



**January 12, 2025**

**Joshua Schwartzstein**

Harvard Business School  
25 Harvard Way  
Boston, MA 02163  
(617) 495-5910

**EDUCATION**

- 2010      Ph.D., Economics, Harvard University, Cambridge, MA  
Dissertation:    Essays in Behavioral Economics  
Chapters:        Selective Attention and Learning  
                      Coarse Thinking and Persuasion  
                      The Design of Optimal Health Insurance When People May Make Mistakes  
Committee:      Andrei Shleifer (chair)  
                      Drew Fudenberg  
                      Sendhil Mullainathan
- 2005      B.A., *Summa Cum Laude*, Behavioral Economics, Economics, and Mathematics, Cornell  
University, Ithaca, New York

**TEACHING EXPERIENCE**

- 2010 – 2015    Assistant Professor of Economics, Dartmouth College, Hanover, NH  
Fall 2012      Visiting Assistant Professor of Economics, UC Berkeley, Berkeley, CA

**HARVARD UNIVERSITY**

**Appointments**

- 7/1/24 – Present      Cahners-Rabb Professor of Business Administration  
7/1/19 – 6/30/24      Jakurski Family Associate Professor of Business Administration  
7/1/15 – 6/30/19      Assistant Professor of Business Administration  
7/1/13 – 6/30/14      Visiting Scholar in the Department of Economics

## **Harvard Business School Primary Teaching Assignments**

2024-2025 PLD Modules 2 and 4  
2024-2025 Behavioral Economics for Managerial Decision Making, spring  
2023-2024 Behavioral Economics for Managerial Decision Making, spring  
2022, 2023 PLD Module 5 (Managing Mistakes module), summer  
2022 – 2023 Behavioral Economics for Managerial Decision Making, spring  
2021 – 2022 Behavioral Economics for Managerial Decision Making, spring  
2020 – 2021 Behavioral Economics for Managerial Decision Making, spring  
2019 – 2020 Negotiations, spring  
2017 – 2018 Negotiations, spring  
2016 – 2017 Negotiations, fall  
2015 – 2016 Negotiations, spring

## **PROFESSIONAL SERVICE**

2024 – Present Associate Editor: Quarterly Journal of Economics  
2020 – Present Foreign Editor: Review of Economic Studies  
2015 – 2020 Associate Editor: Journal of the European Economic Association

## **WORK EXPERIENCE**

Summer 2004 Paid Project Intern, Federal Reserve Board (Capital Markets Section), Washington, D.C.

## **AWARDS AND HONORS**

2020 – Keynote address: CESifo “Behavioral Economics Conference”, Munich  
2019, 2021 – Excellence in Refereeing Award, *AER*; Acknowledgement of Referees, *QJE*  
2018, 2016 – Excellence in Refereeing Award, *ReStud*  
2016 – Honorable Mention: 24<sup>th</sup> iHEA Arrow Award for Best Paper in Health Economics  
2007 – Price Theory Scholar, Becker Center on Chicago Price Theory, University of Chicago  
2005 – Phi Beta Kappa

## **PROFESSIONAL AFFILIATIONS**

2020 – CESifo Research Network Fellow

## **FELLOWSHIPS AND GRANTS**

2008, 2009 Pre-Doctoral Fellowship in Aging and Health Economics, NBER  
2005 National Science Foundation Graduate Research Fellowship

## **PUBLICATIONS AND WORKING PAPERS**

### **Journal Articles**

Alsan, Marcella, Maya Durvasula, Harsh Gupta, Joshua Schwartzstein, and Heidi Williams, "Representation and Extrapolation: Evidence from Clinical Trials," *Quarterly Journal of Economics*, 139, no. 1 (February 2024): 575-635.

Schwartzstein, Joshua and Adi Sunderam, "Using Models to Persuade," *American Economic Review*, 111, no. 1 (January 2021): 276-323.

Bushong, Benjamin, Matthew Rabin, and Joshua Schwartzstein, "A Model of Relative Thinking," *Review of Economic Studies*, 88, no. 1 (January 2021): 162-191.

Handel, Benjamin and Joshua Schwartzstein, "Frictions or Mental Gaps: What's Behind the Information We (Don't) Use and When Do We Care," *Journal of Economic Perspectives* 32, no. 1 (Winter 2018): 155-78.

Beshears, John, Katherine L. Milkman, and Joshua Schwartzstein, "Beyond Beta-Delta: The Emerging Economics of Personal Plans," *American Economic Review: Papers and Proceedings* 106, no. 5 (May 2016): 430-434.

Baicker, Katherine, Sendhil Mullainathan, and Joshua Schwartzstein, "Behavioral Hazard in Health Insurance," *Quarterly Journal of Economics* 130, no. 4 (November 2015): 1623–1667.

"Selective Attention and Learning," *Journal of the European Economic Association* 12, no. 6 (December 2014): 1423–1452 [Lead Article].

Hanna, Rema, Sendhil Mullainathan, and Joshua Schwartzstein, "Learning Through Noticing: Theory and Evidence from a Field Experiment," *Quarterly Journal of Economics* 129, no. 3 (August 2014): 1311–1353 [Editor's choice: Science Magazine, Volume 344 Issue 6189].

Schwartzstein, Joshua, and Andrei Shleifer, "An Activity-Generating Theory of Regulation," *Journal of Law & Economics* 56, no. 1 (February 2013): 1–38 [Lead Article].

Mullainathan, Sendhil, Joshua Schwartzstein, and William Congdon, "A Reduced-Form Approach to Behavioral Public Finance," *Annual Review of Economics* 4 (2012): 511–540.

Mullainathan, Sendhil, Joshua Schwartzstein, and Andrei Shleifer, "Coarse Thinking and Persuasion," *Quarterly Journal of Economics* 123, no. 2 (May 2008): 577–619.

## **Book Chapters**

Chandra, Amitabh, Benjamin Handel, and Joshua Schwartzstein, "Behavioral Economics and Health-Care Markets." In B. Douglas Bernheim, Stefano DellaVigna, and David Laibson, editors, *Handbook of Behavioral Economics-Foundations and Applications 2*, Amsterdam: Elsevier, 2019.

## **Journal Articles Under Review or Revision**

Schwartzstein, Joshua and Adi Sunderam, “Sharing Models to Interpret Data,” (August 2024). [This paper previously circulated under the title “Shared Models in Networks, Organizations, and Groups.”]

Gagnon-Bartsch, Tristan, Matthew Rabin, and Joshua Schwartzstein, “Channeled Attention and Stable Errors,” (August 2023), Revise and Resubmit at the *Quarterly Journal of Economics*.

### **Selected Work in Progress**

Kwon, Spencer, Joshua Schwartzstein, and Adi Sunderam, “Experimental Evidence on Model Persuasion.”

Schwartzstein, Joshua and Adi Sunderam, “Managing Model Persuasion.”

Chandra, Amitabh, Tomas Jagelka, Erzo Luttmer, and Joshua Schwartzstein, “Living Large or Long? Preference Estimates from Completed-Life Stories”

### **Cases, Exercises, and Teaching Notes**

Graeber, Thomas, Joshua Schwartzstein, and Amram Migdal. “Deepa Bachu: Design Thinking at Pensaar Design.” Harvard Business School Case 923-026, March 2023. (Revised January 2024.)

- Graeber, Thomas, Joshua Schwartzstein. “Deepa Bachu: Design Thinking at Pensaar Design (TN),” Harvard Business School teaching note 925-002 (2024).

Schwartzstein, Joshua, “Managing Mistakes,” Harvard Business School module note 923-035 (2023) 31.

Schwartzstein, Joshua and John-Henry Pezzuto, “Behavioral Economics Profile,” Harvard Business School exercise 923-714 (2023).

- Schwartzstein, Joshua, “Behavioral Economics Profile (TN),” Harvard Business School teaching note 923-042 (2023) 37.
- Schwartzstein, Joshua, “Behavioral Economics Profile: Understanding the Student Packet,” Harvard Business School teaching note supplement 923-043 (2023) 17.

Schwartzstein, Joshua and Deepak Malhotra. “Rocket Science,” Harvard Business School case 921-043 (2021) 23.

- Schwartzstein, Joshua and Deepak Malhotra. “Rocket Science (TN),” Harvard Business School teaching note 923-008 (2022) 20.

Schwartzstein, Joshua, Amitabh Chandra, and Amram Migdal. “Value-Based Insurance Design at Onex,” Harvard Business School case 921-023 (2021) 17.

- Schwartzstein, Joshua and Amitabh Chandra. “Value-Based Insurance Design at Onex (TN),” Harvard Business School teaching note 922-030 (2021, revised 2023) 23.

Schwartzstein, Joshua and Adi Sunderam. “Managing Science Communication at Bayer,” Harvard Business School case 921-045 (2021) 19.

- Schwartzstein, Joshua. “Managing Science Communication at Bayer (TN),” Harvard Business School teaching note 923-027 (2022, revised 2023) 21.

Schwartzstein, Joshua, Kathleen McGinn, and Amy Klopfenstein. “Juno (A): Leveraging Student Power,” Harvard Business School case 921-032 (2021) 14.

- Schwartzstein, Joshua, Kathleen McGinn, and Amy Klopfenstein. “Juno (B): Leveraging Student Power,” Harvard Business School case 921-033 (2021) 2.
- Schwartzstein, Joshua, Kathleen McGinn, and Amy Klopfenstein. “Juno (C): Leveraging Student Power,” Harvard Business School case 921-034 (2021) 5.
- Schwartzstein, Joshua. “Juno (A), (B), and (C): Leveraging Student Power (TN),” Harvard Business School teaching note 923-028 (2022) 18.

Exley, Christine, Katherine Coffman, and Joshua Schwartzstein. “Legal Time Case,” Harvard Business School case 920-010 (2019) 6.

- Exley, Christine, Katherine Coffman, and Joshua Schwartzstein. “Legal Time Case - Confidential Information for the Defense Attorney (Drew Davis),” Harvard Business School case 920-011 (2019) 1.
- Exley, Christine, Katherine Coffman, and Joshua Schwartzstein. “Legal Time Case - Confidential Information for the Prosecution (AUSA Prescott),” Harvard Business School case 920-012 (2019) 2.
- Exley, Christine, Katherine Coffman, and Joshua Schwartzstein. “Legal Time Case (TN),” HBS teaching note 920-013 (2019) 15.

Schwartzstein, Joshua, Brian J. Hall, Tiffany Y. Chang, Karim Sameh, and Alpana Thapar, “Happy UAE,” Harvard Business School case 918-041 (2018) 19.

- Schwartzstein, Joshua, “Happy UAE (TN),” Harvard Business School teaching note 918-042 (2018) 12.

Beshears, John, Joshua Schwartzstein, Tiffany Y. Chang, and Brian J. Hall, “GiveDirectly,” Harvard Business School case 918-036 (2018) 10.

- Beshears, John and Joshua Schwartzstein, “GiveDirectly (TN),” Harvard Business School teaching note 918-040 (2018, revised 2022) 15.

Luca, Michael, Joshua Schwartzstein, and Gauri Subramani, “Managing Diversity and Inclusion at Yelp,” Harvard Business School case 918-009 (August 2017, revised 2023) 9.

- Luca, Michael, Joshua Schwartzstein, and Gauri Subramani, “Managing Diversity and Inclusion at Yelp (B),” Harvard Business School case 918-012 (2017, revised 2023) 3.
- Schwartzstein, Joshua, Michael Luca, and Gauri Subramani, “Managing Diversity and Inclusion at Yelp (TN),” Harvard Business School teaching note 918-039 (2018, revised 2023) 19.

## **PRESENTATIONS**

“The Utility of Memories,” Cognitive Economics Conference at HBS, Boston MA (October 2024)

“Discussion of ‘Remembering the Bright Side: When Bad Isn’t Stronger than Good,’” Memory and Attention Conference, Chicago IL (June 2024)

“Sharing Models to Interpret Data,” Organizational and Political Economics Conference, Snowbird Utah (March 2024)

“Sharing Models to Interpret Data,” MIT Behavioral Economics Lunch, Cambridge MA (December 2023)

“Sharing Models to Interpret Data,” NYC Media Seminar, New York NY (October, 2023)

“Shared Models in Networks, Organizations, and Groups,” briq Beliefs Workshop, Bonn Germany (June 2023)

“Shared Models in Networks, Organizations, and Groups,” University of Chicago, Behavioral Economics Workshop, Chicago IL (May 2023)

“Experimental Evidence on Model Persuasion,” NYU, Experimental Economics Seminar, New York NY (April 2023)

“Shared Models in Networks, Organizations, and Groups,” UCSB, Theory Seminar, Santa Barbara CA (October 2022)

“Shared Models in Networks, Organizations, and Groups,” Harvard University, Behavioral & Experimental Economics Workshop, Cambridge MA (October 2022)

“Shared Models in Networks, Organizations, and Groups,” SITE, Psychology and Economics Session, Palo Alto CA (August 2022)

“Discussion of ‘Model-Free and Model-Based Learning as Joint Drivers of Investor Behavior’ by Barberis and Jin,” AEA Virtual Meetings (January 2022)

“Shared Models in Networks, Organizations, and Groups,” NBER, Organizational Economics Meeting, Cambridge MA (November 2021)

“Shared Models in Networks, Organizations, and Groups,” Stanford University, Experimental/Behavioral Seminar, Palo Alto CA (November 2021)

“Shared Models in Networks, Organizations, and Groups,” UCSD, Theory/Behavioral Seminar (June 2021)

“Shared Models in Networks, Organizations, and Groups,” University of Zurich, Microeconomics Seminar (May 2021)

“Shared Models in Networks, Organizations, and Groups,” Stanford Graduate School of Business, Marketing Seminar (May 2021)

“Using Models to Persuade,” Harvard Law School, Law, Economics, and Organizations Virtual Seminar (September 2020)

“Relative Thinking and Risk Attitudes,” Econometric Society Meetings, San Diego CA (January 2020)

“Behavioral Health Economics,” NBER Health Economics Research Boot Camp, Cambridge MA (December 2019)

“Using Models to Persuade,” Princeton University, Behavioral Economics Seminar, Princeton, NJ (December 2019)

“Using Models to Persuade,” Carnegie Mellon University, Center for Behavioral and Decision Research Seminar, Pittsburgh, PA (October 2019)

“Using Models to Persuade,” Harvard University, Behavioral & Experimental Economics Workshop, Cambridge MA (September 2019)

“Using Models to Persuade,” European Behavioral Economics Meeting, Bonn Germany (June 2019)

“Using Models to Persuade,” Behavioral Economics Annual Meeting, Ithaca NY (May 2019)

“Using Models to Persuade,” MIT, Organizational Economics Seminar, Cambridge, MA (February 2019)

“Behavioral Health Economics,” NBER Health Economics Research Boot Camp, Cambridge MA (December 2018)

“Channeled Attention and Stable Errors,” Yale, Behavioral Sciences Workshop, New Haven, CT (December 2018)

- “Using Models to Persuade,” UC Berkeley, Psychology and Economics Seminar, Berkeley, CA (November 2018)
- “Behavioral Health Economics,” University of Virginia, Batten School Faculty Research Speaker Series, Charlottesville, VA (November 2018)
- “Channeled Attention and Stable Errors,” University of Bonn, Applied Micro Workshop, briq, Bonn Germany (June 2018)
- “Channeled Attention and Stable Errors,” Stanford University, Experimental/Behavioral Seminar, Palo Alto CA (April 2018)
- “Discussion of ‘Optimal Taxation With Behavioral Agents’ by Farhi and Gabaix,” ASSA Meetings, Philadelphia PA (January 2018)
- “Channeled Attention and Stable Errors,” European Behavioral Economics Meeting, Budapest Hungary (June 2017)
- “Channeled Attention and Stable Errors,” Boston College, Microeconomics Seminar, Chestnut Hill MA (April 2017)
- “Channeled Attention and Stable Errors,” London School of Economics, Psychology and Economics Seminar, London UK (February 2017)
- “Channeled Attention and Stable Errors,” Central European University, Economics Seminar, Budapest Hungary (February 2017)
- “Discussion of ‘A Positive Theory of Retirement Plan Design’ by Bubb and Warren,” NBER Law and Economics Meeting, Cambridge MA (August 2016)
- “Channeled Attention and Stable Errors,” Behavioral Economics Annual Meeting, Ithaca NY (May 2016)
- “Channeled Attention and Stable Errors,” Harvard University, Behavioral & Experimental Economics Workshop, Cambridge MA (April 2016)
- “A Model of Relative Thinking,” University of Chicago, Workshop on Applied Theory, Chicago IL (November 2015)
- “Behavioral Hazard in Health Insurance,” UC Berkeley, Psychology and Economics Seminar, Berkeley CA (April 2015)
- “Behavioral Hazard in Health Insurance,” Harvard Business School, NOM Seminar, Boston MA (January 2015)
- “Discussion of ‘The Lightbulb Paradox’ by Allcott and Taubinsky,” ASSA Meetings, Boston MA (January 2015)
- “Discussion of ‘Messaging and the Mandate’ by Cox et al,” ASSA Meetings, Boston MA (January 2015)
- “A Model of Relative Thinking,” European Summer Symposium in Economic Theory, Gerzensee Switzerland (Summer 2014)
- “A Model of Relative Thinking,” Harvard University, Behavioral & Experimental Economics Workshop, Cambridge MA (October 2014)
- “A Model of Relative Thinking,” London School of Economics, Psychology and Economics Seminar, London UK (October 2014)
- “Reduced-Form Behavioral Public Finance,” UCL Behavioural IO & Consumer Protection Conference, London UK (October 2014)
- “A Model of Relative Thinking,” University of Tennessee, Greer Seminar, Knoxville TN (October 2014)
- “A Model of Relative Thinking,” Princeton University, Behavioral Economics Seminar, Princeton NJ (September 2014)
- “Learning Through Noticing,” Harvard/MIT, Development Seminar, Cambridge MA (October 2013)
- “Learning Through Noticing,” Duke Fuqua, Finance Seminar, Raleigh NC (October 2013)
- “Learning Through Noticing,” University of Chicago, Marketing Workshop, Chicago IL (February 2013)

- “Learning Through Noticing,” Cornell University, Behavioral/Development Seminar, Ithaca NY (February 2013)
- “Behavioral Hazard in Health Insurance,” BU SOM, Markets, Public Policy and Law Seminar, Boston MA (February 2013)
- “Discussion of ‘A Sparsity Based Model of Bounded Rationality’ by Gabaix,” AFA Meetings, San Diego CA (January 2013)
- “Discussion of ‘How Product Standardization Affects Choice’ by Ericson and Starc,” AEA Meetings, San Diego CA (January 2013)
- “Learning Through Noticing,” NBER, Organizational Economics Meeting, Cambridge MA (December 2012)
- “Behavioral Hazard in Health Insurance,” UC Berkeley, Psychology and Economics Seminar, Berkeley CA (November 2012)
- “Learning Through Noticing,” SITE, Psychology and Economics Session, Palo Alto CA (September 2012)
- “Behavioral Hazard in Health Insurance,” Brookings, Economic Studies Seminar, Washington DC (May 2012)
- “Learning Through Noticing,” Behavioral Economics Conference, Barcelona Spain (June 2012)
- “Learning Through Noticing,” Harvard/MIT, Applied Theory Seminar, Cambridge MA (March 2012)
- “Learning Through Noticing,” BREAD Development Economics Conference, Paris FR (September 2011)
- “Behavioral Hazard in Health Insurance,” BEAM, Berkeley CA (May 2011)
- “Selective Attention and Learning,” NYU Stern, IO Seminar, New York NY (April 2011)
- “Selective Attention and Learning,” Princeton University, Behavioral Economics Seminar, Princeton NJ (March 2011)
- “Behavioral Hazard in Health Insurance,” Université Laval, Finance Workshop, Quebec (February 2011)
- “Selective Attention and Learning,” SITE, Psychology and Economics Session, Palo Alto CA (September 2010)
- “Selective Attention and Learning,” Washington University in St. Louis, Theory Seminar, St. Louis MO (April 2010)
- “Selective Attention and Learning,” Dartmouth College, Seminar, Hanover NH (February 2010)
- “Selective Attention and Learning,” MIT/MIT Sloan, Seminar, Cambridge MA (January 2010)
- “Selective Attention and Learning,” University of Pennsylvania, Seminar, Philadelphia PA (January 2010)
- “Selective Attention and Learning,” Caltech, Seminar, Pasadena CA (January 2010)
- “Selective Attention and Learning,” USC Marshall, Seminar, Los Angeles CA (January 2010)
- “Selective Attention and Learning,” Cornell University, Behavioral Seminar, Ithaca NY (November 2009)
- “Litigation and Regulation,” Harvard Law School, Law, Economics, and Organizations Seminar, Cambridge MA (February 2009)
- “Coarse Thinking and Persuasion,” Meeting on Categorization and Interactive Decision Making, Università Ca'Foscari di Venezia, Venice IT (June 2008)

## **OTHER PROFESSIONAL ACTIVITIES**

Referee: *American Economic Review*, *AER: Insights*, *Econometrica*, *Quarterly Journal of Economics*, *Journal of Political Economy*, *Review of Economic Studies*, *Journal of the European Economic Association*, *American Economic Journal: Microeconomics*, *RAND Journal of Economics*, *Review of*



*Economics and Statistics, Journal of Economic Behavior and Organization, Journal of Labor Economics, Journal of Public Economics, Management Science, Journal of Economic Theory*