

11<sup>th</sup> April 2025

<http://www.columbia.edu/~md3405>  
mark.dean@columbia.edu

## MARK DEAN

### Contact Address:

Department of Economics  
Columbia University  
420 West 118<sup>th</sup> Street  
New York, NY, 10027, USA

### Personal Information:

Date of Birth: 10 January 1977  
Nationality: British  
Telephone: +1 646 266 5135

### Education:

Ph.D. in Economics, New York University, September 2009

- Dissertation title: “Essays on the Foundations of Economic Behavior”
- Dissertation sponsor: Andrew Caplin

M.Sc. in Economics, University College, London, UK, 2000 (received with distinction)

B.A. in Economics, King’s College, Cambridge, UK, 1999

### Employment History: Permanent Positions

*July 2020 – Present:* Associate Professor (with tenure), Department of Economics, Columbia University

*July 2018 – Dec 2019:* Associate Professor (without tenure), Department of Economics, Columbia University

*July 2015 – July 2018:* Assistant Professor, Department of Economics, Columbia University

*August 2009 – June 2015:* Assistant Professor, Department of Economics, Brown University

*October 2000 – July 2003:* Economist, International Economic Analysis Division, Bank of England, UK

### Employment History: Temporary and Affiliate Positions

*June 2013 – September 2013:* Visiting Scholar - Center for Experimental Social Science, New York University

*September 2012 – June 2013:* Visiting Assistant Professor, Economic Theory Center, Princeton University

### Professional Activities

*March 2021 – Present:* Board of Editors, American Economic Review

*June 2019-Present:* Associate Editor, Journal of Economic Theory

*June 2019-October 2023:* Associate Editor, Journal of Mathematical Economics

### Teaching and Research Fields:

*Primary Fields:* Microeconomic Theory, Behavioral Economics, Experimental Economics

*Secondary Fields:* Neuroscience and Economics, Application of Behavioral Models to Development Economics

### Peer Reviewed Publications - Economics:

1. “Subsidies, Information, and the Timing of Children's Health Care in Mali” (with Anja Sautmann and Samuel Brown) *Review of Economics and Statistics* Accepted
2. “Experimental Tests of Rational Inattention” (with Nathaniel Neligh), *Journal of Political Economy*, 131.12 (2023): 3415-3461

3. “Econographics” (with Jonathan Chapman, Pietro Ortoleva, Erik Snowberg and Colin Camerer), *Journal of Political Economy: Micro*, 1.1 (2023): 115-161
4. “The Effects of Community Health Worker Visits and Primary Care Subsidies on Health Behavior and Health Outcomes for Children in Urban Mali” (with Anja Sautmann), *World Bank Economic Review*, 2023, 37(3) 389-408
5. “Rationally Inattentive Behavior: Characterizing and Generalizing Shannon Entropy” (with Andrew Caplin and John Leahy), *Journal of Political Economy*, 2022, 130(6)
6. “Credit Constraints and the Measurement of Time Preferences” (with Anja Sautmann), *Review of Economics and Statistics*, March 2021 103(1): 119-135
7. “The Empirical Relationship between Non-Standard Economic Behaviors” (with Pietro Ortoleva), *Proceedings of the National Academy of Science*, August 2019, 116(33): 16262-16267.
8. “Rational Inattention, Optimal Consideration Sets and Stochastic Choice” (with Andrew Caplin and John Leahy), *Review of Economic Studies*, May 2019, 86(3): 1061-1094
9. “Limited Attention and Status Quo Bias” (with Özgür Kıbrıs and Yusufcan Masatlioglu), *Journal of Economic Theory*, May 2017, 169: 93-127
10. “Allais, Ellsberg and a Preference for Hedging” (with Pietro Ortoleva), *Theoretical Economics* January 2017), 12: 377–424
11. “Satisficing and Stochastic Choice” (with Victor Aguiar and Maria Jose Boccardi), *Journal of Economic Theory*, November 2016, 166: 445-482
12. “Measuring Rationality with the Minimum Cost of Revealed Preference Violations” (with Daniel Martin), *Review of Economics and Statistics*, July 2016, 98(3): 524-534
13. “Revealed Preference, Rational Inattention and Costly Information Acquisition” (with Andrew Caplin), *American Economic Review*, July 2015, 105 (7): 2183-2203
14. “Search and Satisficing” (with Andrew Caplin and Daniel Martin), *American Economic Review*, December 2011, 101 (7): 2899-2922
15. “Search, Choice and Revealed Preference” (with Andrew Caplin), *Theoretical Economics*, January 2011, 6: 19-48
16. “Measuring Beliefs and Rewards: A Neuroeconomic Approach” (with Andrew Caplin, Paul Glimcher and Robb Rutledge), *Quarterly Journal of Economics*, August 2010, 125(3): 923-960
17. “Dopamine, Reward Prediction Error, and Economics” (with Andrew Caplin), *Quarterly Journal of Economics*, May 2008 123(2): 663-701

#### **Peer Reviewed Publications – Other Subjects:**

18. “How can Neuroscience inform Economics?” (with Ian Krajbich), *Current Opinion in Behavioral Sciences*, October 2015, 4: 51-57
19. “A Game Theoretic Approach to Multimodal Communication” (with Alistair Wilson and James Higham), *Behavioral Ecology and Sociobiology*, September 2013, 67(9) 1399-1415
20. “Testing the Reward Prediction Error Hypothesis with an Axiomatic Model” (with Robb Rutledge, Andrew Caplin and Paul Glimcher), *Journal of Neuroscience*, October 2010, 30(40):13525-13535
21. “Axiomatic Methods, Dopamine and Reward Prediction Error” (with Andrew Caplin), *Current Opinion in Neurobiology*, August 2008, 18(2): 197-202
22. “Trading off Speed and Accuracy in Rapid, Goal-Directed Movements” (with Shih-Wei Woo and Laurence Maloney), *Journal of Vision*, July 2007, 7(5): 1-12

#### **Other Publications:**

23. “Enhanced Choice Experiments” (with Andrew Caplin), Chapter in *The Method of Modern Experimental Economics*, Guillaume Frechette and Andrew Schotter, eds, 2015
24. “What Can Neuroeconomics Tell us About Economic Decision Making?” Chapter in *Comparative Decision Making*, Philip Crowley and Thomas Zentall, eds, 2013
25. “Economic Insights from ‘Neuroeconomic’ Data” (with Andrew Caplin), *American Economic Review Papers and Proceedings*, May 2008, 98(2): 169-174
26. “Axiomatic Neuroeconomics” (with Andrew Caplin), Chapter in *Neuroeconomics: Decision Making and the Brain*, Paul Glimcher, Colin Camerer, Ernst Fehr and Russell Poldrack, eds, 2008
27. “The Neuroeconomic Theory of Learning” (with Andrew Caplin), *American Economic Review Papers and Proceedings*, May 2007, 97(2): 148-152
28. “Why has World Trade Grown Faster than World GDP?” (with Maria Sebastia-Barriel), *Bank of England Quarterly Bulletin*, Autumn 2004: 310-320

### **Working Papers**

29. “Rational Choice Overload” (with Lucas de Lara)
30. “A Better Test of Choice Overload” (with Dilip Ravindran and Joerg Stoye)
31. “Willingness to Accept, Willingness to Pay and Loss Aversion” (with Jonathan Chapman, Pietro Ortoleva, Erik Snowberg and Colin Camerer)
32. “Preference for Flexibility and Random Choice: an Experimental Analysis” (with John McNeill)
33. “The Behavioral Implications of Rational Inattention with Shannon Entropy” (with Andrew Caplin)
34. “Status Quo Bias in Large and Small Choice Sets”

### **Seminar Presentations**

Bonn (scheduled), Pittsburg, NYU	2025
Princeton, Chicago	2024
Stanford, Berkeley Haas Marketing, UCLA, University of Queensland, Harvard, Pan-Asian Theory Seminar MiddelExLab Virtual Seminar, LSE	2023
Zurich, UCL, Purdue	2022
Alicante, University of Essex	2021
University of Montreal	2020
Toronto, Bonn, Zurich, Sciences Po, Penn State, USC,	2019
University of Santa Barbara, Ohio State University	2018
Munich, University of Maryland, University of Chicago, NYU, Simon Fraser University, Brown	2017
SUNY, Boston University	2016
Stanford, Washington University, Northwestern, UCSD, UC Berkeley, London Business School	2015
Oxford, Leuven, Paris School of Economics, Maastricht, Toronto, Purdue, UCL	2014
Yale Neuroeconomics Forum, Universitat Pompeu Fabra, Tel Aviv University, ITAM, University of Wisconsin	2013
University of British Columbia, Duke, George Mason University, Columbia Theory Seminar, New York University Decision Theory Workshop, Ohio State University, Columbia Money and Macro Seminar, Princeton	2012
Caltech, Harvard, University of Pennsylvania, Bocconi, Federal Trade Commission, University of Pittsburg	2011
University of Rhode Island, University of Southern California, University of Michigan, New	2010

York University, Princeton

Brown University, New York University Economics and Psychology Seminar

Pre 2010

**Conference Presentations**

European Summer Symposium in Economic Theory	2025
Bravo Center Workshop on Behavioral Economics	2025
ESA World Meeting – Keynote Speaker	2024
Zurich Workshop on Economics and Psychology	2023
CREED Attention Workshop	2021
Neuroeconomics and the Biological Basis of Preferences and Strategic Behavior	2018
Sloan-Nomis Program on Attentional and Perceptual Foundations of Behavior	2017
Center for Experimental Social Science Alumni Conference	2017
Information Frictions Workshop – Barcelona Summer Forum	2017
Society for Neuroeconomics Satellite Meeting, Zurich	2016
Society for Neuroeconomics Annual Conference	2016
D-TEA	2016
Stochastic Choice Workshop – Barcelona Summer Forum	2016
Prague Conference on Rational Inattention	2016
Triennial Choice Symposium	2016
ASFEE French Experimental Economic Association	2015
Typologies of Boundedly Rational Agents: Experimental Approach	2015
Limited Reasoning and Cognition Workshop – Barcelona Summer Forum	2015
BRIC Workshop	2015
NYU Alumni Conference	2015
WISE Workshop in Experimental Economics and Finance	2014
Maastricht Behavioral and Experimental Economics Symposium	2014
Paris School of Economics Conference on Rational Inattention	2014
Alaska Conference on Choice in Economics	2014
BRIC Workshop	2014
AEA Annual Meeting	2014
NYU Alumni Conference	2013
Kansas Workshop in Economic Theory, Risk, Uncertainty and Decisions	2013
ESA North American Conference	2012
University of Kentucky Conference on Comparative Decision Making Risk, Uncertainty and Decision	2011
UCL Conference on Bounded Rationality, Revealed Preference and Consumer Demand	2011
European Symposium in Economic Theory	2010
NBER Working Group on Behavioral Finance	2009
Society for Neuroscience	2008
International Network for Economic Method	2008
International Economic Science Association	2008
University of Southern California Conference on Neuroeconomics, Innovation and Law	2008
AEA Annual Meeting	2008
North American Summer Meeting of the Econometric Society	2007

**Invited Lectures**

Chief of Naval Operations Strategic Studies Group	2015
Connecticut College	2011
CSHL Workshop on the Biology of Social Cognition, Society for Neuroeconomics	2010

**Grants**

2015-2017 Co PI, ESRC Development Frontiers ES/N00583X/1 “Incentives for Accurate Diagnosis: Improving Health Care Quality in Mali” (with Anja Sautmann and Simone Schaner) – 201,103 GBP  
2013-2015 Co PI, ESRC Development Frontiers ES/K01207X/1 “Determinants of Health Care Decisions: Children's Health in Mali” (with Anja Sautmann and Caitlin Cohen) – 100,082 GBP  
2012-2014: Co PI, NSF 1156090 “Understanding the Connections Between Economic Behaviors” (with Pietro Ortoleva) - \$337,773  
2012-2014: Co PI, Brown Seed Fund “How Do Funding Mechanisms Affect Health Care Choices? Action for Health and Children’s Health in Mali,” (with Anja Sautmann and Caitlin Cohen) - \$85,000

**Refereeing**

American Economic Review, Quarterly Journal of Economics, Econometrica, Review of Economic Studies, Journal of Political Economy, Economic Journal, Economic Inquiry, Synerge, Games and Economic Behavior, BE Journal of Macroeconomics, Journal of Public Economics, Social Neuroscience, British Journal of Mathematical and Statistical Psychology, Journal of the European Economic Association, Economic Theory, Cognition, Nature Neuroscience, Economics and Philosophy, Economic Letters, Management Science, Journal of Mathematical Economics, International Journal of Industrial Organization, Journal of Economic Psychology, Theoretical Economics, Journal of Economic Surveys, Review of Financial Studies, British Journal for the Philosophy of Science, Journal of Economic Theory, AEJ Micro, Journal of Development Economics, Journal of Behavioral and Experimental Economics, PLOS one, Quantitative Economics, Journal of Economic Behavior and Organization, Nature Human Behavior, Journal of Health Economics, Journal of Finance, Proceedings of the National Academy of Sciences

American Economic Review “Excellence in Refereeing” Award 2012, 2017

**Other Professional Service**

Local Organizer – Bounded Rationality in Economics Conference – Columbia University – June 2018