

CHLOE TERGIMAN

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Contact Information

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Risk Management Department
Pennsylvania State University
Smeal College of Business
355 Business Building
University Park, PA 16802

Academic Appointments:

06/2022 to present: Associate Professor, Pennsylvania State University, Smeal College of Business.

07/2015 to 06/2022: Assistant Professor, Pennsylvania State University, Smeal College of Business.

- Maternity leave: September-December 2020
- Maternity leave: March-May 2018
- Maternity leave: October-December 2016

07/2010 to 07/2015: University of British Columbia, Sauder School of Business: Assistant Professor.

- Maternity leave: March-August 2015

Areas of Research:

Experimental economics, misrepresentation/truth/fraud, bargaining, political economy, decision rights, entrepreneurship.

Education:

2004 - 2010: New York University: Ph.D., Economics.

2000 - 2004: Massachusetts Institute of Technology: Bachelor of Science, Economics.

2000 - 2004: Massachusetts Institute of Technology: Bachelor of Science, Mathematics.

Working Papers

[17] Why do oaths work? Image concerns and credibility in promise keeping, joint with

Sorravich Kingswankul and Marie Claire Villeval.

[16] Pareto Improvements in the Contest for College Admissions, joint with Kala Krishna, Sergey Lychagin, Wojciech Olszewski, and Ron Siegel.

[15] Preferences for Non-Interference in Pay, joint with Elena Pikulina.

Published & Accepted Papers

[14] Bargaining in the Shadow of Uncertainty, **American Economic Journal: Microeconomics**, forthcoming, joint with Marina Agranov and Hulya Eraslan.

[13] Correlation Neglect in Student-to-School Matching, **American Economic Journal: Microeconomics**, forthcoming, joint with Ran Shorrer and Alex Rees-Jones.

[12] Reproducibility in Management Science, **Management Science**, forthcoming, as a member of the Management Science Reproducibility Collaboration team and Miloš Fišar, Ben Greiner, Christoph Huber, Elena Katok, and Ali Ozkes.

[11] The Way People Lie in Markets: Detectable vs. Deniable Lies, **Management Science**, **2022**, 69(6):3340-335, joint with Marie Claire Villeval.

[10] Adverse and Advantageous Selection in the Laboratory, **American Economic Review**, **2021**, July Vol. 111, No. 7, pp.2152-78, joint with Nageeb Ali, Max Mihm and Lucas Siga.

[9] Preferences for Power, **Journal of Public Economics**, **2020**, Vol. 185, Issue 5, joint with Elena Pikulina.

[8] Persistence of Power: Repeated Multilateral Bargaining with Endogenous Agenda Setting Authority, **Journal of Public Economics**, **2020**, Vol. 184, Issue 4, joint with Marina Agranov and Christopher Cotton.

[7] Ownership Dynamics within Founder Teams: The Role of External Financing, **Strategic Entrepreneurship Journal**, **2019**, Vol.13, Issue 3, pp. 256-287 (joint with Thomas F. Hellmann, Paul Schure and Dan Vo).

[6] Communication in Bargaining Games with Unanimity, **Experimental Economics**, **2019**, Vol. 22, Issue 2, pp 350-368 (joint with Marina Agranov).

[5] Naive play and the Process of Choice in Guessing Games, **Journal of the Experimental Science Association**, **2015**, Vol. 1, Issue 2, pp. 146-157 (Joint with Marina Agranov and Andrew Caplin).

[4] Institutional Design and Public Good Provision: an Experimental Study of the Vote of Confidence Procedure, **Experimental Economics**, 2015, Vol. 18, Issue 4, pp. 697-717.

[3] Communication in Multilateral Bargaining, **Journal of Public Economics**, 2014, Vol. 118, pp. 75-85 (joint with Marina Agranov).

[2] Incentives and Compensation Schemes: An Experimental Study, **International Journal of Industrial Organization**, 2013, Vol. 31, pp. 238-247 (joint with Marina Agranov).

[1] “Beliefs and Endogenous Cognitive Levels: An Experimental Study,” **Games and Economic Behavior**, 2012, lead article, Vol.75, pp. 449-463 (joint with Marina Agranov, Elizabeth Potamites and Andrew Schotter).

Professional Activities:

Editorial Service:

- Management Science (2023 – present): Associate Editor.
- Experimental Economics (2022 – present): Editorial Board.

Seminar Presentations (including scheduled):

- 2023: Stanford University, Queens University, Cornell University.
- 2022: University of Toronto, University of Michigan, McMaster University, Vanderbilt University, MiddlesexLab (Middlebury College), Vibes.
- 2021: University of California Davis.
- 2020: University of Michigan, Florida State University.
- 2019: Bocconi University, Pittsburg University.
- 2017: University of Maryland, Technion University (Haifa, Israel), GATE-LSE (University of Lyon, France), UT Dallas Naveen Jindal School of Business.
- 2014: University College London, Pennsylvania State University (Smeal college of Business), University of Illinois at Urbana Champaign, Purdue University.
- 2013: Pennsylvania State University (Smeal College of Business), University of California, San Diego (Rady School of Business).
- 2012: Stanford University, London Business School, University of Victoria, University of British Columbia.
- 2011 and before: Cornell University, University of British Columbia, University of California, San Diego (Rady School of Business), University of Southern California, New York University (Stern Macro Lunch Seminar), University of Pittsburg, Ohio State University.

Refereeing (past 2 years):

Econometrica, AER, AER: Insights, The Economic Journal, Journal of Public Economics, Experimental Economics, The Review of Economics and Statistics, Management Science,

American Economic Journal: Microeconomics, American Political Science Review, Games and Economic Behavior, Journal of Economic Behavior and Organization.

Conferences (Invited Talks/Discussions – including scheduled):

- 2023: Experimental Science Association (ESA) North American Meetings (Charlotte, NC), Bargaining: Experiments, Empirics and Theory (BEET) workshop (Rice University).
- 2022: NBER Political Economy meeting (Boston).
- 2020: ASSA San Diego Meetings, Society for Experimental Finance (University of Utah), Utah Winter Business Economics Conference (WBEC Snowbird), Behavioral Political Economy Workshop (London, UK), Behavior and Inequality Research Institute (Briq) Beliefs Workshop (Bonn, Germany).
- 2019: CEA Annual Meeting, Banff; ESA World Meetings, Vancouver; Stony Brook International Conference on Game Theory; ESA North American Meetings (Los Angeles).
- 2018: ASFEE, Nice, France; NYU-CESS Experimental Political Science Conference.
- 2017: NYU-CESS conference.
- 2016: Behavioral Models of Politics Conference; EEA-ESEM, Geneva; ASSA, San Francisco; AFSEE, Cergy, France; ESA international meetings, Jerusalem, Israel; Canadian Economic Association, 2016.
- 2015: Canadian Economic Association; American Economic Association Annual Meetings; FSU Experimental-Entrepreneurship Conference.
- 2014: Royal Economic Society Annual Meeting.
- 2013: ESA North American meetings; Society for the Advancement of Economic Theory; California Institute of Technology, Experiments in Political Economy; Israel Institute of Technology, Technion.
- 2012: ESA North American meetings; ESA International meetings.
- 2011: Roundtable on Engineering Entrepreneurship Research (REER) (discussant); Economics of Entrepreneurship and Innovation Conference (discussant).
- 2010 and earlier: ESA North American meetings; Roundtable on Engineering Entrepreneurship Research (REER); University of Amsterdam CREED, ESA North American meetings; ESA North American meetings; French Economic Association Behavioral Economics and Experiments, Lyon; University of Amsterdam CREED, Berkley Center for Entrepreneurial Studies Entrepreneurship and Innovation Research Workshops,

Fellowship/Grants/Awards:

- Teaching awards (MBA): 2021, 2020.
- 2017-2021: \$116,924 Social Sciences and Humanities Research Council (SSHRC) Insight Grant. Co-Principal Investigator (PI: Christopher Cotton, Collaborator: Luca Corrazini).
- 2016-2018: \$58,300 Social Sciences and Humanities Research Council (SSHRC) Insight Grant. Co-Principal Investigator (PI: Elena Pikulina).
- 2016-2018: \$56,250 Social Sciences and Humanities Research Council (SSHRC) Insight Grant. Co-Principal Investigator (PI: Lorenzo Garlappi).
- 2014-2018: \$166,450 Social Sciences and Humanities Research Council (SSHRC) Insight Grant. Principal Investigator (no co-applicants).
- 2014-2016: \$52,249 Social Sciences and Humanities Research Council (SSHRC) Insight

Development Grant. Principal Investigator. Co-applicant: Yoram Halevy.

- 2012-2013: \$68,800 Social Sciences and Humanities Research Council (SSHRC) Insight Development Grant, Principal Investigator (no co-applicants).
- 2004-2010: \$25,000/year MacCracken Fellowship.
- 2009: \$5,000 Berkeley-Kauffman Grant, Stern Berkeley Center for Entrepreneurial Studies.

Teaching Experience:

Undergraduate-level classes:

Macroeconomics, Microeconomics, Statistics, Experimental Economics, New Enterprise Development.

Graduate-level classes:

Macroeconomics (MBA), Topics in Macroeconomics (MBA), Managerial Economics (MBA), Statistics (MBA), Experimental Economics (Ph.D), Firms and Markets (MBA), Technology Entrepreneurship (PhD & MBA), Microeconomic Theory (Ph.D.).