

Daniel Martin

d-martin@kellogg.northwestern.edu

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

Employment

Assistant Professor, Kellogg School of Management, Northwestern University, 2015–Current.
Assistant Professor, Paris School of Economics, 2013–2015.

Education

PhD, Economics, New York University, 2013.
MBA, Entrepreneurship, University of North Carolina, 2002.
BA, Economics, *Magna Cum Laude*, Vanderbilt University, 1998.

Research

Fields: Experimental Economics, Behavioral Economics, Microeconomic Theory.
Topics: Inattention and Perception, Information Disclosure.

Peer-Reviewed Journal Articles

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. Defaults and Attention: The Drop Out Effect. Forthcoming at *Review Économique*.

Working Papers

7. Jin, Ginger Zhe, Michael Luca, and Daniel Martin. Is No News (Perceived As) Bad News? An Experimental Investigation of Information Disclosure. Revise and resubmit at *Review of Economic Studies*.
8. Bouacida, Elias, and Daniel Martin. Predictive Power in Behavioral Welfare Economics.
9. Martin, Daniel. Rational Inattention in Games: Experimental Evidence.
10. Caplin, Andrew, and Daniel Martin. Framing Effects and Optimization.

Work in Progress

11. Jin, Ginger Zhe, Michael Luca, and Daniel Martin. Complex Disclosure.
12. Martin, Daniel. Consumer Theory with Price Uncertainty.
13. Briggs, Joseph, Andrew Caplin, Daniel Martin, and Chris Tonetti. Due Diligence: Job Search with Rationally Inattentive Workers.

Seminar and Conference Presentations

Seminar talks: Purdue, Zurich, Nottingham, Edinburgh, NNH (The Choice Lab), HEC Paris, Cergy-Pontoise, Munich, Nice, Toulouse, Ecole Polytechnique, Simon Fraser, UBC, UCSD (Rady), Harvard, Stanford, NUS, NTU, Waseda, Kochitech, Xiamen, Queen Mary, Bocconi, Paris Dauphine, UPF, AUB, GMU, Konstanz, Alicante, Wisconsin, WashU (Olin), Michigan, Pitt, 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).

Conference talks: RSF Conference for Early-Career Behavioral Economists (Chicago), World Congress of the Econometric Society (Montreal), ASFEE (Paris and Besancon), IIOC (Chicago), M-BEES (Maastricht), BRIC (Barcelona), AFSE (Lyon), SITE (Stanford), North American Summer Meeting of the Econometric Society (Evanston), Transatlantic Theory Workshop (Oxford), SAET (Paris), SEA (Washington, D.C.), CEA (Quebec City), International ESA (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*, *Economic Inquiry*, *Economic Journal*, *Economic Letters*, *Games and Economic Behavior*, *Journal of Economic Behavior and Organization*, *Journal of Economic Theory*, *Journal of Industrial Economics*, *Journal of Mathematical Psychology*, *Management Science*, *RAND Journal of Economics*, *Scandinavian Journal of Economics*, *Theoretical Economics*.

Proposal reviewer for European Research Council, National Science Foundation.

Organizer for 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).

Advising

PhD Students, Committee Member: Léa Bousquet (Paris School of Economics, 2016), Elias Bouacida (Paris School of Economics, Ongoing)

Teaching

Kellogg School of Management

Research in Economics (PhD): Spring 2017.

Business Analytics II (MBA): Fall 2014, Fall 2015, Fall 2016.

Received Kellogg Impact Award from 5 class sections.

Independent Study (MBA): Spring 2015, Spring 2016, Fall 2016, Winter 2017, Spring 2017

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).

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: April 6, 2017