

# Ernan E. Haruvy

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 Work eligibility: U.S. Citizen; Canadian PR

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<b>Education</b>	<p>Ph.D., Economics, Univ of Texas at Austin, May 22, 1999. Dissertation: <i>Initial Conditions and Adaptive Dynamics—An Approach to Equilibrium Selection</i>.</p> <p>M.Sc., Economics, University of Texas at Austin, August 1996.</p> <p>B.B.A., Business Administration, University of Texas at Austin, August 1993</p>
<b>Expertise Areas</b>	<p>Business analytics and consumer analytics, econometric and statistical analysis, big data, forecasting, economic modeling, financial modeling, game theory, market research, survey design, experimental design, supply chain models, machine learning, behavioral economics, behavioral finance, consumer behavior, market design, auctions, procurement.</p>
<b>Courses taught</b>	<p>Intro to Economics, Intro to Macroeconomics, Intro to Microeconomics; Intermediate Microeconomics, Marketing Analytics; Marketing Strategy; Predictive Analytics; Web Analytics; Marketing Digital Applications; Interactive and Digital Marketing; Marketing Management; Market Design; International Marketing; Consumer Behavior.</p>
<b>Permanent Academic Positions</b>	<p><b>Full Professor. McGill Univ., Desautels Faculty of Management</b>, Jan '20-now.</p> <p><b>Full Professor. U. of Texas-Dallas, Jindal School of Management</b>, Aug '14-Dec '19.</p> <p><b>Assoc. Professor. U. of Texas-Dallas, Jindal School of Management</b>, Aug '08-Aug '14.</p> <p><b>Assist. Prof, U. of Texas-Dallas, School of Management</b>, Aug '01 – Aug '08.</p> <p><b>Research Fellow, Harvard Business School</b>, Sep 2000 – Aug 2001.</p> <p><b>Lecturer, Univ. of Texas at Austin, Economics</b>, Jul-Aug 2000</p> <p><b>Lecturer, Technion, Industrial Eng. &amp; Management</b>, Sep '99- Jul '00.</p> <p><b>Lecturer, University of Texas at Austin, Economics</b>, Jun '99 – Jul '99.</p> <p><b>Instructor, University of Texas at Austin, Economics</b>, Aug '98 – May '99</p>
<b>Visiting Academic Positions</b>	<p><b>Visiting Scholar, Tilburg University, Economics</b>, Oct '09-Jun '10.</p> <p><b>Visiting Lecturer, Shanghai University of Finance and Economics</b>, Jun '14</p> <p><b>Visiting Lecturer, Shanghai Jiao Tong</b>, Dec 2016</p>
<b>Administrative Positions</b>	<p><b>Director, McGill Masters of Management in Analytics</b>, August 2022-December 2022. McGill University, Desautels Faculty of Management</p> <p><b>Director of the McGill Institute of Marketing</b>, August 2020-July 2022. McGill University, Desautels Faculty of Management</p> <p><b>Area Head, Marketing Area, University of Texas at Dallas</b>, June 2013- August 2015. University of Texas at Dallas, School of Management.</p> <p><b>Vice Chair, Institutional Review Board</b>, U. of Texas at Dallas, 2008-2009</p>
<b>Industry Positions</b>	<p><b>Amazon Scholar</b>, Fulfillment by Amazon, Dallas, TX. May 2, 2022- May 31, 2024,  <b>Job Description:</b> LLMs, Seller Experience, Forecasting Tools, Forecasting Arrivals, Inventory and Merchant-Customer Friction Points and doing attribution to predict revenues and churn.</p>

<b>Editorial Positions</b>	<p><b>Associate Editor:</b> <i>Management Science</i> (2019-Present)  <b>Senior Editor:</b> <i>Production and Operations Management</i> (2011-Present)  <b>Editor-in-Chief:</b> <i>Review of Marketing Science</i> (2019-2023)  <b>Associate Editor,</b> <i>Journal of Behavioral and Experimental Economics</i> (2017-2022)  <b>Guest Editor:</b> Symposium issue on Virtual Worlds in <i>Southern Economic Journal</i>, 2011.</p>
<b>Consulting Positions</b>	<p><b>Senior Consultant, Econ Mech, Inc.</b> 2013-2022. Published reports and testified in high profile cases, including: <i>PSET v. Google Canada; Peters v. Apple; Woodhams v. Pfizer; Banh v. American Honda; Clemmons v. Samsun</i>. The complete list of legal reports and testimonies is at <a href="https://ernanharuvy.com/legal-work">https://ernanharuvy.com/legal-work</a></p>
<b>Books</b>	<p>Sascha Füllbrunn and Ernan Haruvy, Eds. (2022), <i>Handbook of Experimental Finance</i>, Edward Elgar Publishing, 2022, ISBN 978-1-80037-232-0</p>
<b>Seminar Presentations</b>	<p>Presented in numerous prestigious academic departments and companies including Harvard, Wharton, U. of Chicago, Columbia, Cornell, Carnegie Mellon, UBC, INSEAD and Amazon. Complete list of seminar presentations at: <a href="https://www.ernanharuvy.com/seminars">https://www.ernanharuvy.com/seminars</a></p>
<b>Conference Presentations</b>	<p>Conference Organizer, Session Organizer, Award Recipient, Keynote Speaker, Plenary Speaker, Invited Speaker, Featured Speaker, at prestigious international conferences. Complete list of conference presentations at: <a href="https://www.ernanharuvy.com/conferences">https://www.ernanharuvy.com/conferences</a></p>
<b>Honors, Awards, Recognitions</b>	<p>Recipient of awards, fellowships, and recognitions. <a href="https://www.ernanharuvy.com/awards">https://www.ernanharuvy.com/awards</a></p>
<b>Coding proficiency</b>	<p>SAS, SPSS, Stata, R, Python, Fortran, Java, Matlab, Mathematica, Visual Basic, C, C++, Sawtooth, zTree</p>
<b>Professional Societies</b>	<p>American Economic Association; Economic Science Association; Econometric Society; American Marketing Association; Informs</p>
<b>Former Doctoral students under supervision</b>	<p>Professor Cesar Zamudio, 2013, Virginia Commonwealth University  Professor Bo Ram Lim, 2019, University of Kansas  Dr. Zhongwen (Owen) Ma, Verizon, 2019</p>
<b>Grants</b>	<p><b>Principal Investigator.</b> Uncovering the relationship between investment in socially responsible funds and donation activity in Canada, Principal Investigator: Ernan Haruvy, June 2023-May 2028 (year 1: \$11,152; Year 2: \$11,152, Year 3: \$22,303, Year 4: \$20,444, Year 5: \$20,444, Year 6: \$6,505. Social Sciences and Humanities Research Council of Canada, Insight Development Grant, grant # 435-2023-0590</p> <p><b>Principal Investigator.</b> Price Discrimination and Bargaining in B2B: Empirical Evidence from Tech Manufacturing, Principal Investigator: Ernan Haruvy, June 2020-May 2022, \$55,337 (year 1: \$26,101; year 2: \$29,236). Social Sciences and Humanities Research Council of Canada, Insight Development Grant, grant #430-2020-0035.</p> <p><b>Co-applicant.</b> Implementing Smart Cities Interventions to Build Healthy Cities (SMART) Training Platform, PI: David Ma, Miyoung Suh and Laurette Dube. Grant amount: \$4.95M. Year 1: \$825 000 ,Year 2: \$825 000, Year 3: \$825 000, Year4: \$825 000, Year</p>

5: \$825 000. Year 6: \$825 000. Training Grant: CIHR-NSERC-SSHRC Healthy Cities Research Training Platform (HCRI) 2021-02-18.

**Co-Investigator.** Online versus Offline Price Dispersion: Do Store Familiarity and Consumer Search Cost Matter?, PI: Hejun J. Zhuang, Brandon University, April 1, 2021 to March 31, 2024, \$59,951 (year 1: \$11,317, years 2 & 3: \$24,317. Social Sciences and Humanities Research Council of Canada, Insight Grant, grant #435-2021-1224

**Award Recipient.** Cleghorn Faculty Scholar Award, McGill University internal award, Jan 1, 2020- Dec 31, 2022, \$20,000

Sustainable Investing: Understanding the Mechanism of Investment Decision Making on Micro-Investing Platforms, Collaborator, 2019-2020, University of Queensland BEL Connect Grant. CI: P. Popkowski Leszczyc, G. Gonzales & C. Meath. \$18,939, 2019-2020

The Influence of Incentives and Social media on charitable fundraising, 2016 (5 years), Social Sciences and Humanities Research Council of Canada, grant 435-2016-0250. PI: P. Popkowski Leszczyc, \$123,000

“Competition between Auctions: Implications for Auction Design and Bidder and Seller Strategies,” Collaborator, 2011 (3 years), Social Sciences and Humanities Research Council of Canada Research Grant # 410-2011-0058, PI: P. Popkowski Leszczyc, \$100,350.

MSI research award #4-1644. 2010. “Seller Strategy in B2B Multichannels: Auctions, Buy-Now Pricing, and Price Discovery.” \$3000.

The Fostering of Charitable Giving in Canadian Society, Community University Research Alliances program, Collaborator, 2008 Social Sciences and Humanities Research Council of Canada Research Grant, \$20,000.

Senior personnel on NSF #SES-0519168, Rule Learning Across Dissimilar Normal-Form Games, PI: Dale Stahl, 08/01/05 - 07/31/07, \$24,675.

United States-Israel Binational Science Foundation, #2002114, July 2003-July 2005, with Ido Erev and Alvin Roth; \$20,000.

National Science Foundation-- Time-sharing Experiments for the Social Sciences, proposal #157, May 2003, with Sujoy Chakravarty. The TESS project facilitates data collection via the Internet and pays for the associated costs of data collection.

M. R. Saulson Research Fund #191-408, March 2000 – September 2002; \$2,000.

Senior personnel on NSF #SES-9986379, PI: Dale Stahl; Feb ‘00-Jan ‘01; \$45,000.

Research grant: B.T.S Academic Lectureship in Industrial Engineering and Management, #7700213, January, 2000; \$800.

<b>Refereed Articles</b>	1. Haruvy, E. E., & Popkowski Leszczyc, P. T. (2024). Social media and nonprofit fundraising: the influence of Facebook likes. <i>European Journal of Marketing</i> , 58(1), 33-65.
	2. Briesch, R., Haruvy, E., Voss, G. B., & Giraud Voss, Z. (2024). The countervailing effects of spatial competition in the performing arts: examining local versus traded market performance. <i>Journal of Cultural Economics</i> , 1-48.
	3. Gonzalez-Arcos, C., Meath, C., Leszczyc, P.P., Haruvy, E., and An, J. (2023). Fostering sustainable investments through micro-investing platforms. <i>Scientific Reports</i> <b>13</b> , 21194.
	4. Haruvy, E., Nia, M. H., Özer, Ö., & Şimşek, A. S. (2023). The Winner's Curse in Dynamic Forecasting of Auction Data: Empirical Evidence from eBay. <i>Manufacturing &amp; Service Operations Management</i> , 25(3), 1155-1175.
	5. Haruvy, E., Heinrich, T., & Walker, M. J. (2022). Separating probability weighting and risk aversion in first-price auctions. <i>Economics Letters</i> , 221, 110891.
	6. Lim, B., Xie, Y., & Haruvy, E. (2022). The impact of mobile app adoption on physical and online channels. <i>Journal of Retailing</i> , 98(3), 453-470.
	7. Haruvy, E. and Y. Roth (2022), On the Impact of an Intermediary Agent in the Ultimatum Game, <i>Games</i> , 13(3), 43. <a href="https://doi.org/10.3390/g13030043">https://doi.org/10.3390/g13030043</a>
	8. Haruvy, E. and P.T.L. Popkowski Leszczyc (2022). A Study of Incentives in Charitable Fundraising, <i>European Journal of Marketing</i> , Vol. 56 (1), 283-317
	9. Zhang, Z., Haruvy, E., & Leszczyc, P. T. P. (2022). On The Reference Point Effect of Reserve and Buy It Now Prices. <i>Journal of Retailing</i> , 98(2), 356-372.
	10. Haruvy, E., Lim, B. & Leszczyc, P.T.L.P. (2021) The effect of surcharge on price in online auctions. <i>Electronic Commerce Research</i> , <a href="https://doi.org/10.1007/s10660-021-09508-6">https://doi.org/10.1007/s10660-021-09508-6</a>
	11. Haruvy, E., Katok, E., V. Pavlov (2020). Bargaining Process and Channel Efficiency, <i>Management Science</i> 66(7), 2845-2860
	12. Haruvy, Ernan, Peter Popkowski Leszczyc, Greg Allenby, Russell Belk, Catherine Eckel, Robert Fisher, Sherry Xin Li, John A. List, Yu Ma, and Yu Wang. (2020). "Fundraising design: key issues, unifying framework, and open puzzles." <i>Marketing Letters</i> 31, no. 4, 371-380.
	13. Haruvy, E. (2019) On the importance of relative payoffs in two-sided matching, <i>Journal of Institutional and Theoretical Economics</i> , 175(1), 58-85.
	14. Haruvy, E., Katok, E., Ma, Z., & Sethi, S. (2019). Relationship-specific investment and hold-up problems in supply chains: theory and experiments. <i>Business Research</i> , 12 (1), 45-74.
	15. Ariely, D., Gneezy, U., & Haruvy, E. (2018). Social norms and the price of zero. <i>Journal of Consumer Psychology</i> , 28(2), 180-191.
	16. Ernan Haruvy and Peter T.L. Popkowski Leszczyc (2018) A Study of Bidding Behavior in Voluntary-Pay Philanthropic Auctions. <i>Journal of Marketing</i> : May 2018, Vol. 82, No. 3, pp. 124-141.
	17. Spann, M., Zeithammer, R., Bertini, M., Haruvy, E., Jap, S. D., Koenigsberg, O., V. Mak, P. Popkowski Leszczyc, B. Skiera, & Thomas, M. (2018). Beyond Posted Prices: the Past, Present, and Future of Participative Pricing

	Mechanisms. <i>Customer Needs and Solutions</i> , 5(1-2), 121-136.
18.	Haruvy, E. E., Ioannou, C. A., & Golshirazi, F. (2018). The Religious Observance of Ramadan and Prosocial Behavior. <i>Economic Inquiry</i> , 56(1), 226-237.
19.	Haruvy, E., Li, S. X., McCabe, K., & Twieg, P. (2017). Communication and visibility in public goods provision. <i>Games and Economic Behavior</i> , 105, 276-296.
20.	Ert, E. and Haruvy, E. (2017), Revisiting risk aversion: Can risk preferences change with experience? <i>Economics Letters</i> 151, C, 91-95
21.	Fiedler, M. and E. Haruvy (2017). Third Party Intervention in the Trust Game. <i>Journal of Behavioral and Experimental Economics</i> 67 65–74
22.	Luria, A., I. Erev and E. Haruvy (2017), The reinforcing value of lottery tickets, and the synergetic effect of distinct reinforcements, <i>Journal of Behavioral Decision Making</i> , 30: 533–540.
23.	Haruvy, E. (2016), "Experimental Economics in Marketing", <i>Foundations and Trends® in Marketing</i> 9(4), 267-336
24.	Haruvy, E, P.T.L. Popkowski Leszczyc (2016), Measuring the Impact of Price Guarantees on Bidding in Consumer Online Auctions, <i>Journal of Retailing</i> , 92(1), 96-108.
25.	Haruvy, E, P.T.L. Popkowski Leszczyc (2015), The Loser’s Bliss in Auctions with Price Externality, <i>Games</i> 6(3), 191-213
26.	Brandts, J. E. Fatas, E. Haruvy, F. Lagos (2015). The Impact of Relative Position, Prices of Sacrifice and Reciprocity: An Experimental Study using Individual Decisions, <i>Social Choice and Welfare</i> . 45(3), pp 489-511
27.	Haruvy, E, P.T.L. Popkowski Leszczyc and Y. Ma (2014) Does higher transparency lead to more search in Online Auctions? <i>Production and Operations Management</i> 23(2), 197-209
28.	Haruvy, E., C. N. Noussair, and O. Powell (2014), The impact of asset repurchases and issues in an experimental market, <i>Review of Finance</i> 18(2), 681-713.
29.	Füllbrunn, S. and E. Haruvy (2014), The Takeover Game, <i>Journal of Behavioral and Experimental Finance</i> , 1, 85–98
30.	Fatas, E., E. Haruvy and A. J. Morales (2014). A psychological re-examination of the Bertrand paradox, <i>Southern Economic Journal</i> . 80(4), 948-967.
31.	Wang, Y., C. Zamudio, and E. Haruvy (2013), Human Brands and Mutual Choices: An Investigation of the Marketing Assistant Professor Job Market, <i>J. of the Academy of Marketing Science</i> 41, 722-736.
32.	Haruvy, E. and S. Jap (2013) Bidding on quality in buyer-determined online reverse auctions, <i>J. of Marketing Research</i> 50 (2), 241-258.
33.	Wang, Y. and E. Haruvy (2013) Tiers in One-sided Matching Markets: Theory and Experimental Investigation, <i>Management Science</i> 59(6), 1458–1477
34.	Haruvy, E., D. Miao, and K. E. Stecke (2013), Various Strategies to Handle Cannibalization in a Competitive Duopolistic Market, <i>International Transactions in Operational Research</i> 20(2), 155-188.

35. Haruvy, E. and E. Katok (2013), Increasing Revenue by Decreasing Information in Procurement Auctions, <i>Production and Operations Management</i> 22(1), 19–35.
36. Haruvy, E., T. Li, S. Sethi (2012), Two-Stage Pricing for Custom-Made Products, <i>European Journal of Operational Research</i> 219(2), 405–414
37. Schoenberg, Eric, and Ernan Haruvy (2012). "Relative Performance Information in Asset Markets: An Experimental Approach." <i>Journal of Economic Psychology</i> 33, 1143-1155.
38. Haruvy, E. and D. Stahl (2012), Between-Game Rule Learning in Dissimilar Symmetric Normal-Form Games, <i>Games &amp; Economic Behavior</i> 74, 208-221.
39. Haruvy, E. (2011), Challenges and Opportunities in Economics Experiments in Virtual Worlds, <i>Southern Economic Journal</i> 78(1), 1-5.
40. Harrison, G., Haruvy, E., and E. Rutstrom (2011), Remarks on Virtual World and Virtual Reality Experiments, <i>Southern Economic Journal</i> 78(1), 87-94.
41. M. Fiedler, E. Haruvy and S. Li (2011), Social distance in a virtual world experiment, <i>Games and Economic Behavior</i> 72(2), 400-426
42. Chakravarty, S., G. Harrison, E. Haruvy, E. Rutstrom (2011), Are You Risk Averse over Other People's Money? <i>Southern Econ Journal</i> 77(4), 901-913.
43. Li, S., K. Dogan, E. Haruvy (2011), Group Identity in Markets, <i>International Journal of Industrial Organization</i> 29(1), 104-115
44. Ben Zion, U., I. Erev, E. Haruvy and T. Shavit (2010), Adaptive Behavior Leads to Under-diversification, <i>J. of Economic Psychology</i> 31, 985-995.
45. Haruvy, E. and P. T. L. Popkowski Leszczyc (2010), Search and Choice in Online Consumer Auctions, <i>Marketing Science</i> 29(6) 1152-1164
46. Erev, I. and E. Haruvy (2010), "Two-stage Prize Promotions and the Value of Unresolved Uncertainty." <i>Marketing Letters</i> 21, 149–162
47. Haruvy, E. and Peter T.L. Popkowski Leszczyc (2009), "Bidder Motives in Cause Related Auctions," <i>Int. J. of Research in Marketing</i> , 26(4), 324–331.
48. Haruvy, E. and P. T. L. Popkowski Leszczyc, (2009), Internet Auctions, <i>Foundations and Trends in Marketing</i> 4(1), 1-75.
49. Dogan, K., E. Haruvy, and R. Rao (2010), "Who should practice price discrimination using rebates in an asymmetric duopoly?" <i>Quantitative Marketing and Economics</i> 8(1), 61-90.
50. Haruvy, E. and Peter Popkowski Leszczyc (2010), "The impact of online auction duration," <i>Decision Analysis</i> 7(1), 99-106.
51. Fiedler, M. and E. Haruvy (2009), The Lab versus the Virtual Lab and Virtual Field – An Experimental Investigation of Trust Games with Communication, <i>J. of Economic Behavior &amp; Organization</i> 72(2), 716-724
52. Erev, Ido, Eyal Ert, Alvin E. Roth, Ernan Haruvy, Stefan Herzog, Robin Hau, Ralph Hertwig, Terrence Stewart, Robert West, and Christian Lebiere (2009), "A choice prediction competition, for choices from experience and from description," <i>J. of Behavioral Decision Making</i> 23(1), 15 - 47
53. Stahl, D. and E. Haruvy (2009), "Testing Theories of Behavior for Extensive-Form Two-Player Two-Stage Games," <i>Experimental Economics</i> 12(2), 242-251.

54. Jap, S. and E. Haruvy (2008), "Inter-organizational Relationships and Bidding Behavior in Industrial Online Reverse Auctions." <i>Journal of Marketing Research</i> 45(5), 550-61.
55. Haruvy, E., P. T. L. Popkowski Leszczyc, O. Carare, J. Cox, E. A. Greenleaf, W. Jank, S. Jap, Y.-H. Park, M. H. Rothkopf (2008), Competition between Auctions, <i>Marketing Letters</i> 19, 431-448.
56. Ariely, D., U. Gneezy, and E. Haruvy (2008) ,"On the Discontinuity of Demand Curves Around Zero: Charging More and Selling More", <i>Advances in Consumer Research</i> 35, 36-38.
57. Haruvy, E., A. Prasad, S. Sethi, and R. Zhang (2008), Competition with Open Source as a Public Good, <i>J. of Industrial and Management Optimization</i> 4, 199-211.
58. Stahl, D. O. and E. Haruvy (2008), "Level- <i>n</i> Bounded Rationality in Two-person Two-stage Games," <i>Journal of Economic Behavior and Organization</i> , 65 (1), 41-61.
59. Stahl, D. O. and E. Haruvy (2008), "Level- <i>n</i> Bounded Rationality and Dominated Strategies in Normal-Form Games," <i>Journal of Economic Behavior and Organization</i> , 66(2), 226-232
60. Stahl, D. and E. Haruvy (2008), Subgame Perfection in Ultimatum Bargaining Trees, <i>Games and Economic Behavior</i> 63, 292-307.
61. Haruvy, E., S. Sethi and J. Zhou (2008), "Open Source Development with a Commercial Complementary Product or Service," <i>Production and Operations Management</i> , 17(1), (January-February 2008), 29-43.
62. Engelbrecht-Wiggans, R., E. Haruvy, and E. Katok (2007), "A Comparison of Buyer-Determined and Price-Based Multi-Attribute Mechanisms," <i>Marketing Science</i> 26: 629-641.
63. Carare, O., Haruvy, E., and A. Prasad (2007), "Hierarchical Thinking and Learning in Rank Order Contests," <i>Experimental Economics</i> 10(3), 305-316.
64. Shavit, T., U. Benzion and E. Haruvy (2007), "Risk Aversion and Underhedging," <i>Journal of Economics and Business</i> 59 (3), 181-198.
65. Murthi, B. P. S., E. Haruvy, and H. Zhang (2007) "The Effect of Variability in Price on Consumer Brand Choice," <i>Review of Marketing Science: Vol. 5, Article 4.</i>
66. Haruvy, E., Y. Lahav and C. Noussair (2007), "Traders' Expectations in Asset Markets: Experimental Evidence", <i>American Economic Review</i> , 97(5), 1901-1920.
67. Chakravarty, S., E. Haruvy and F. Wu (2007), The Link Between Incentives and Product Performance in Open Source Development: An Empirical Investigation, <i>Global Business and Economics Review</i> 9, 151-169.
68. Ofek, E., M. Yildiz and E. Haruvy (2007), "The Impact of Prior Choices on Subsequent Valuations," <i>Management Science</i> 53(8), 1217-1233.
69. Charness, G., E. Haruvy, and D. Sonsino (2007), "Social Distance and Reciprocity: An Internet Experiment," <i>Journal of Economic Behavior and Organization</i> 63(1), 88-103.
70. Haruvy, E. and D. O. Stahl (2007), "Equilibrium Selection and Bounded Rationality in Symmetric Normal-Form Games," <i>Journal of Economic</i>

	<i>Behavior &amp; Organization</i> 62, 98-119
71.	Haruvy, E. and U. Unver (2007), "Equilibrium Selection and the Role of Information in Repeated Matching Markets," <i>Economic Letters</i> 94, 284-289.
72.	Stahl, D. O. and E. Haruvy (2006), Other-regarding preferences: Egalitarian warm glow, empathy, and group size, <i>Journal of Economic Behavior &amp; Organization</i> 61, 20-41
73.	Bass, F., E. Haruvy and A. Prasad (2006), Variable Pricing in Oligopoly Markets, <i>Journal of Business</i> 79, 2789-2810.
74.	Haruvy, E., A. Roth, and U. Unver (2006), "The Dynamics and Unique Characteristics of the Law Clerk Matching: An Experimental Investigation," <i>J. of Economic Dynamics and Control</i> 30, 457-486.
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76.	Haruvy, E. and A. Prasad (2005), "Freeware as a Competitive Deterrent," <i>Information Economics and Policy</i> 17 (4), 513-534.
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80.	Bruce, N., E. Haruvy and R. Rao (2004) "Seller Rating, Price, and Default in Online Auctions." <i>J. of Interactive Marketing</i> , 18(4), 37-50.
81.	Haruvy, E., V. Mahajan, and A. Prasad, (2004), "Software Piracy: Market penetration in the Presence of Network Externalities," <i>Journal of Business</i> 77(2), 81-107.
82.	Benzion, U., E. Haruvy, and T. Shavit (2004) "Adaptive Portfolio Allocation with Options." <i>Journal of Behavioral Finance</i> , 5(1), 43-56.
83.	Haruvy, E., A. Prasad, and S. Sethi (2003), Harvesting Altruism in Open Source Software Development, <i>Journal of Optimization Theory and Applications</i> , 118 (2), 381-416.
84.	Gneezy, U., E. Haruvy, and A. Roth (2003), "Deadline in bargaining: Evidence from the reverse ultimatum game," <i>Games and Economic Behavior</i> , 45, 347-368.
85.	Yehiam, E., E. Haruvy, I. Erev (2002), "Reinforcement Learning and the Prevention of Data Catastrophes" <i>J. of Managerial Psych</i> , 17(7), 599-611.
86.	Perry, O., I. Erev and E. Haruvy (2002), "Frequent Probabilistic Punishment in Law Enforcement," <i>Economics of Governance</i> , 3(1), 71-86.
87.	Charness, G. and E. Haruvy (2002), "Altruism, Equity and Reciprocity in a Gift-Exchange Experiment: An Encompassing Approach," <i>Games and Economic Behavior</i> 40, 203-231.
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