cloning and Reprogenetics”  
by G. Saint-Paul. *Economic Policy*, Vol.**36**, 108-110 (2003).
- A comment on “Awarding Telecom Licenses: The Recent European Experience”  
by T. Börgers and C. Dustmann. *Economic Policy*, Vol.**36**, 259-262 (2003).
- A comment on “What determines EU decision making? Needs, power or both?”  
by H. Kauppi and M. Widgren. *Economic Policy*, Vol.**39**, 258-260 (2004).

### **Discussion Papers (submitted)**

- “From Perception to Action: an Economic Model of Brain Processes”  
(with Isabelle Brocas), earlier version circulated as *CEPR D.P. 6535*
- “No Trade”  
(with Thomas Palfrey), earlier version circulated as *CEPR D.P. 6554*

### **Work in Progress**

- “Platform Competition with Complementary Products”  
(with Guofu Tan)
- “Information Gatekeepers: Theory and Experimental Evidence”  
(with Isabelle Brocas and Thomas Palfrey)
- “Measuring Attention and Strategic Behavior in Games with Private Information”  
(with Isabelle Brocas, Colin Camerer, and Stephanie Wang)
- “The Neuroeconomics of Learning and Memory”  
(with Isabelle Brocas)
- “Common Value Auctions with Sequential Resolution of Uncertainty”  
(with Isabelle Brocas and Manuel Castro)