

## VERA L. TE VELDE

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http://vtevelde.com

### POSITIONS:

Lecturer at University of Queensland School of Economics

October 2014 - current

### EDUCATION:

Ph.D., Economics, University of California at Berkeley

May 2014

B.S. with honors, Mathematics and Economics, California Institute of Technology

June 2007

### TEACHING:

Psychology and Economics (UC Berkeley)

Game Theory (UC Berkeley)

Research Methods in Economics (U. of Queensland)

Microeconomics (U. of Queensland)

Mathematical Techniques in Economics (U. of Queensland)

### PUBLICATIONS

“You’ve earned it: Estimating the impact of human capital on social preferences” *Experimental Economics*, Vol. 18, Numer 2, 2015 (with Pamela Jakiela and Edward Miguel).

“Rethinking Reciprocity”, *Annual Review of Economics*, Vol. 6, 2014 (with Ulrike Malmendier and Roberto Weber).

“Dynamic pricing with constant demand elasticity”, *Production and Operations Management, Special Issue on Revenue Management and Dynamic Pricing*, Vol. 17, Number 4, July-August 2008 (with R. Preston McAfee).

“Dynamic pricing in the airline industry”, *Handbook on Economics and Information Systems*, Ed: T.J. Hendershott, Elsevier Handbooks in Information Systems, Volume 1; ISBN 0444517715, 2007 (with R. Preston McAfee).

### WORKING PAPERS

“Heterogeneous norms: Social image and social pressure when people disagree” (R&R)

“Beliefs-based altruism as an alternative explanation for social signaling behavior” (submitted)

“On the Power of Surprising vs. Anticipated Gifts” (with Rosario Macera) (submitted)

“Social Relations in the Workplace” (with Rosario Macera)

“Large-sample subject recruitment and selection on Amazon’s Mechanical Turk”

### WORK IN PROGRESS

“Guile” (with Lionel Page)

“What if everyone did that? Marginal morality and the categorical imperative” (with Winnifred Louis)

“Motivated moral reasoning” (with Joël van der Weele)

“Beliefs-based altruism, self-image, and social image” (with Ulrike Malmendier)

“Frequency of bargaining and flexibility of moral norms” (with Bill von Hippel, Lionel Page, et al.)

“The reason of those best able to have their way is always the best” (with Bill von Hippel, Lionel Page, et al.)

### SELECTED FELLOWSHIPS AND AWARDS:

2017 Distinguished teaching award for medium post-graduate courses.

2016 PUC Chile “Concurso Profesores Visitantes Extranjeros Convocatoria”, with Rosario Macera

2016 New Staff Research Startup Funds grant, UQ Faculty of Business, Economics and Law

2015 Best poster prize, ETH Zürich Social Norms and Institutions Conference

2012 IBER Dissertation Research Award, UC Berkeley

2008-11 National Science Foundation Graduate Research Fellowship

2011 Dean’s Normative Time Fellowship, UC Berkeley

- 2010 U.C. Berkeley Center for the Economics of Demography and Aging prize for best research proposal in psychology and economics.
- 2003-07 Axline Merit Award for full tuition, room, and board at the California Institute of Technology

### **INVITED SEMINARS / WORKSHOPS**

**2017:** Technische Universität Berlin, WZB Berlin Workshop on Status and Social Image, University of Sydney, Universidad de los Andes, University of Queensland School of Psychology

**2016:** Australian Economic Theory Workshop, Center for Experimental Social Sciences Santiago, University of Melbourne, University of Technology Sydney, Monash University, University of New South Wales

**2015:** Australian Economic Theory Workshop, Australian Libertarian Society Friedman Conference, ESA World Meetings, Queensland University of Technology, ETH Zürich Social Norms and Institutions Conference, Australia New Zealand Workshop on Experimental Economics

**2014:** Durham Business School, Universität Konstanz, Pontificia Universidad Católica de Chile, Universidad de Chile, Harvard Business School, Franklin and Marshall College, Texas A&M, University of California at Santa Cruz, University of California at Merced, University of Manchester, University of Queensland, Monash University, Hiroshima University, Lund University Conference on Games, Interaction, Reasoning, Learning, and Semantics

***Earlier:***

London Business School Trans-Atlantic Doctoral Conference (2013), San Francisco State University (2013), Chicago Booth Price Theory Summer Camp (2013), Duke Center for the History of Political Economy Summer Institute (2012), Pacific Conference for Development Economics (2010), University of California, Berkeley (2009, 2011, 2013), Trinity College (Hartford, CT, 2013)

### **OTHER INFORMATION**

Citizenship: United States