

Ananish Chaudhuri

Department of Economics
University of Auckland
Private Bag 92019
Auckland 1001
NEW ZEALAND

Phone: 64-9-373 -7599 (7999) Ext. 88307
Fax: 64-9-373-7427
E-mail: a.chaudhuri@auckland.ac.nz
Home Page: <http://yoda.eco.auckland.ac.nz/~acha192>

Education:

Ph. D. in Economics, October, 1997
Rutgers University, New Brunswick, NJ
Fields: Industrial Organization, Applied Microeconomics, Economic Development
Dissertation: "Three Essays in Contracting under Asymmetric Information"
Committee members: Dr. Barry Sopher (Chair), Thomas Prusa, Ira Gang and Andrew Schotter

M.A. in Economics, May, 1994
Rutgers University, New Brunswick, NJ

M.A. in Economics, May, 1992
Jawaharlal Nehru University, New Delhi, India

B.S. in Economics, June, 1990
Presidency College, Calcutta, India

Professional Experience:

Senior Lecturer, Department of Economics, University of Auckland, February 2003 - Present.

Visiting Assistant Professor, Department of Economics, Wellesley College, July 2001-December 2002. (On leave from Washington State University.)

Assistant Professor (tenure-track), Department of Economics, Washington State University, August 1998 – May 2003.

Visiting Research Scholar, Indian Statistical Institute – Calcutta, May 1999 – July 1999.

Visiting Assistant Professor, Indiana University-Purdue University-Indianapolis, August 1997 – May 1998.

Pre-doctoral Fellow, Economic Science Laboratory, University of Arizona, May – July, 1995

Lecturer, Department of Economics, Rutgers University, August 1995 to May 1997.

Lecturer, Writing Program, Department of English, Rutgers University, August 1996-May 1997; taught expository writing in English at the first year of college level.

Teaching Assistant, Department of Economics, Rutgers University, August 1992- May 1995. Responsibilities included teaching discussion sections, making up exams and coordinating the work of other teaching assistants.

Research:

Brief Overview:

My current primary area is experimental research on the role of trust, reciprocity and altruism in economic interactions. I also do theoretical and empirical work looking at incentive contracts with applications to franchising, land tenancy and credit markets.

Refereed Publications (broken up by area):

Experimental:

1. "Trust and Trustworthiness in a Sequential Bargaining Game", (with Sarah Khan, Aishwarya Lakshmiratan, Anne-Laure Py and Lisa Shah, all Wellesley College), *Journal of Behavioral Decision Making*, forthcoming
2. "Cooperation in Social Dilemmas, Trust and Reciprocity", (with Barry Sopher, Rutgers University and Paul Strand, Washington State University), *Journal of Economic Psychology*, Volume 23(2), March 2002, pp. 231 – 249.
3. "The Ratchet Principle in a Principal Agent Game with Unknown Costs: An Experimental Analysis" *Journal of Economic Behavior and Organization*, Volume 37(3), November 1998, pp. 291-304.

Contracts:

1. "Information Structure and Contractual Choice in Franchising", (with Debajyoti Chakrabarty, Rutgers University and Chester Spell, Washington State University), *Journal of Institutional and Theoretical Economics*, Vol. 58 (4), December 2002, pp. 638-663.
2. "On the Choice of Tenancy Contracts in Rural India", (with Pushkar Maitra, Monash University), *Economica*, Vol. 69, Issue 275, August 2002, pp. 445-459.
3. "Formal and Informal Sector Credit Institutions and Interlinkage", (with Debajyoti Chakrabarty, Rutgers University), *Journal of Economic Behavior and Organization*, Vol. 46 (3), November 2001, pp. 312-325.
4. "A Location Based Theory of Franchising", (with Parikshit Ghosh, University of British Columbia and Chester Spell, Washington State University), *Journal of Business and Economic Studies*, Vol. 7, No. 1, Spring 2001, pp. 54-67
5. "Tenant Characteristics and the Choice of Tenurial Contracts in Rural India" (with Pushkar Maitra, Monash University), *Journal of International Development*, Vol. 13 (2), March 2001, pp. 169-181.

6. "Sharecropping Contracts in Rural India: A Note", (with Pushkar Maitra, Monash University and University of Sydney), *Journal of Contemporary Asia*, Volume 30(1), February 2000, pp. 99-107.

International Trade:

1. "Endogenous Quality Choice and the Impact of Quantitative Restrictions", *The International Trade Journal*, Volume XIV (4), Winter 2000, pp. 377-397.

Economics Pedagogy:

1. "A Simple Algebraic Approach to Teaching Oligopoly Models", *The American Economist*, Vol. XXXXVI, No. 1, Spring 2002, pp. 36-41.

Other Publications (including Book Reviews):

1. "A Simple Investment Game Experiment for the Classroom", *Classroom Experiments*, Vol. 10, Fall 2001. (Lead article). (*Classroom Experiments* is an on-line journal, which publishes articles about simple economic experiments designed to improve classroom instruction of economics.

www.marietta.edu/~delemeeg/expernom/Fall2001/Chaudhuri.html

2. Review of "Experimental Business Research", Rami Zwick and Amnon Rapoport (Editors), Kluwer Academic Publishers, *Journal of Economic Psychology*, 23(6), December 2002, pp. 793-796.

3. Review of "Strategic Foundations of General Equilibrium" by Douglas Gale, First Edition, Cambridge University Press, *Eastern Economic Journal*, 28(2), May 2002, pp. 275-277.

4. Review of "Rural Development: Principles, Policies and Management" by Katar Singh, Second Edition, Sage Publishers, *Journal of Contemporary Asia*, 30(4), January 2001, pp. 600-602

Papers under review:

"Talking Ourselves to Efficiency: Coordination in Inter-Generational Minimum Games with Private, Almost Common and Common Knowledge of Advice", (with Andrew Schotter, New York University and Barry Sopher, Rutgers University), revise and re-submit at the *American Economic Review*

"Gender Differences in Trust and Reciprocity"(with Lata Gangadharan, University of Melbourne), submitted to *Games and Economic Behavior*

"Evolution of Conventions in an Experimental Public Goods Game with Private and Public Knowledge of Advice", submitted to the *Review of Economic Studies*

Work in Progress:

“Trust, Reciprocity and Altruism: Untangling the Strands”, (with Lata Gangadharan, University of Melbourne)

“Cooperation in Social Dilemmas, Trust and Reciprocity”, (with Paul Strand, Washington State University). Broad inter-disciplinary project looking at cognitive skills, learning and altruistic and reciprocal behavior in humans

“Learning in Intergenerational Games” (with Andrew Schotter, New York University and Barry Sopher, Rutgers University)

“Can the Capital Scarcity Hypothesis Explain Franchising?” (with Chester Spell, Washington State University)

Output in Newspapers/News Coverage:

“Bad Sports”, Letters to the Editor, *The New York Times*, June 23, 2002

“The Quirks of Behavior, as Part of Economics”, Letters to the Editor, *The New York Times*, March 4, 2001

“Tax Cut Consequences”, Letters to the Editor, *The New York Times*, January 25, 2001

“The High Court Took the Down Escalator”, Roundtable, *The Spokane Spokesman-Review*, December 15, 2000

“Bush’s Compassion Questionable”, Roundtable, *The Spokane Spokesman-Review*, August 17, 2000

“Baby Bills” Not Best Plan for Microsoft”, Op-Ed article, *Tri-City Herald*, May 8, 2000

“The Trial in Pakistan”, Letters to the Editor, *The New York Times*, April 15, 2000

“Game Shows Thrive on New ‘Greed’”, Letters to the Editor, *The New York Times*, November 14, 1999

“Inscrutable Trade”, Letters to the Editor, *The New York Times*, February 21, 1999

“The GOP lost its Chance to Censure Clinton”, Letters to the Editor, *The New York Times*, February 6, 1999

My experimental research on trust and reciprocity was cited in a syndicated article “A New Breed of Economist Puzzles Out the Behaviors That Govern Our Finances” which appeared in about 25 newspapers nationwide in the U.S.A. including the Newark Star-Ledger, the New Orleans Times-Picayune and the Cleveland Plain Dealer among others.

Grants:

Teaching Improvement Grant, University of Auckland, NZ \$9000, August 2003

University of Auckland Research Grant, NZ \$5000, Spring 2003

Wellesley College Faculty Development Grant of US \$1500, Fall 2002

Wellesley College Faculty Development Grant of US \$3000, Fall 2001

Rutgers University Research Council grant of US \$3000 for project on “Trust and Reciprocity in Games” (with Barry Sopher and Paul Strand), Fall 2000

Washington State University US \$3000 Mini-Grant for developing a new course – Economics 485: Behavioral Economics (cross-listed as Psychology 485), Spring, 1999.

Research Grant for US \$1500 from Economic Science Laboratory, University of Arizona for project “The Ratchet Principle in Principal Agent Game with Unknown Costs: An Experimental Analysis”, Summer 1995.

Professional Activities:

Referee/Reviewer for the *National Science Foundation*, *Journal of Population Economics*, *Review of Development Economics*, *Economics of Governance*, *Journal of Economic Psychology*, *Journal of Human Rights*

Conference Sessions Organized:

“Social Capital and Economic Performance” at the Annual Meeting of the New Zealand Economic Association, held at Auckland, NZ, June 2003

“Trust and Reciprocity in Games” at the Annual Meeting of the American Economic Association, held at Atlanta, GA, in January 2002

Presentations:

2003:

International Colloquium for Research in Economic Psychology, Christchurch, NZ, September

Econometric Society Australasian Meetings, Sydney, AU, July

New Zealand Economic Association Annual Meetings, Auckland, NZ, June

Economic Science Association Annual Meetings, Pittsburgh, PA, June (2 papers)

2002:

Harvard Business School, Cambridge, MA, December

Center for Experimental Social Sciences, New York University, New York, NY, December

Department of Economics, Wellesley College, Wellesley, MA, November

North-Eastern Universities Development Consortium Conference, Williams College, Williamstown, MA, October

Economic Science Association Annual Meetings, Boston, MA, June
Department of Economics, Wellesley College, Wellesley, MA, April
Department of Psychology, University of Auckland, Auckland, NZ, March
Department of Economics, University of Auckland, Auckland, NZ, March
Department of Economics, University of Scranton, Scranton, PA, March
Department of Economics, Central Michigan University, Mt. Pleasant, MI, February
Department of Economics, Rhodes College, Memphis, TN, February
Department of Economics, Western New England College, Springfield, MA, January
American Economic Association Annual Meetings, Atlanta, GA, January

2001:

Department of Economics, Williams College, Williamstown, MA, January

2000:

Southern Economic Association Meetings, Washington D.C., November (presented by co-author)

North-East Universities Development Consortium Conference, Cornell University, Ithaca, NY, October

Department of Economics, Rutgers University, New Brunswick, NJ, June

Economic Science Association Annual Meetings, New York, NY, June

Columbia Basin College, Pasco, WA, March

Joint Meetings of the Public Choice Society and the Economic Science Association, Charleston, SC, March

1999:

Joint workshop of the Economics and Psychology Departments, Washington State University, Pullman, WA, October

Indian Statistical Institute, Calcutta, India, August

Indian Institute of Management, Ahmedabad, India, July

Indian Institute of Management, Calcutta, India, July

1998:

Department of Economics, Washington State University, Pullman, WA, March

Department of Economics, Miami University of Ohio, Oxford, OH, January

1997:

Department of Economics, University of Oregon, Eugene, OR, December

Department of Economics, IUPUI, Indianapolis, IN, September

1996:

Southern Economic Association Meetings, Washington DC, November

Economic Development Society Conference, Boston, MA, October

Society of Mathematical Psychologists Conference, Chapel Hill, NC, August

1995:

Economic Science Association Meetings, Tucson, AZ, October

Teaching:

Innovations:

At Washington State University, I developed (jointly with Dr. Paul Strand, Department of Psychology, Washington State University) a new course **Economics 485** (cross-listed as Psychology 485) entitled “**Behavioral Decision Theory**”. The course analyzes experimental evidence regarding empirical applications of game theory, decision-making under risk and uncertainty, cognitive development, theories of self and judgement and problems of addiction among other topics.

Courses taught:

Graduate Courses:

- At Washington State University: Managerial Economics, Statistics for Business (both at the MBA level)

Undergraduate Courses:

- At the University of Auckland: Principles of Microeconomics, International Trade
- At Wellesley College: Principles of Microeconomics, Intermediate Microeconomics and Behavioral Decision Theory
- At Washington State University: Theory of the Firm and Market Policy, International Trade and Finance, Behavioral Decision Theory, Labor Economics
- At IUPUI: Introduction to Macroeconomics, International Economics
- At Rutgers University: Introduction to Microeconomics, Intermediate Microeconomics, International Trade, Economic Development, Managerial Economics

I have been very successful in the classroom, enjoying high student evaluation ratings in all the places where I have taught.

Thesis Advising:

Sara Graziano, Senior Honors Thesis, Supervisor, Wellesley College, 2002
Luzmarina Madden, MBA, Washington State University, 2001
James Timmons, MBA, Committee Member, Washington State University, 2001
Hildred Neilson, MBA, Committee Member Washington State University, 2001
Gyrgal Abdouraimov, MBA, Committee Member, Washington State University, 2001
John Hunt, MBA, Committee Member, Washington State University, 2000
William Howard, MBA, Committee Member, Washington State University, 2000
Oliver Chang, MBA, Committee Member, Washington State University, 2000
Terie G. Ellis, MBA, Committee Member, Washington State University, 2000

Service:

- At the University of Auckland: Undergraduate Committee, 2003 till present; Recruiting Committee, 2003 till present
- At Washington State University: Campus-wide Budget Committee, Spring 1999 till 2001; College of Business and Economics Curriculum Committee, Spring 1999

Honors and Awards:

- Cited by Department Chair for outstanding teaching evaluations every year at WSU; nominated for a College of Business and Economics Teaching Excellence Award in 2001
- Peter Asch Memorial Dissertation Award for outstanding dissertation, 1996
- Walter C. Russell Tuition Scholarship, 1995
- MCJ Foundation Pre-doctoral Fellowship, 1995 (visiting Economic Science Laboratory, University of Arizona)
- Best graduate student instructor in the Economics Department and nominated for university-wide teaching excellent award, 1994, 1996
- Junior Research Fellowship from Government of India for qualifying in National Teaching Eligibility Exam, 1992

Personal Information:

Date of Birth: September 12, 1968
Nationality: Indian
Citizenship: Indian (Permanent Resident of the United States and New Zealand)
Marital Status: Married
Spouse: Dr. Indira Basu, Ph.D. in Microbiology, Calcutta University, 2000, currently Research Fellow in the Department of Molecular Medicine, University of Auckland.

References:

Dr. Barry Sopher
Department of Economics
Rutgers University
P.O. Box 5055
New Brunswick, NJ 08903
(732) 932-7197
sopher@economics.rutgers.edu

Dr. Thomas Prusa
Department of Economics
Rutgers University
P. O. Box 5055
New Brunswick, NJ 08903
(732) 932-7670
prusa@economics.rutgers.edu

Dr. Andrew Schotter
Department of Economics
New York University
269 Mercer Street
New York, NY 10003
(212) 998-8952
andrew.schotter@nyu.edu

Dr. Karl Case
Department of Economics
Wellesley College
106 Central Street
Wellesley, MA 02841
(781) 283-2154
kcase@wellesley.edu

Dr. Susan Skeath
Department of Economics
Wellesley College
106 Central Street
Wellesley, MA 02841
(781) 283-2180
sskeath@wellesley.edu