

Daniel Martin

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Wilcox Family Chair in Entrepreneurial Economics
Department of Economics, University of California, Santa Barbara

Employment

Associate Professor Department of Economics, University of California, Santa Barbara, 2022–2024.
Associate Professor (on leave), Kellogg School of Management, Northwestern University, 2022–2024.
Associate Professor, Kellogg School of Management, Northwestern University, 2018–2022.
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, Cognitive Economics, Experimental Economics.

Topics: Attention and Perception, Information Disclosure, Machine Learning.

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.
2022 AEJ: Micro Best Paper Award
9. Bouacida, Elias, and Daniel Martin (2021). Predictive Power in Behavioral Welfare Economics. *Journal of the European Economics Association*, 19(3): 1556–1591.

10. Caplin, Andrew, and Daniel Martin (2021). Comparison of Decisions Under Unknown Experiments. *Journal of Political Economy*, 129(11): 3185-3205.
11. Jin, Ginger Zhe, Michael Luca, and Daniel Martin (2022). Complex Disclosure. *Management Science*, 68(5): 3236-3261.
12. Martin, Daniel, and Philip Marx (2022). A Robust Test of Prejudice for Discrimination Experiments. *Management Science* (Fast Track), 68(6): 4527-4536.
13. Martin, Daniel, and Edwin Muñoz Rodríguez (2022). Cognitive Costs and Misperceived Incentives: Evidence from the BDM Mechanism. *European Economic Review*, 148 (104197).

Working Papers

14. Almog, David, Romain Gauriot, Lionel Page, and Daniel Martin. AI Oversight and Human Mistakes: Evidence from Centre Court. Latest version: January 2024.
15. Caplin, Andrew, Daniel Martin, and Philip Marx. Modeling Machine Learning. Latest version: January 2024.
16. Almog, David and Daniel Martin. Rational Inattention in Games: Experimental Evidence. Latest version: November 2023.
17. Chemaya, Nir and Daniel Martin. Perceptions and Detection of AI Use in Manuscript Preparation for Academic Journals. Latest version: November 2023.
18. Caplin, Andrew, Daniel Martin, and Philip Marx. Rationalizable Learning. Latest version: July 2023.

Seminar and Conference Presentations

Seminar talks: UPenn (Wharton), Nevada, Middlebury, 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, UC San Diego (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), UC San Diego.

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, 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 (Montreal, Evanston), North American Winter Meetings of the Econometric Society (Virtual), CESS 15th Anniversary Conference (New York), Santa Barbara Conference on Experimental and Behavioral Economics, International ESA (San Diego, Chicago, Pasadena, New York, and Global Online), North American ESA (Tucson, Santa Cruz), D-TEA (Paris), SAET (Paris), CSIO-IDEI (Evanston), IIOC (Chicago), M-BEES (Maastricht), AFSE (Lyon), ASFEE (Paris, Besancon), Transatlantic Theory Workshop (Oxford, Paris), SEA (Washington, D.C.), CEA (Quebec City).

Professional Activities

Co-Organizer for Kellogg Behavioral Economics Seminar (2019–2022), 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

University of California, Santa Barbara

Attention and Perception (PhD): Winter 2023, Winter 2024.

Entrepreneurial Insights (UG): Winter 2023, Winter 2024.

Kellogg School of Management

Behavioral Economics (PhD): Spring 2018, Spring 2021.

Research in Economics (PhD): Spring 2017 – Spring 2022.

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

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

Core Course Coordinator (Fall 2018 – Fall 2021).

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: January 2023.