

# Daniel Martin

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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.

## Research

Fields: Behavioral Economics, Experimental Economics.

Topics: Inattention, Information Disclosure.

### *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. Jin, Ginger Zhe, Michael Luca, and Daniel Martin. Complex Disclosure. Latest version: May 2018.
8. 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.
9. Caplin, Andrew, and Daniel Martin. Framing as Information Design. Latest version: February 2018.
10. Bouacida, Elias, and Daniel Martin. Predictive Power in Behavioral Welfare Economics. Latest version: April 2017.

### Work in Progress

11. Adams, Abigail, Ian Crawford, and Daniel Martin. The Price Uncertainty Model.
12. Briggs, Joseph, Andrew Caplin, Daniel Martin, and Christopher Tonetti. Due Diligence: Rational Inattention in Search.
13. Imas, Alex, Ginger Zhe Jin, and Daniel Martin. Lies of Omission.
14. Kim, Tami, Michael Luca, and Daniel Martin. Beliefs about Ratings: How Good Is a Good Rating?
15. Martin, Daniel. Rational Inattention in Games: Experimental Evidence.
16. Martin, Daniel, and Edwin Muñoz Rodríguez. Inattention to Game Form: A Theory of the WTP/WTA Gap.

### Seminar and Conference Presentations

Seminar talks: 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), SARP (Oxford).

Other conference talks: BRIC (London and Barcelona), 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 Besançon), 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*, *Economic Inquiry*, *Experimental Economics*, *Games and Economic Behavior*, *Journal of Economic Behavior and Organization*, *Journal of Economic Theory*, *Journal of Industrial Economics*, *Management Science*, *RAND Journal of Economics*, *The Economic Journal*, *Theoretical Economics*.

Proposal reviewer for European Research Council, National Science Foundation.

Organizer for SARP 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 2015, Fall 2016, Fall 2017.

Received Kellogg Impact Award from 6 class sections.

Independent Study (MBA): Spring 2015, Spring 2016, Fall 2016, Winter 2017, Spring 2017, Winter 2018, Spring 2018.

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: May 19, 2018