



H A R V A R D | B U S I N E S S | S C H O O L

September 22, 2020

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

- 7/1/19 – Present 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

2017 – 2018 Negotiations, spring
2016 – 2017 Negotiations, fall
2015 – 2016 Negotiations, spring

Harvard Business School Secondary Teaching Assignments

2018 Changing the Game, HBS executive education instructor, Fall
2017 Changing the Game, HBS executive education instructor, Fall

PROFESSIONAL SERVICE

2020-Present Foreign Editor: Review of Economic Studies
2015 – Present 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 (invited for October 2020)
2019 – Excellence in Refereeing Award, *AER*; Acknowledgement of Referees, *QJE*
2018, 2016 – Excellence in Refereeing Award, *ReStud*
2016 – Honorable Mention: 24th 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

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

Schwartzstein, Joshua and Adi Sunderam, “Using Models to Persuade,” *American Economic Review*, forthcoming.

Bushong, Benjamin, Matthew Rabin, and Joshua Schwartzstein, "A Model of Relative Thinking," *Review of Economic Studies*, forthcoming.

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.

Working Paper

Gagnon-Bartsch, Tristan, Matthew Rabin, and Joshua Schwartzstein, “Channeled Attention and Stable Errors,” (January 2020)

Selected Work in Progress

Schwartzstein, Joshua and Adi Sunderam, “Shared Models in Networks, Organizations, and Groups”

Schwartzstein, Joshua, “Externalizing Internalities”

Bushong, Ben, Matthew Rabin, and Joshua Schwartzstein, “Relative Thinking and Risk Attitudes”

Cases, Exercises, and Teaching Notes

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

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).

Exley, Christine, Katherine Coffman, and Joshua Schwartzstein. “Legal Time Case - Confidential Information for the Prosecution (AUSA Prescott).” Harvard Business School case 920-012 (2019).

Exley, Christine, Katherine Coffman, and Joshua Schwartzstein. “Legal Time Case (TN).” HBS teaching note 920-013 (2019).

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

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

Schwartzstein, Joshua and John Beshears, “GiveDirectly (TN),” Harvard Business School teaching note 918-040 (March 2018) [16].

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

Luca, Michael, Joshua Schwartzstein, and Gauri Subramani, “Managing Diversity and Inclusion at Yelp (TN),” Harvard Business School teaching note 918-039 (March 2018) [10].

Luca, Michael, Joshua Schwartzstein, and Gauri Subramani, “Managing Diversity and Inclusion at Yelp (B),” Harvard Business School case 918-012 (September 2017).

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

PRESENTATIONS

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