

EREZ YOELI

FEDERAL TRADE COMMISSION

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EDUCATION

University of Chicago Booth School of Business, MBA (2008) and PhD in Economics (2009)

Stanford University, AB in Economics with Departmental Honors (2003)

Columbia University (1999–2000)

Manhattan School of Music (1999)

PROFESSIONAL EXPERIENCE

Economist, Federal Trade Commission (2009–current)

Visiting Scholar, Harvard University Program for Evolutionary Dynamics (2012–current)

Lecturer, *Insights from Game Theory into Social Behavior (BA)*, Massachusetts Institute of Technology (2013–current)

Lecturer, *Microeconomics (MBA)*, Technion (2013–current)

Lecturer, *Microeconomics (MBA)*, University of California San Diego Rady School of Management (2011–2012)

Lecturer, *Microeconometrics (MA)*, Johns Hopkins University Advanced Academic Programs (2010–2011)

REFEREED PUBLICATIONS

“Powering Up With Indirect Reciprocity in a Large-Scale Field Experiment,” *The Proceedings of the National Academy of Sciences*, published ahead of print June 10, 2013, with Moshe Hoffman, David Rand, and Martin Nowak

WORKING PAPERS

“Spillover Effect of Sexual Enhancement Placebo,” with Ayelet Gneezy, Uri Gneezy, and Leif Nelson

“The Evolutionary Basis of Sex Differences in Risk Preferences,” with Moshe Hoffman and Jillian Jordan

“The Benefits of Reducing Fraud,” with Dan Becker, Jack Mountjoy, and Douglas Smith

INVITED PRESENTATIONS

“Powering Up With Indirect Reciprocity,” (2013)

“The Benefits of Reducing Fraud,” Interdisciplinary Center Herzeliya Economics Seminar (2013)

“The Benefits of Reducing Fraud,” Ben Gurion University Economics Seminar (2013)

“The Benefits of Reducing Fraud,” Southern Economic Association (2011)

“Uncertainty and Standards,” Erb Institute for Global Sustainable Enterprise Ecolabels Conference (2011)

“Powering Up With Indirect Reciprocity,” Smart Grids and Energy Efficiency (2010)

“Powering Up With Indirect Reciprocity,” Economic Science Association North-American Conference (2010)

OTHER PUBLICATIONS

“Assigning Property Rights to Human Tissue,” *Rady Business Journal*, Winter 2013, with Marcella Bothwell

“The Risks of Avoiding a Debate on Gender Differences,” *Rady Business Journal*, Winter 2013, with Moshe Hoffman

MEDIA MENTIONS

“Reputation Plays A Role in Participation,” *Bowdoin Daily Sun*, June 28, 2013
<http://www.bowdoindailysun.com/2013/06/reputation-plays-a-role-in-participation-harvard-gazette/>

“New Study Shows Reputation Trumps Money,” *Psych Central*, June 15, 2013
<http://psychcentral.com/news/2013/06/15/new-study-shows-reputation-trumps-money/56078.html>

“Reputation vs. Cash Rewards: How to Inspire Good Behavior”, *TIME*, June 14, 2013
<http://healthland.time.com/2013/06/14/shaming-vs-cash-rewards-how-to-inspire-good-behavior/>

“Reputation as a lever” *Harvard Gazette*, June 12, 2013
<http://news.harvard.edu/gazette/story/2013/06/reputation-as-a-lever/>

“Positive Peer Pressure More Effective Than Cash Incentives, Study Finds,” *UCSD News Center* June 11, 2013
http://ucsdnews.ucsd.edu/pressrelease/positive_peer_pressure_more_effective_than_cash_incentives_study

TESTIMONY

Federal Trade Commission v. Lane Labs (2013); *Federal Trade Commission v. Dish Networks* (2012); *United States of America and the States of Illinois, North Carolina, Ohio, and California v. Dish Networks* (2012); *Federal Trade Commission v. Financial Freedom Processing, Inc., Debt Professionals of America, Inc., Corey Butcher, and Brent Butcher* (2011); *Federal Trade Commission and State of Colorado, ex rel. John W. Suthers, Attorney General v. Russell T. Dalbey, DEI, LLLP, Dalbey Education Institute, LLC, IMPE, LLLP, Catherine L. Dalbey, and Marsha Kellogg* (2011); and *Federal Trade Commission v. BlueHippo Funding, LLC, and BlueHippo Capital, LLC* (2010)

REFEREE

Journal of Law Economics and Organization, *Journal of Political Economy*, and *Review of Economics and Statistics*

AWARDS AND GRANTS

National Science Foundation Doctoral Improvement Grant (2008)
Kauffman Dissertation Fellowship (2008)
Russell Sage Foundation Small Grant in Behavioral Economics (2007–2008)
Oscar Meyer Fellowship (2007-2008)
Chicago Center of Excellence in Health Promotion Economics Pilot Grant (2004–2005)
University of Chicago Graduate School of Business Summer Research Fellowship (2004)
University of Chicago Graduate School of Business Graduate Fellowship (2003–2007)

SKILLS

Computing: \LaTeX , Matlab, SAS, Stata, and UNIX
Languages: Fluent in Hebrew, knowledge of French

PERSONAL INFORMATION

Year of Birth: 1982
Gender: Male
Citizenship: Israel and United States of America