

Curriculum Vitae

Muriel Niederle

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EDUCATION Harvard University, Ph.D. in Economics: 1997- 2002.
University of Vienna, Austria, MA in Mathematics: 1989-1994.

PRINCIPAL EMPLOYMENT

9/07 – Associate Professor (with tenure), Economics, Stanford University.
8/02 – 8/07 Assistant Professor, Department of Economics, Stanford University.

OTHER APPOINTMENTS

2009 – present National Bureau of Economic Research: Research Associate.
2002 – 2009 National Bureau of Economic Research: Faculty Research Fellow.
9-12/2006 & 4-6/2007 Sabbatical, Department of Economics, Harvard University.
9/2005-6/2006 Institute for Advanced Study, Princeton.
1/2001 Visitor, Department of Economics, Tel Aviv University, Israel.
9/96 – 2/97 Visiting Scholar, Department of Economics, Boston University.
7/95 – 8/97 Assistant Professor, Economics Department, University of Vienna, Austria.
7/94 – 6/95 Part time Assistant Professor, Economics Department, University of Vienna, Austria.

PROFESSIONAL ACTIVITIES

2009 - Associate editor of the Journal of European Economic Association.
2009 – Associate editor of Quantitative Economics.
2010 – Associate editor of the American Economic Journal - Microeconomics

Program Committee, Summer Meetings of the Econometric Society, Northwestern, June 2003.
Program Committee, Meeting of the Society for Economic Design, Mallorca, Spain, July, 2004.
Program Committee, Winter Meetings of the Econometric Society, Boston, January 2006.
Program Committee, Summer meetings of the Econometric Society, Boston June 2009.
Program Committee, Econometric Society Winter Meetings, Atlanta, January 2010

At Stanford

Organizer, SITE conference on Matching Markets, Stanford, August 2003.
Organizer, SITE conference on Experimental Economics, Stanford, August 2004.
Organizer, Conference on Market Design (by SIEPR and KORET), Stanford, December 2004.
Organizer, SITE conference on Experimental Economics, Stanford, August 2005.
Organizer, Workshop on Gender Differences on the Labor Market (by Institute for Social Sciences, CDDRL, and SIEPR), November 2005
Organizer, SITE conference on Matching and Market Design, Stanford, June 2008.
Organizer, SITE conference on Experimental Economics, Stanford, August 2009.

REFEREEING

Econometrica, Quarterly Journal of Economics, American Economic Review, Review of Economic Studies, BE Press, Operations Research Letters, Games and Economic Behavior, Journal of Labor Economics, Scandinavian Journal of Economics, Economic Letters, Journal of Economic Behavior and Organization, Binational Science Foundation (Israel – USA), Social Sciences and Humanities Research Council of Canada, National Science Foundation (NSF), TESS, Austrian Science Foundation (FWF).

GRANTS and selected AWARDS

- Co-Principal Investigator, NSF SES – 0338619, “Market Culture,” 2004 – 2006, \$193,330.
- Principal Investigator NSF “Collaborative Research: Gender Differences in Competitive Attitudes.”
- National Science Foundation CAREER Grant “Understanding how markets work in enough detail so we can fix them when they’re broken,” NSF SES – 0645728.
- Alfred P. Sloan Research Fellowship, 2006-2008.
- Eligible Fellow for the Center for Advanced Study in the Behavioral Sciences.
- Visiting member, Institute for Advanced Study, School of Social Science, Princeton, 2005-2006.

POLICY IMPACT

In June 2006, the gastroenterology fellowship market rejoined the National Residency Matching Program, using a resolution proposed by Niederle, Proctor and Roth (2006).

In the spring of 2006, the AEA sponsored a “scramble” for the economics junior market (the result of the AEA's Ad Hoc Committee on the Economics Job Market that I am a member of and which is chaired by Al Roth).

In the fall of 2006, the AEA sponsored, for the first time, mechanism for applicants to signal their interest in up to two departments of their choice. For theoretical underpinnings, see Coles, Kushnir and Niederle (2010). This too is the result of the combined effort of the AEA's Ad Hoc Committee on the Economics Job Market.

In the summer of 2009, a team including Atila Abdulkadiroglu, Clayton Featherstone, Parag Pathak, and Alvin E. Roth started working with the San Francisco Unified School District to change the assignment mechanism with which children are assigned to public schools. The new assignment was unanimously adopted by the SFUSD school board on March 9, 2010.

SPECIAL LECTURES

Review of Economic Studies Tour, June 2002.

“The Match” Faculty: Gastroenterology (GI) Training Directors’ Workshop, Phoenix, February 4-6, 2005.

“Matching,” (short course) 15th Jerusalem Summer School for Economic Theory, Institute for Advanced Studies, Hebrew University, July, 2005.

Keynote speaker: Fifth International Meeting in Experimental and Behavioral Economics (IMEBE-2009) Granada, Spain, April 2009.

PUBLISHED PAPERS

1. Gneezy, Uri, Muriel Niederle, and Aldo Rustichini, “Performance in Competitive Environments: Gender Differences,” *Quarterly Journal of Economics*, CXVIII, August 2003, 1049 – 1074.
2. Niederle, Muriel, and Alvin E. Roth, “Relationship Between Wages and Presence of a Match in Medical Fellowships,” *JAMA, Journal of the American Medical Association*, vol. 290, No. 9, September 3, 2003, 1153-1154.
 - 2.a. Niederle, Muriel, and Alvin E. Roth, “Effect of a Match on Salaries for Medical Fellows—Reply,” *JAMA, Journal of the American Medical Association*, vol. 290, No. 18, November 12, 2003, 2408.
3. Niederle, Muriel, and Alvin E. Roth, “Unraveling reduces mobility in a labor market: Gastroenterology with and without a centralized match,” *Journal of Political Economy*, vol. 111, No. 6, December 2003, 1342 – 1352.
4. Niederle, Muriel, and Alvin E. Roth, “The Gastroenterology Fellowship Match: How it failed, and why it could succeed once again”, *Gastroenterology*, 127, August 2004, 658-666.
 - 4.a. Niederle, Muriel, and Alvin E. Roth, “Re-starting the Gastroenterology Match,” letter, *The American Journal of Gastroenterology*, 100 (5), May 2005, 1202-1203.
5. Asker, John, Brit Grosskopf, C. Nicholas McKinney, Muriel Niederle, Alvin E. Roth, and Georg Weizsäcker, “Teaching auction strategy using experiments administered via the Internet,” *Journal of Economic Education*, vol. 35, No. 4, Fall 2004, 330 – 342.
6. Bereby-Meyer, Yoella, and Muriel Niederle, “Fairness in Bargaining,” *Journal of Economic Behavior and Organization*, vol. 56, No. 2, February 2005, 173-186.

7. Niederle, Muriel, and Alvin E. Roth, "The Gastroenterology Fellowship Market: Should there be a Match?" *American Economic Review Papers & Proceedings*, vol. 95, No.2, May 2005, 372-375.
8. McKinney, C. Nicholas, Muriel Niederle, and Alvin E. Roth, "The collapse of a medical labor clearinghouse (and why such failures are rare)," *American Economic Review*, vol. 95, No.3, June 2005, 878-889.
9. Kirchsteiger, Georg, Muriel Niederle, and Jan Potters, "Endogenizing Market Institutions: An Experimental Approach", *European Economic Review*, vol. 49, No. 7, October 2005, 1827-1853.
10. Niederle, Muriel, Deborah D. Proctor and Alvin E. Roth, "What will be needed for the new GI fellowship match to succeed?", *Gastroenterology*, 130, January 2006, 218-224.
11. Niederle, Muriel, and Lise Vesterlund, "Do Women Shy Away from Competition? Do Men Compete too Much?," *Quarterly Journal of Economics*, August 2007, Vol. 122, No. 3, 1067-1101.
12. Niederle, Muriel, "Competitive Wages in a Match with Ordered Contracts", *American Economic Review*, vol. 97, December 2007, No.5, 1957 - 1969.
13. Harner Christopher D., Anil S. Ranawat, Muriel Niederle, Alvin E. Roth, Peter J. Stern, Shepard R. Hurwitz, William Levine, G. Paul DeRosa, Serena S. Hu, "Current State of Fellowship Hiring: Is a universal match necessary? Is it possible?," *Journal of Bone and Joint Surgery*, June 2008; 90: 1375-1384.
14. Niederle, Muriel, Alvin E. Roth and Tayfun Sonmez, "Matching", *The New Palgrave Dictionary of Economics*, 2nd edition, Eds. Steven N. Durlauf and Lawrence E. Blume, Palgrave Macmillan, 2008.
15. Niederle, Muriel, Deborah D. Proctor and Alvin E. Roth, "The Gastroenterology Fellowship Match – The First Two Years", *Gastroenterology*, 135, August 2008, 344-346.
16. Niederle, Muriel and Lise Vesterlund, "Gender Differences in Competition", *Negotiation Journal*. Volume 24, Number 4, October 2008, 447-463.
17. Niederle, Muriel, and Alvin E. Roth, "Market Culture: How Rules Governing Exploding Offers Affect Market Performance", *American Economic Journal: Microeconomics*, August 2009, 2,1, 199-219.
18. Niederle, Muriel and Alvin E. Roth, "The Effects of a Central Clearinghouse on Job placement, Wages, and Hiring Practices", in *Labor Market Intermediation*, David Autor, Editor, The University of Chicago Press, November 2009, forthcoming.
19. Niederle, Muriel and Lise Vesterlund, "Explaining the Gender Gap in Math Test Scores: The Role of Competition," *Journal of Economic Perspectives*, Spring 2010, Vol 24, Number 2, 129-144.

20. Ivanov, Asen, Dan Levin and Muriel Niederle, “Can Relaxation of Beliefs Rationalize the Winner’s Curse? An Experimental Study”, *Econometrica*, July 2010, Vol. 78, No 4, 1435-1452.
21. Coles, Peter, John H. Cawley, Phillip B. Levine, Muriel Niederle, Alvin E. Roth, and John J. Siegfried, “The Job Market for New Economists: A Market Design Perspective,” *Journal of Economic Perspectives*, Fall 2010, Vol 24, Number 4, 187–206.
22. Niederle, Muriel “Intelligent Design,” in The Methods of Modern Experimental Economics, Guillaume Fréchette and Andrew Schotter (editors), Oxford University Press, *forthcoming*.
23. Niederle, Muriel and Lise Vesterlund, “Gender and Competition”, *Annual Review in Economics*, *forthcoming*.

WORKING PAPERS

24. Coles, Peter, Alexey Kushnir and Muriel Niederle, “Signaling in Matching Markets”, working paper, February 2011.
25. Mobius, Markus M., Muriel Niederle, Paul Niehaus and Tanya Rosenblat, “Managing Self-Confidence: Theory and Experimental Evidence”, April 2011.
26. Featherstone, Clayton and Muriel Niederle, “School Choice Mechanisms under Incomplete Information: An Experimental Investigation”, May 2011.
27. Lee, Soohyung, Muriel Niederle, Hye Rim Kim and Ukeum Kim, “Propose with a Rose? Signaling in Internet Dating Markets,” August 2011.
28. Niederle, Muriel, Carmit Segal, and Lise Vesterlund, “How Costly is Diversity? Affirmative Action in Light of Gender Differences in Competitiveness”, April 2011.
29. Niederle, Muriel, Alvin E. Roth and M. Utku Ünver, “Unraveling Results from Comparable Demand and Supply: An Experimental Investigation”, February 2010.
30. Niederle, Muriel and Alexandra H. Yestrumskas, “Gender Differences in Seeking Challenges: The Role of Institutions”, February 2008.
31. Niederle, Muriel and Leeat Yariv, “Decentralized Matching with Aligned Preferences”, August 2009.

WORK IN PROGRESS

32. Muriel Niederle, “Identity: Gender, Discrimination and Groups”, in preparation for the 2nd Handbook in Experimental Economics, editors John Kagel and Alvin E. Roth, Princeton University Press.

33. Dan Fragiadakis, Asen Ivanov, Dan Knoepfle and Muriel Niederle, "Testing Behavioral Game Theory: Two-player Guessing Games".
34. Lee, Soohyung, Muriel Niederle and Namwook Kang, "Do single-sex schools make boys and girls more competitive?"
35. Andersen , Steffen, Muriel Niederle and Lise Vesterlund, "Buying High and Selling Low: Women's Negotiation Skills in the Housing Market"

PRESENTATIONS (Seminars and Conferences)

2000: Economic Science Association, New York, June; First World Congress of the Game Theory Society, Bilbao, Spain, July; Economic Science Association, Tucson Arizona, September; Workshop in Experimental Economics, 20th Arne Ryde Symposium, Lund, Sweden, November; University of Vienna, Vienna, Austria, November.

2001: Hebrew University, Jerusalem, Israel, January; Tel Aviv University, Tel Aviv, Israel, January; Technion, Haifa, Israel, January; Carnegie Mellon University, Pittsburgh, October; University of Pittsburgh, Pittsburgh, October; Ohio State University, Columbus, October; Penn State University, State College, October; New York University, New York, November.

2002: Allied Social Science Association, Atlanta, January; University of Chicago GSB, Chicago, January; UCLA, Los Angeles, January; Stanford and Stanford GSB, Palo Alto, January; CalTech, Pasadena, January; Columbia University, New York, January; Northwestern University, Evanston, February; University of Texas at Austin, Austin, February; UCSD, San Diego, February; University of Toronto, Canada, May; Economic Science Association, Boston, June; University of California, Berkeley, November; Case Western Reserve University, Cleveland, November; Harvard Business School, Boston, November.

2003: NBER Labor Studies Program Meeting, Boston, April; University of Vienna, Vienna, Austria, April; Workshop (The Design of Organizations and Markets: An Experimental Approach), CWRU, May; Econometric Society Summer Meeting, Evanston, June; The 14th Summer Festival on Game Theory at Stony Brook, New York, July; SITE Conference on Matching, August; University of Pittsburgh, Pittsburgh, September; UCLA, Los Angeles, October; Economic Science Association, Tucson, Arizona, November.

2004: Harvard University, Massachusetts, March; University of Maryland, Maryland, April; North American Summer Meeting of the Econometric Society, Brown, June; University of Innsbruck, Austria, June; Society for Economic Design Conference, Mallorca, July; Second World Congress of the Game Theory Society, Marseille, France, July; SITE Conference on Experimental Economics, Stanford, August; Market Design Conference, Stanford, December.

2005: American Economic Association, Philadelphia, January; University of Oregon, Oregon, February; University of Pittsburgh, Pennsylvania, February; Ohio State University, Ohio, April; NBER Labor Studies Program Meeting, Boston, April; Harvard University, Massachusetts, April; Rational Choice Theory and the Humanities Conference, California, April; UC Santa Cruz, California, May; New York University, September; One-day Research Seminar on "Gender and Negotiation" at the Kennedy School of Government, Massachusetts, October; Wharton Business

School, October; Yale Law School, October; Princeton University, NJ, November; Workshop on Gender Differences on the Labor Market, Stanford, November; SEA meetings, DC, November.

2006: Institute for Advanced Study, Princeton, January; Baylor College of Medicine, Houston, Texas, February; Psychology Department, Stanford, February; UC Davis, California, March; CalTech, Pasadena, March; University of Michigan, STIET, Michigan, March; Ohio State University, Ohio, March; Brown University, Providence, Rhode Island, April; Workshop: “Life at the Top: The Career Trajectories of Female Professionals” Radcliff Institute for Advanced Study, Cambridge, Massachusetts, May; Oxford University, UK, June; University of York, UK, June; Conference in Game Theory, Stony Brook, July; Econometric Society European Meeting, Vienna, August; European Economic Association, Vienna, August; ESA conference, Tucson, Arizona, September; Harvard University, Massachusetts, October; University of Chicago, November; University of Michigan, November.

2007: Texas A&M, Texas, February; MEDS, Chicago, March; Stanford, CA, March; UCSD, CA, March; NBER Labor Meeting, April, Boston; NBER Labor Market Intermediaries Conference, May, Boston; American Orthopedic Association, June; Western Economic Association June 29-July 3 Seattle; Stony Brook game theory festival, July 14-16, Stony Brook; University of Pittsburgh, September 20; Society for Neuroeconomics Conference, September 27-30, Nantasket; Clayman Institute Lunch Seminar, October 24, Stanford; Research Seminar on “Gender and Negotiation” at the Kennedy School of Government, Massachusetts, November 1-2; Harvard and MIT Theory Seminar, Boston, November 8; University of Washington, Seattle, November 29; University of Victoria, Canada, November 30.

2008: Workshop on Matching, Caltech, February 29-March 2nd; The American Academy of Orthopaedic Surgeons 75th Annual Meeting, San Francisco, CA, March 5-9, 2008; Labor and Behavioral Workshop, Cornell, March 10; Conference on the Methods of Modern Experimental Economics, April 27-28, NYU, New York; Society of Labor Economists Meeting (SOLE), May 9-10, Columbia University, New York; Mini-conference on “Universities, Careers, and Women” September 19 at Columbia University, New York; University of Pennsylvania, Philadelphia, November 4; ESA conference, Tucson, November 13 – 15; University of Maryland, November 18.

2009: Fifth International Meeting in Experimental and Behavioral Economics (IMEBE-2009) Granada, April 2-4; Harvard University, Boston, April 28; SITE, Experimental Economics, August 6 – 8; Amsterdam Workshop on Behavioral and Experimental Economics (ABEE09), September 4-6, 2009; Conference on the Methods of Modern Experimental Economics, October 23 -24, NYU, New York, North American ESA Conference, Tucson, AZ Nov 12-14, 2009.

2010: North American winter meetings of the Econometric Society, Atlanta, January 3-5; Experimental/behavioral conference, Santa Barbara, February 5-6; Berkeley, March 9; Harvard, March 30, planned; Celebration Conference: 20 years Roth-Sotomayor, Duke, May 7-9; Behavioral and Quantitative Game Theory: Conference on Future Directions, May 14 - 16, 2010 in Newport Beach, CA; Experimental Economics Handbook conference, June 17-19, Boston; 'Education policies: empirics and design' in Leuven, June, 24-25, 2010; New Directions in Applied Microeconomics, La Pietra, Florence, Italy, July 18-20; MOVE Conference on Gender Differences in Competitiveness and Risk Taking, Barcelona, 6-7 September; 10/8-10/9 – NBER Market Design Working Group Meeting, Boston; Advances with Field Experiments, Wharton, UPenn, October 15/16; Seminar at Booth Chicago Business School, October 20; UC Santa Barbara, October 25; Princeton University, November 9; ESA Tucson, November 11-13.

2011: Boston Fed, Boston, April; George Mason University, Virginia, April 15; MFI conference: “Matching and Price Theory”, May 6-7, Chicago; Workshop on Gender and Competition, University of Innsbruck, Austria, 18-20 May; 19th Annual Conference of the WZB on Markets and Politics on “Cheap Talk and Signaling”, June 17-18; Berlin-wide Behavioral Economics Seminar June 23; Applied Seminar, Vienna, Austria, June 30; Workshop on “Experimental Labor Economics July 14-15, Vienna, Austria; SITE conference in Experimental Economics, September 16-18, Stanford.

NEWS COVERAGE OF MY WORK (select)

1. *Business Week* “Are Women Less Competitive?,” Economic Trends, by Gene Koretz, December 9, 2002.
2. *The Economist*, “Be a man,” June 28, 2003, (and subsequently in many other newspapers, radio shows and webforums).
3. *American Medical News*, “Harvard economist argues that Match is not anticompetitive”, September 13, 2003.
4. *Harvard Murmur Weekly*, Opinion, December 8, 2003.
5. *New York Times*, “Tweaking the Math to Make Happier Medical Marriages,” Sara Robison, August 24, 2004.
6. The Niederle and Roth, *JAMA* 2003 paper also receives some advertisement through webpages of the American Medical Association that inform about the process of the class action lawsuit (e.g. <http://www.ama-assn.org/ama/pub/category/11015.html>), and the webpage <http://www.savethematch.org/> put together by the NRMP to, well, save the match...
7. *New York Times*, “What Women Want,” Column by John Tierney, May 24, 2005 (discussed in many other newspapers and forums and radio shows).
8. The Niederle and Vesterlund 2005 working paper was even used in a Submission to the Senate’s Employment, Workplace Relations and Education Legislation Committee’s Inquiry into the Workplace Relations Amendment (WorkChoices) Bill 2005 in Australia: http://www.hreoc.gov.au/legal/submissions/workplace_relations_amendment_2005.html
9. *Sydney Morning Herald*, “Office warriors reign supreme in battle of sexes”, October 1, 2005.
10. *Knowledge@Wharton*, “Do Women Shy Away from Competition, Even When They Can Win?”, November 2, 2005 (and another life performance at the radio show Business Shrink).
11. *Time Magazine*, “Ambition: Why Some People Are Most Likely To Succeed,” Jeffrey Kluger, November 14, 2005.
12. *The Age*, “Men lead because they reckon they’re the best,” Ross Gittins, October 1, 2005
13. *Fitness* magazine, “How to Win at Everything: The Rules of Healthy Competition”, by Marguerite Lamb, January 2006.
14. *The NBER Digest*, “Do Women Shy Away from Competition”, February 2006.
15. *New York Times*, “ECONOMIC SCENE; The Difference Between Men and Women, Revisited: It’s About Competition” Hal R. Varian, March 9, 2006.
16. *Cosmopolitan*, March 2006, planned.
17. *TCS Daily*, “Legal Sex Tournaments,” Stephen Bainbridge, 06 Apr 2006.
18. *Pittsburgh Post-Gazette*, “The Thinkers: Studies show women don’t savor competition and suffer as a result”, Mark Roth, Monday, April 24, 2006,
19. *Health* magazine, “Play to Win”, Joe Treen, June 2006.

20. *The Wall Street Journal*, “Economists Learn Matchmaker Role”, by Mark Whitehouse, January 8, 2007.
21. *Slate*, “Women Are Chokers: Studies show they cave under pressure. Why?”, By Steven E. Landsburg, Friday, Feb. 9, 2007.
22. *Forbes Magazine*, “Cupid and Colleges”, by Ian Ayres and Barry Nalebuff, Mai 21. 2007.
23. *The NBER Digest*, “Gender Differences: The Role of Institutions”, August 2008.
24. *The Guardian*, “It's not cricket, but economics ought to be a game of two sexes, Heather Stewart, The Observer, The Guardian, Sunday 19 August 2007.
25. *Inside Higher Education*, New Questions on Women, Academe and Careers, by Scott Jaschik, September 22, 2008.
26. *Handelsblatt*, “Quotenfrauen sind besser als ihr Ruf”, 08.12.2008 by Norbert Häring.
27. *BusinessWeek online*, The Needs of the Global Economy Workforce, Armelle Carminati, November 25, 2008.
28. *The Washington Post*, “One Gender’s crash” by Debora Spar, Sunday, January 4, 2009.
29. *The Canberra Times*, “Someone for everyone, if you get your signals right,” Kevin Hassett, 12/02/2009.
30. *Slate*, “Are Men More Competitive Than Women? Don't bet on it”, By Ray Fisman Friday, Nov. 13, 2009.

TEACHING

Stanford University:

Graduate:

Market Design

Experimental Economics

Experimental Economics and Economics and Psychology

Undergraduate:

Experimental Economics

Undergraduate honors theses:

- 2004: Alexandra Yestrumskas: (now a law student): “Should I choose the harder path? Gender differences in an experiment on task choice”. She won the *Anna Laura Myers Prize* for her thesis!
- 2005: Kalikolehua Hurley (now a law student): “A Follow-up Experimental Analysis of Gender Differences in Performance in Competitive Environments.”
- 2005: Krishna Savani (now a psychology graduate student at Stanford): “Essays in Experimental Economics.”

Graduate Students:

- 2005: Peter Coles: Harvard Business School.
- 2005: John Hatfield: Stanford Business School.
- 2005: Carmit Segal: First 2 year post-doc with Alvin Roth at Harvard Business School, now at Pompeu Fabra in Barcelona, Spain.
- 2007: Yuan-Chuan Lien: A 2 year post-doc at Caltech.
- 2008: Scott Nicholson: Private Sector.
- 2009: Annika Todd: Post Doc in Precourt Energy Efficiency Center, Stanford.
- 2009: James McGuire: Private Sector.
- 2010: Ned Augenblick: Haas Berkeley.

- 2010: Clayton Featherstone: postdoc at Harvard Business School.
- 2010: Alexey Kushnir (Penn State): University of Zurich.
- 2010: Lucas Coffman (Harvard): Ohio State University.
- 2010: Marie-Pierre Dagnies (Paris 1): postdoc in Berlin.
- 2011: Tomás Barraquer: Postdoc at EUI.
- 2011: Matthew Elliott: Caltech.
- 2011: Eric Mayefsky: Facebook.