

# Daniel Martin

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Managerial Economics and Decision Sciences (MEDS) Department  
Kellogg School of Management, Northwestern University

## Employment

Associate Professor (untenured), Kellogg School of Management, Northwestern University, 2018–current.

Assistant Professor, Kellogg School of Management, Northwestern University, 2015–2018.

Assistant Professor, Paris School of Economics, 2013–2015.

## Education

PhD, Economics, New York University, 2013.

## Research

Fields: Behavioral Economics, Experimental Economics.

Topics: Attention and Perception, Information Disclosure, Behavioral Welfare Economics.

### *Published Papers*

1. Caplin, Andrew, Mark Dean, and Daniel Martin (2011). Search and Satisficing. *American Economic Review* 101, 2899–2922.
2. Caplin, Andrew, and Daniel Martin (2015). A Testable Theory of Imperfect Perception. *The Economic Journal* 125, 184–202.
3. Dean, Mark, and Daniel Martin (2016). Measuring Rationality with the Minimum Cost of Revealed Preference Violations. *Review of Economics and Statistics* 98, 524–534.
4. Caplin, Andrew, and Daniel Martin (2016). The Dual-Process Drift Diffusion Model: Evidence from Response Times. *Economic Inquiry* 55, 1274–1282.
5. Martin, Daniel (2017). Strategic Pricing with Rational Inattention to Quality. *Games and Economic Behavior* 104, 131–145.
6. Caplin, Andrew, and Daniel Martin (2017). Defaults and Attention: The Drop Out Effect. *Revue Économique* 68, 747–755.

### *Working Papers*

7. Martin, Daniel. Rational Inattention in Games: Experimental Evidence. Latest version: August 2016.
8. Bouacida, Elias, and Daniel Martin. Predictive Power in Behavioral Welfare Economics. Latest version: April 2017. R&R at the *Journal of the European Economics Association*.
9. Caplin, Andrew, and Daniel Martin. Framing as Information Design. Latest version: February 2018. R&R at the *Journal of Political Economy*.
10. Jin, Ginger Zhe, Michael Luca, and Daniel Martin. Is No News (Perceived As) Bad News? An Experimental Investigation of Information Disclosure. Latest version: May 2018. R&R at the *AEJ: Microeconomics*.

11. Jin, Ginger Zhe, Michael Luca, and Daniel Martin. Complex Disclosure. Latest version: October 2018.
12. Kim, Tami, and Daniel Martin. Inference about Ratings: How Good is a Good Rating? Latest version: November 2018.
13. Martin, Daniel, and Edwin Muñoz Rodriguez. Misperceiving Mechanisms: Imperfect Perception of Dominant Strategies. Latest version: January 2019.

### *Work in Progress*

14. Briggs, Joseph, Andrew Caplin, Daniel Martin, and Christopher Tonetti. Due Diligence: Rational Inattention in Search.
15. Adams, Abigail, Ian Crawford, and Daniel Martin. The Price Uncertainty Model.

## Seminar and Conference Presentations

Seminar talks: UC Berkeley, UC Davis, NYU, Cornell, Virginia, FTC, Virginia Tech, Berlin Behavioral Workshop, Purdue, Zurich, Nottingham, Edinburgh, NNH (The Choice Lab), HEC Paris, Cergy-Pontoise, Munich, Nice, TSE, École Polytechnique, Simon Fraser, UBC, UCSD (Rady), Harvard, Stanford, NUS, NTU, Waseda, Kochitech, Xiamen, Queen Mary, Bocconi, Paris Dauphine, Pompeu Fabra, Autònoma de Barcelona, George Mason, Konstanz, Alicante, Wisconsin, WashU (Olin), Michigan, Pittsburgh, Toronto (Rotman), Essex, Oxford, Northwestern (Kellogg), Brown, PSE, USC (Marshall), Maryland, Tennessee, Duke (Fuqua), UCSD.

Invited conference talks: Keynote talk at the PsyCHIC Workshop (Paris), Invited session at the SED Meetings (Toulouse), Invited session at the Congress of the EEA (Mannheim), Minnesota-Chicago Accounting Theory Conference, Limited Cognitive Resources in Economics (Rome), IDGP (Barcelona), Neuroeconomics Workshop (Paris), ITAM Decision Theory Workshop (Mexico City), CIREQ-CEMMAP Conference on Partial Identification and Revealed Preferences (Montreal), SARP2 (Oxford).

Invited conference discussions: NBER Summer Institute (Law & Economics).

Other conference talks: BRIC (London and Barcelona), Sloan-Nomis Workshop on Attention and Choice (Vitznau), RSF Conference for Early-Career Behavioral Economists (Chicago), SITE (Stanford), World Congress of the Econometric Society (Montreal), North American Summer Meeting of the Econometric Society (Evanston), CESS 15th Anniversary Conference (New York), Santa Barbara Conference on Experimental and Behavioral Economics, CSIO-IDEI (Evanston), IIOC (Chicago), M-BEES (Maastricht), AFSE (Lyon), ASFEE (Paris and Besancon), Transatlantic Theory Workshop (Oxford and Paris), SAET (Paris), SEA (Washington, D.C.), CEA (Quebec City), International ESA (San Diego, Chicago, Pasadena, and New York), North American ESA (Tucson and Santa Cruz).

## Professional Activities

Article reviewer for *American Economic Review*, *Econometrica*, *Journal of Political Economy*, *Review of Economic Studies*, *Quarterly Journal of Economics*, *American Economic Journal: Microeconomics*, *Experimental Economics*, *Games and Economic Behavior*, *Journal of Economic Behavior and Organization*, *Journal of Economic Theory*, *Journal of Industrial Economics*, *Management Science*, *The Economic Journal*, *Theoretical Economics*.

Proposal reviewer for European Research Council, National Science Foundation.

Co-Organizer for SARP2 Conference (2018), Northwestern Theory Seminar (2016–2017), NYU Alumni Conference (2017), BRIC Conference (2016), Northwestern Theory Bag Lunch Seminar (2015–2016), PSE Economics and Psychology Seminar (2013–2015), PSE Rational Inattention Workshop (2014).

## Teaching

### *Kellogg School of Management*

Behavioral Economics (PhD): Spring 2018.

Research in Economics (PhD): Spring 2017, Spring 2018.

Business Analytics II (MBA): Fall 2014 – Fall 2018.

Chair's Core Course Teaching Award and Six Kellogg Impact Awards.

Core Course Coordinator (Fall 2018).

Independent Study (MBA):

Rich Barbier (Survey Design and Analysis for Internship), Nidheesh Patel (Feasibility Study for Mobile App), Andrew Woods (Experimental Design and Analysis for Internship), Tiffany Smith (Data + Decision Making for Entrepreneurs), Tiffany Smith (Launching a Social Enterprise), Myah Smith (Education Decision-Making in Lower SES Groups), Dianna He (Data & Benchmarking for Startups), Kleida Martiro (The Impact of ML/AI on Business)

### *Paris School of Economics*

Behavioral Economics (M2 Master's Level): Fall 2013, Fall 2014.

Neuroeconomics (M2 Master's Level): Fall 2014.

## Other Experience

Co-Founder, WorkSmart Inc., 2001-2009.

Inc. 5000 Fastest Growing Private Companies in America 2007-2013.

Last updated: January 25, 2019