

# Pietro Ortoleva

Professor of Economics and Public Affairs,  
Princeton University, Department of Economics and the Woodrow Wilson School

Address: Department of Economics, 392A Julis Romo Rabinowitz Building, Princeton, NJ 08544 U.S.A.

E-mail: [pietro.ortoleva@princeton.edu](mailto:pietro.ortoleva@princeton.edu)

Homepage: <http://ortoleva.mycpanel.princeton.edu>

## Education

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Ph.D in Economics, New York University May 2009  
*Advisor:* Efe Ok

Laurea (BA) in Economics, Summa cum Laude, Università di Torino March 2004

## Employment

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Professor of Economics and Public Affairs, Princeton University, July 2017 - today  
Department of Economics and the Woodrow Wilson School

Associate Professor of Economics (untenured), Columbia University July 2015 - June 2017

Assistant Professor of Economics, Columbia University July 2013 - June 2015

Associate Professor (untenured), California Institute of Technology May 2012 - June 2013

Assistant Professor, California Institute of Technology July 2009 - May 2012

## Published and Forthcoming Papers

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- Allais, Ellsberg, and Preferences for Hedging (with Mark Dean)  
*Theoretical Economics*, vol. 12 (2017), 377-424.
- Stochastic Choice and Preferences for Randomization (with Marina Agranov)  
*Journal of Political Economy*, vol. 125, no. 1 (February 2017), 40-68.
- Multidimensional Ellsberg (with Kfir Eliaz)  
*Management Science*, vol. 62, no. 8 (August 2016), 2179-2197.
- Labels as nudges? An experimental study of car eco-labels (with C. Codagnone, F. Bogliacino, G. Veltri, F. Lupiáñez-Villanueva, A. Ivchenko, G. Gaskell, F. Mureddu)  
*Economia Politica*, vol. 33 (2016), 403-432.
- Are conservatives overconfident? (with Erik Snowberg)  
*European Journal of Political Economy*, vol. 40 Part B (Dec. 2015), 333-344.
- Pathos & ethos: Emotions and willingness to pay for tobacco products (with F. Bogliacino, C. Codagnone, G. Veltri, A. Chakravarti, G. Gaskell, A. Ivchenko, F. Lupiáñez-Villanueva, F. Mureddu, C. Rudisill)  
*PLOS ONE*, 10(10): e0139542. doi:10.1371/journal.pone.0139542 (October 2015).
- Cautious Expected Utility and the Certainty Effect (with Simone Cerreia-Vioglio, David Dillenberger)  
*Econometrica*, vol. 83, No. 2 (March, 2015), 693-728.

- Overconfidence in Political Behavior (with Erik Snowberg)  
*American Economic Review*, vol. 105, No. 2 (February 2015), 504-535.
- Revealed (P)Reference Theory (with Efe Ok and Gil Riella)  
*American Economic Review*, vol. 105, No. 1 (January 2015), 299-321.
- Hypothesis Testing and Ambiguity Aversion  
*Rivista di Politica Economica*, Issue 3 (July-September 2014), 45-64.
- The Price of Flexibility: Towards a Theory of Thinking Aversion  
*Journal of Economic Theory*, vol. 148, No. 3 (May 2013), 903-934
- Modeling the change of Paradigm: Non-Bayesian Reaction to Unexpected News  
*American Economic Review*, vol. 102, No. 6 (October 2012), 2410-2436.
- Incomplete Preferences under Uncertainty: Indecisiveness in Beliefs vs. Tastes (with Efe Ok and Gil Riella)  
*Econometrica* vol. 80, No. 4 (July, 2012), 1791-1808.
- Status Quo Bias, Multiple Priors and Uncertainty Aversion  
*Games and Economic Behavior*, vol. 69 (2010), 411-424.

### Working Papers

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- Deliberately Stochastic (with Simone Cerreia-Vioglio, David Dillenberger, and Gil Riella)
- The Willingness-To-Pay and Willingness-To-Accept are Probably Less Correlated than You Think (with Colin Camerer, Jonathan Chapman, Mark Dean, and Erik Snowberg)
- Is it All Connected? A Testing Ground for Unified Theories of Behavioral Economics Phenomena (with Mark Dean)
- Time Lotteries (with Patrick Dejarrette, David Dillenberger, and Daniel Gottlieb)
- Exposure to and recall of violence reduce short-term memory and cognitive control (with Francesco Bogliacino, Gianluca Grimalda, and Patrick Ring)
- The Behavior of Others as a Reference Point (with Francesco Bogliacino)
- Theory of Product Differentiation in the presence of the Attraction Effect (with Efe Ok and Gil Riella)
- Hypothesis-Testing model with an Infinite State Space

### Work in Progress

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- Econographics and Political Behavior (with Colin Camerer, Jonathan Chapman, and Erik Snowberg)
- Econographics in the general population (with Colin Camerer, Jonathan Chapman, Mark Dean, and Erik Snowberg)
- Incomplete Preferences as a Deep Link for Behavioral Biases: an Experimental Study (with Marina Agranov)

- The Relationship Between Behavioral Economic Parameters: A Structural Estimation (with Mark Dean and Greg Kaplan)
- Voting and Risk Attitudes (with Massimo Morelli and Salvatore Nunnari)
- Fear itself: The effects of fear of crime and police harassment on cognition and productivity (with Christopher Blattman, Johannes Haushofer, Suresh Naidu, Lauren Young)
- Party Membership and Networking (with Sourav Bhattacharya and Andrea Mattozzi)
- Competitive Bayesians, Overfitting, and the Occam's Razor (with Mallesh Pai and Andrea Prat)

### **Professional Activities**

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*Editorial Board*, American Economic Review, January 2017-present

*Associate Editor*, Journal of Political Economy, July 2016-present

*Associate Editor*, Mathematical Social Sciences, 2014-present

Referee for more than 30 journals and research foundations.

### **Grants, Awards and Fellowships**

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*Grants:*

- National Science Foundation, Award SES-1559462, "Incomplete Preferences, Stochastic Choice, And Time And Risk Preferences," 2016-2019
- National Science Foundation, Award SMA-1329195, "Discovering Deep Links between Behavioral Econographics and Political Attributes: Evidence from a Large, Cross-Country Survey," 2014-2017
- National Science Foundation, Award SES-1156091, "Understanding the Connections Between Economics Behaviors," 2012-2014
- European Research Council subaward from Universita Bocconi (PI: Simone Cerreia-Vioglio), "Deliberately Stochastic", 2016-2021, Amount: \$15,000
- Presidential Scholars in Society and Neuroscience Faculty Grants, Columbia University, "Fear of Violence, Productivity, and Economic Disparities," 2016-2017
- Program for Economic Research, "Who Do People Conform to? Experimental Evidence", 2016-2017

*Awards:* Jaffray Lecture, RUD 2013

*Fellowships and Scholarships:* Mauro Gasbarri Scholarship 2004, Mauro Gasbarri Foundation; McCracken Fellowship 2004, New York University; Dean Dissertation Fellowship 2008, New York University.

### **Teaching Experience**

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*Graduate:* Microeconomics I (PhD and MA), Decision Theory, Analytical Foundations of Social Sciences, Advanced Theory, Advanced Micro Analysis

*Undergraduate:* Intermediate Micro, Theory of Value, Game Theory