

JOHN CHARLES WOODERS

May 2011

Office Address:

Department of Economics
McClelland Hall
University of Arizona
Tucson, AZ 85721

Phone: (520) 621-6231
Fax: (520) 621-8450
email: jwooders@eller.arizona.edu
webpage: <http://www.u.arizona.edu/~jwooders/>

EDUCATION:

B. Sc. (Economics and Mathematics), University of Toronto, June 1986.

Ph. D. (Economics), Cornell University, August 1992.

EMPLOYMENT:

August 2004 – present	Professor and Freshwater Group Fellow, University of Arizona
August 1999 – July 2004	Associate Professor, University of Arizona.
August 1991 – July 1999	Assistant Professor, University of Arizona.

VISITING POSITIONS

June 2009	Visiting Professor at Waseda University, Tokyo
January 2007 – May 2007	Visiting Professor of Economics, National Univ. of Singapore.
May 2005 – August 2005	Visiting Professor of Economics, ISER Osaka.
August 2001 – August 2002	Visiting Associate Professor of Economics, HKUST.
May 2000 – August 2000	Visiting Professor of Economics, Universidad Carlos III de Madrid.
January 2000 - March 2000	Visiting Associate in Economics, California Institute of Technology
Fall 1994	Visiting Professor of Economics, Universidad Carlos III de Madrid.

FIELDS OF INTEREST:

Microeconomic Theory, Game Theory, Behavioral and Experimental Economics, Industrial Organization.

PUBLISHED PAPERS

- “Behavior in Second-Price Auctions by Highly Experienced eBay Buyers and Sellers,” (with Rod Garratt and Mark Walker), forthcoming *Experimental Economics*.
- “Auctions with Heterogeneous Entry Costs,” (with Diego Moreno), *RAND Journal of Economics* **42** (Summer 2011), pp. 313–336.
- “An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” (with Quazi Shahriar) *Games and Economic Behavior* **72** (2011), pp. 558–573.
- “Equilibrium Play in Matches: Binary Markov Games,” (with Mark Walker and Rabah Amir) *Games and Economic Behavior* **71** (2011), pp. 487–502.
- “Does Experience Teach? Professionals and Minimax Play in the Lab,” *Econometrica* **78** (2010), pp. 1143–1154.
- “Decentralized Trade Mitigates the Lemons Problem,” (with Diego Moreno), *International Economic Review* **51** (2010), pp. 383-399.
- “Efficiency in Second-Price Auctions: A New Look at Old Data,” (with Rodney Garratt), *Review of Industrial Organization* **37** (2010), pp. 43-50. [Invited]
- “Auctions with a Buy Price,” (with Stan Reynolds), *Economic Theory* **38** (2009), 9-39. [Lead Article]
- “Mixed Strategy Equilibrium,” (with Mark Walker), *The New Palgrave Dictionary of Economics*, Second Edition, Eds. Steven N. Durlauf and Lawrence E. Blume, Palgrave Macmillan (2008).
- “Reputation in Auctions: Theory, and Evidence from eBay,” (with Dan Houser) *Journal of Economics and Management Strategy* **15** (2006), 353-369.
- “Bidders’ Choice Auctions: Raising Revenues through the Right to Choose,” with Jacob Goeree and Charles Plott, *Journal of the European Economic Association*, **2** (2004), 504-515.
- “Noncooperative R&D and Optimal R&D Cartels,” (with Rabah Amir and Igor Evstigneev) *Games and Economic Behavior* **42** (2003), 183-207.
- “Prices, Delay, and the Dynamics of Trade,” (with Diego Moreno) *Journal of Economic Theory* **104** (2002), 304-339.
- “Minimax Play at Wimbledon,” (with Mark Walker) *American Economic Review* **91** (2001), 1521-1538.
- “On The Irrelevance of Risk Attitudes in Repeated Two-Outcome Games,” (with Jason Shachat) *Games and Economic Behavior* **34** (2001), 342-363.
- “One-Way Spillovers, Endogenous Innovator/Imitator Roles and Research Joint Ventures,” (with Rabah Amir) *Games and Economic Behavior* **31** (2000), 1-25.

- “Effects of One-Way Spillovers on Market Shares, Industry Price, Welfare, and R&D Cooperation,” (with Rabah Amir) *Journal of Economics and Management Strategy* **8** (Summer 1999), 223-249.
- “An Experimental Study of Communication and Coordination in Noncooperative Games,” (with Diego Moreno) *Games and Economic Behavior* **24** (1998), 47-76.
- “Walrasian Equilibrium In Matching Models,” *Mathematical Social Sciences* **35** (1998), 245-259.
- “Cooperation vs. Competition in R&D: The Role of Stability of Equilibrium,” (with Rabah Amir) *The Journal of Economics* **67** (1998), 63-73.
- “Matching and Bargaining Models of Markets: Approximating Small Markets by Large Markets,” *Economic Theory* **11** (1998), 215-224.
- “Equilibrium in a Market with Intermediation is Walrasian,” *The Review of Economic Design* **3** (1997), 75-89.
- “Coalition-Proof Equilibrium,” (with Diego Moreno) *Games and Economic Behavior* **17** (1996), 80-112.

CONTRIBUTIONS TO EDITED VOLUMES

- “Hard and Soft Closes: A Field Experiment on Auction Closing Rules,” (with Dan Houser), in Amnon Rapoport and Rami Zwick, Eds., *Experimental Business Research, Vol. 2: Economic and Managerial Perspectives* (2005).

WORK IN PROGRESS:

- “Decentralized Markets with Adverse Selection and the Walrasian Outcome,” with Diego Moreno.
- “Best Offer Auctions,” with Quazi Shahriar.
- “The Dilemma of Mixed Strategy Play: Choosing Between Exploiting Your Rival or Remaining Unexploitable,” with Alex Roomets.
- “Blind Stealing: Experience and Expertise in a Mixed-Strategy Poker Experiment,” with Matt van Essen.
- “An Experimental Study of Entry in Auctions,” with Diego Moreno.
- “Experience and Expertise in Strategic Behavior,” with Mark Walker.

CONFERENCES ORGANIZED

2010 North American meetings of the Economic Science Association, November 2010, Tucson.
(Co-organized with Jacob Goeree.)

<http://econ.arizona.edu/esa2010/>

2009 North American meetings of the Economic Science Association, November 2009, Tucson.
(Co-organized with Jacob Goeree.)

http://www.ssel.caltech.edu/info/index.php?option=com_content&view=article&id=36&Itemid=20

Miniworkshop on *Skill in Games*, October 10, 2008, Tucson (co-organized with Martin Dufwenberg).

<http://ibe.eller.arizona.edu/events/2008/sig.aspx>

Conference in Honor of Vernon Smith on *Exchange Mechanisms and Auctions*, December 7-8, 2007, Tucson.

<http://esl2007.econlab.arizona.edu/index.php?page=program>

SESSIONS ORGANIZED

ASSA session on Expertise, Strategic Sophistication, and Strategic Behavior, Denver, January 8, 2011.

PROGRAM COMMITTEES

- Second Brazilian Workshop of the Game Theory Society, São Paulo, July 2010.
- Behavioral and Quantitative Game Theory Conference, Newport Beach, May 14-16, 2010.
- PET 10, Istanbul, June 25-27, 2010.
- First Brazilian Meetings of the Game Theory Society, São Paulo, July 2002. Invited paper session on “Testing Game Theory”.

COURSES TAUGHT

Graduate

- The Economics of Information (Econ 501C), third course in the micro core
- Advanced micro theory Econ 696, Auctions

Undergraduate

- Experimental Economics (Econ 406)
- Intermediate Microeconomics (Econ 361)
- Games and Decisions (Econ 431)
- Game Theory (Econ 360, HKUST)
- Economics of Information and the Internet (Econ 411)
- Introductory Microeconomics (Econ 110, HKUST)
- Survey of Economics (Econ 210)

Minicourses

- Experimental Economics, 2nd Brazilian Workshop of the Game Theory Society, July 2010
<http://aplicativos.fipe.org.br/bwgt2010/index.htm>
- Economics in the Laboratory, with Diego Moreno, Universidad Carlos III do Madrid, June 2010.
- Games and Auctions: Theory and Experiments, Waseda University, June 2009 (Graduate)
- Games: Theory and Experiments, Wuhan University, July 2008

RESEARCH GRANTS

Federal

“An Experimental Comparison of Two Supermodular Lindahl Mechanisms,” NSF Dissertation Grant #850788 for Matt Van Essen. \$5,000

“An Experimental Study on Forward Induction: Incorporating Some New Thoughts,” NSF Dissertation Grant #356450 for Quazi Shahriar.

“Bidding Behavior in Internet Auction Markets,” NSF Dissertation Grant #519342 for Rado Vadovic.

“Competition in Internet Auctions,” (with Diego Moreno) BBVA grant, June 2004-May 2006, €40,600.

“Experience and Expertise in Strategic Behavior,” (with Mark Walker) National Science Foundation, Grant No. SBR-0099353, June 2001-May 2003, \$205,244.

“Prices and Trading Patterns in Markets with Asymmetrically Informed Traders,” National Science Foundation, Grant No. SBR-9810481, August 1998 to July 1999 (Principal Investigator).

Private Foundations

“Expertise and Game Theory,” University of Arizona Foundation, summer 2001.

“Prices and Trading Patterns in Markets with Asymmetrically Informed Traders,” University of Arizona Foundation, summer 1999.

“Prices and Trading Patterns in Markets with Asymmetrically Informed Traders,” University of Arizona Foundation, summer 1998.

“Price Dynamics and Delay in a Market with Pairwise Meetings and Private Information,” University of Arizona Foundation, summer 1997.

“One-Way Spillovers, Endogenous Heterogeneity, and RJV performance,” University of Arizona Foundation, summer 1996.

“Coalition-Proof Equilibrium Existence and Applications,” University of Arizona Foundation, summer 1995.

“Information Aggregation and Transmission in Markets with Supply and Demand Uncertainty,”
University of Arizona Foundation, summer 1993.

Other

Incentive Funding for Development of a Teaching Module on Emissions Trading (with
Reynolds and Dufwenberg), Arizona Water Initiative, August 2008-2009, \$10,000.

SCHOLARLY PRESENTATIONS SINCE 2000:

Invited Presentations

“Auctions with Heterogeneous Entry Costs,” University of Technology Sydney, February 2011.

“Auctions with Heterogeneous Entry Costs,” University of Southampton, January 2011.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,”
University of Melbourne, November 2010.

“Auctions with Heterogeneous Entry Costs,” Australian School of Business, November 2010.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,”
George Mason University, April 2010.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,”
University of Maryland, April 2010.

“Does Experience Teach? Professionals and Minimax Play in the Lab,” Waseda University,
June 2009.

“Auctions with Heterogeneous Entry Costs,” Waseda University, June 2009.

“Does Experience Teach? Professionals and Minimax Play in the Lab,” NYU, February
2009.

“Auctions with a Buy Price,” University of the Basque Country, January 2009.

“Does Experience Teach? Professionals and Minimax Play in the Lab,” Georgia State
University, January 2009.

“Does Experience Teach? Professionals and Minimax Play in the Lab,” University of
Toronto, November 2008.

“Auctions with Heterogeneous Entry Costs,” USC, September 2008.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,”
Vanderbilt, March 2008.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” Singapore Management University, January 2008.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” Ohio State, Columbus, October 2007.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” ITAM, Mexico City, October 2007.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” CIDE, Mexico City, October 2007.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” Universidad Carlos III de Madrid, June 2007.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” Hong Kong University of Science and Technology, May 2007.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” National University of Singapore, May 2007.

“Economic Issues in Internet Auctions,” University of New South Wales, May 2007.

“Auctions with a Buy Price,” University of New South Wales, May 2007.

“Auctions with a Buy Price,” National University of Singapore, March 2007.

“Auctions with a Buy Price,” KIER, Kyoto University, July 2005.

“Auctions with a Buy Price,” ISER, University of Osaka, June 2005.

“Auctions with a Buy Price,” Vanderbilt University, March 2005.

“Auctions with a Buy Price,” University of Toulouse, February 2005.

“Auctions with a Buy Price,” University of California at Santa Barbara, October 2004.

“Auctions with a Buy Price,” Cornell University, March 2004.

“Auctions with a Buy Price,” Southern Methodist University, November 2003.

“Auctions with a Buy Price,” University of Amsterdam (Auctions Miniworkshop), August 2003.

“Centralized versus Decentralized Trading in a Lemons Market,” Tulane University, April 2003.

“Centralized versus Decentralized Trading in a Lemons Market,” Stanford University, December 2002.

“Centralized versus Decentralized Trading in a Lemons Market,” Washington University, October 2002.

“Centralized versus Decentralized Trading in a Lemons Market,” City University of Hong Kong, April 2002.

“Expertise and Bidding Behavior in Second-Price Auctions,” National University of Singapore, April 2002.

“Centralized versus Decentralized Trading in a Lemons Market,” Hong Kong University of Science and Technology, October 2001.

“Prices, Delay, and the Dynamics of Trade,” Texas A&M, December 2000.

“Prices, Delay, and the Dynamics of Trade,” University of Illinois, November 2000.

“Prices, Delay, and the Dynamics of Trade,” Northwestern University, November 2000.

“Reputation in Auctions: Theory, and Evidence from eBay,” Universidad Carlos III de Madrid, May 2000.

“Reputation in Internet Auctions: Theory and Evidence from eBay,” California Institute of Technology, February 2000.

Conference Presentations

Plenary and Keynote

“Experience and Expertise in Mixed-Strategy Play,” 5th ANZ Workshop on Experimental Economics, Keynote Lecture, November 2010.

“Professionals and Students: Mixed-Strategy Play in the Lab and in the Field,” GAMES 2008, Semi-plenary, July 2008.

Regular

“Blind Stealing: Experience and Expertise in a Mixed-Strategy Poker Experiment,” ASSA session on Expertise, Strategic Sophistication, and Strategic Behavior, Denver, January 8, 2011.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” 2nd Brazilian Workshop of the Game Theory Society, Sao Paulo, July 29 – Aug. 4, 2010.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” PET 10 Conference, Istanbul, June 25-27, 2010.

“Auctions with Heterogeneous Entry Costs,” Sorbonne Workshop in Economic Theory, Paris, June 14-15, 2010.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” BQGT Conference, Newport Beach, May 14-16, 2010.

“Does Experience Teach? Professionals and Minimax Play in the Lab,” Stony Brook

Behavioral Game Theory Conference, Stony Brook, July 2009.

“Does Experience Teach? Professionals and Minimax Play in the Lab,” Southwest Economic Theory Conference, Caltech, March 2009.

“Auctions with Heterogeneous Entry Costs,” Midwest Theory and Trade Conference, October 2008.

“Does Experience Teach? Professionals and Minimax Play in the Lab,” Madrid Summer Workshop on Economic Theory, CEMFI, Madrid, June 2008.

“Auctions with Heterogeneous Entry Costs,” Southwest Economic Theory Conference, UCSB, March 2008.

“An Experimental Study of Auctions with a Buy Price Under Private and Common Values,” Conference in Honor of Vernon Smith, Tucson, December 2007.

“Auctions with a Buy Price,” Decentralization Conference, Université Paris-1 Panthéon-Sorbonne, April 2006.

“Bidders’ Choice Auctions: Raising Revenues through the Right to Choose,” Public Economic Theory Conference (PET04), Peking University, August 2004.

“Auctions with a Buy Price,” Southwest Economic Theory Conference, February 2004.

“Bidders’ Choice Auctions: Raising Revenues through the Right to Choose,” Second Asian Conference on Experimental Business Research, HKUST, December 2003.

“Expertise and Bidding Behavior in Second-Price Auctions,” First Brazilian Meetings of the Game Theory Society, University of Sao Paulo, July 2002.

“Centralized versus Decentralized Trade in a Market for Lemons,” Decentralization Conference, Northwestern, April 2001.

“Centralized versus Decentralized Trade in a Market for Lemons,” Southwest Economic Theory Conference, Caltech, March 2001.

“Reputation in Auctions: Theory, and Evidence from eBay,” Decentralization Conference, T. J. Watson Research Center, IBM, October 2000.

“Minimax Play at Wimbledon,” the First World Congress of The Game Theory Society, Bilbao, July 2000.

Reputation in Auctions: Theory, and Evidence from eBay,” Second International Conference of the Association for Public Economic Theory, Warwick, July 2000.

PROFESSIONAL SERVICE:

Department:

Director of Graduate Studies: August 2004 – August 2006.

Placement director: 2002-2003

Recruiting committee: 2002-2003, 2003-2004, 2005, 2009, 2010

Faculty evaluation committee: 2003-2004 (chair), 2004-2005, 2005-2006, 2007-2008, 2008-2009, 2009-2010

Participated in junior faculty recruiting: 1992, 1994, 1996, 2000, 2002

Microeconomic Theory Prelims: every year since 1992

College:

Eller College Dean review committee, 2009-2010.

Director of the Economic Science Laboratory: January 2006 – December 2007, January 2011-present.

Service on Graduate Committees

Dissertation Defenses

- As Main Advisor
 - Matt Van Essen, April 30, 2010
 - First appointment University of Alabama
 - Dissertation title: “Implementing Lindahl Allocations - Incorporating Experimental Observations into Mechanism Design Theory”
 - Quazi Shahriar, June 8, 2007
 - First appointment San Diego State University
 - Dissertation title: “Auctions with Buy Prices,”
 - Radovan Vadovic, June 26, 2006
 - First appointment ITAM
 - Dissertation title: “Bidding Behavior in Internet Auctions Markets”,
 - Doug Bergman, July 13, 2001
- As Minor Advisor
 - Alex Roomets, May 4, 2011
 - Natalia Lazzati, April 29, 2010
 - Alexander Smith
 - Timothy Dang, April 7, 2009
 - Hironori Otsubo, June 23, 2008
 - Dan Xu (Finance), April 1, 2005
 - Nagla'a El-Hodiri, December 7, 2001
 - Greg Attiyeh, April 4, 1997

Oral Exams

- Alex Roomets, January 11, 2010
- Natalia Lazzati, January 30, 2009
- Alexander Smith, May 12, 2008
- Matt Van Essen, May 8, 2008
- Hironoi Otsubo, April 17, 2006
- Quazi Shahriar, December 7, 2005
- Dan Xu (Finance), December 17, 2004
- Rado Vadovic, November 3, 2003
- Nagla'a El-Hodiri, February 23, 2001
- William Janss, December 11, 2000
- Doug Bergman, August 16, 1999
- Greg Attiyeh, May 11, 1994

External:

- Executive Committee: Economic Science Association, 2009 - present.
- Associate Editor of *Economics Bulletin*, 2000 – 2006.

Refereeing for: *The American Economic Review*, *The Review of Economic Design*, *Economics Bulletin*, *Economic Inquiry*, *Economic Theory*, *Econometrica*, *Games and Economic Behavior*, *International Economic Review*, *International Journal of Game Theory*, *International Journal of Industrial Organization*, *Israel Science Foundation*, *Journal of Economics*, *Journal of Banking and Finance*, *Journal of Behavioral Finance*, *Journal of Economic Behavior and Organization*, *Journal of Economic Theory*, *Journal of Economics and Management Strategy*, *Journal of Political Economy*, *Journal of Public Economic Theory*, *Journal of Risk and Insurance*, *Journal of Sports Economics*, *Management Science*, *National Science Foundation*, *Nature*, *The RAND Journal of Economics*, *Research Grants Council of Hong Kong*, *Quarterly Journal of Economics*, *Review of Industrial Organization*, *Review of Economic Studies*, *Review of Financial Economics*, *Scandinavian Journal of Economics*, *Social Sciences and Humanities Research Council of Canada*, *Southern Economic Journal*.

HONORS AND AWARDS:

ENCORE Fellow, U. of Amsterdam, 2003-present.

2002 Nominated for the Franklin Prize for Teaching Excellence (Undergraduate year-one category) at HKUST.

2000 Grant for Foreign Researchers (Ayudas para estancias breves de investigadores extranjeros), Universidad Carlos III de Madrid.

1994 A scholarship for a one year stay in Spain under the program Estancias Temporales de Cientificos y Tecnologos Extranjeros en Espana (Temporary Stays of Foreign Scientists and Technologists in Spain), Spanish Ministry of Education.

1988 Three-Year Teaching Fellowship, Cornell University.

Community:

Talk on “Experiments in Economics,” at the BASIS High School Econ Challenge, Tucson, April 2011.

References are available upon request.