

# 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.

MBA, Entrepreneurship, University of North Carolina, 2002.

BA, Economics, Vanderbilt University, 1998.

## Research

Fields: Behavioral Economics, Experimental Economics, Information Economics.

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

### *Published and Forthcoming 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.
7. Kim, Tami, and Daniel Martin (2021). What Do Consumers Learn from Regulator Ratings? Evidence from Restaurant Hygiene Quality Disclosures. *Journal of Economic Behavior and Organization* 185, 234–249.
8. Jin, Ginger Zhe, Michael Luca, and Daniel Martin (2021). Is No News (Perceived As) Bad News? An Experimental Investigation of Information Disclosure. *American Economic Journal: Microeconomics*, 13(2): 141-173.
9. Bouacida, Elias, and Daniel Martin (2021). Predictive Power in Behavioral Welfare Economics. *Journal of the European Economic Association*, 19(3).

10. Jin, Ginger Zhe, Michael Luca, and Daniel Martin (2021). Complex Disclosure. Forthcoming in *Management Science*.
11. Caplin, Andrew, and Daniel Martin (2021). Comparing Decision Under Unknown Experiments. Forthcoming in the *Journal of Political Economy*.

### *Working Papers*

12. Martin, Daniel, and Philip Marx. A Robust Test of Prejudice for Discrimination Experiments. Latest version: May 2021.
13. Martin, Daniel, and Edwin Muñoz Rodríguez. Misperceiving Mechanisms: Imperfect Perception and the Failure to Recognize Dominant Strategies. Latest version: May 2019.
14. Martin, Daniel. Rational Inattention in Games: Experimental Evidence. Latest version: August 2016.

### *Work in Progress*

15. Briggs, Joseph, Andrew Caplin, Mateusz Giezek, Daniel Martin, and Christopher Tonetti. Due Diligence: Endogenous Offer Quality and Information Acquisition in Search and Matching.
16. Adams, Abigail, Ian Crawford, and Daniel Martin. The Price Uncertainty Model.
17. Caplin, Andrew, and Daniel Martin. Utility Recovery and Welfare Analysis with Rational Inattention.

## Seminar and Conference Presentations

Seminar talks: UC Santa Barbara, Yale SOM, 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), JDMWS (Utah), Analyse de l'action publique (Paris)

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), North American Winter Meetings of the Econometric Society (Virtual), 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, Journal of the European Economic Association, Management Science, The Economic Journal, Theoretical Economics.*

Proposal reviewer for European Research Council, National Science Foundation.

Co-Organizer for Kellogg Behavioral Economics Seminar (2019–2020), 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, Spring 2021.

Research in Economics (PhD): Spring 2017 – Spring 2021.

Business Analytics II (MBA): Fall 2014 – Spring 2021.

Two Chair's Core Course Teaching Awards and Six KSA Faculty Impact Awards.

Core Course Coordinator (Fall 2018 – Fall 2020).

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), Matthew Carson (Predicting Contracts for the 2020 MLB Free Agent Class)

### *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: February 2021.