

## CONTACT INFORMATION

Center for Economic and Social Research  
University of Southern California  
635 Downey Way  
Los Angeles, CA 90089

anyasamek@gmail.com  
(773) 609-0425  
[@Anyasamek](http://anyasamek.com)

## ACADEMIC POSITIONS

University of Southern California, Los Angeles, CA  
Associate Professor (Research) of Economics, July 2016-present  
Economist, Center for Economic and Social Research, August 2015-June 2016

University of Wisconsin-Madison, Madison, WI  
Assistant Professor, Department of Consumer Science, July 2012-July 2015  
Affiliated Faculty, Department of Economics, July 2012-July 2015

University of Chicago, Chicago, IL  
Visiting Assistant Professor, Department of Economics, September 2014-June 2015  
Postdoctoral Research Scholar, Becker Friedman Institute, April 2010-July 2012

## EDUCATION

Purdue University, West Lafayette, IN  
Ph.D., Economics, 2010  
M.S., Economics, 2006  
B.S., Economics, 2005  
B.A., French Language and Literature, 2005

## FIELDS

Behavioral Economics, Experimental Economics, Health Economics

## PUBLICATIONS

"Do People Anticipate Loss Aversion?" with Sally Sadoff and Alex Imas, *Management Science*, forthcoming.

"Selective Recognition: How to Recognize Donors to Increase Charitable Giving" with Roman Sheremeta, *Economic Inquiry*, forthcoming.

"When Charities Compete: A Laboratory Experiment with Simultaneous Public Goods" with Justin Krieg, *Journal of Behavioral and Experimental Economics*, 2017, Vol. 66: 40-57.

"An Experimental Study of the Decision Process with Interactive Technology" with Ji Soo Yi, Sung-Hee Kim and Inkyoung Hur, *Journal of Economic Behavior & Organization*, 2016, Vol. 130: 20-32.

"The Test - Retest Reliability of the Latent Construct of Executive Function Depends on Whether Tasks are Represented as Formative or Reflective" with Michael Willoughby, Laura Kuhn, Clancy Blair and John List, *Child Neuropsychology*, 2016, 1-16.

"On the Origins of Dishonesty: from Parents to Children" with Daniel Houser, John List, Marco Piovesan and Joachim Winter, *European Economic Review*, 2016, Vol. 82: 242-254.

"Using Online Compound Interest Tools to Improve Financial Literacy" with Percival Matthews and Edward Hubbard, *Journal of Economic Education*, 2016, 47(2): 106-120.

"When Identifying Contributors is Costly: An Experiment on Public Goods" with Roman Sheremeta, *Southern Economic Journal*, 2016, 82(3): 801-808.

"Facing Your Opponents: Social Identification and Information Feedback in Contests" with Shakun Datta Mago and Roman Sheremeta, *Journal of Conflict Resolution*, 2016, 60(3): 459-481.

"The Behaviorist as Nutritionist: Leveraging Behavioral Economics to Improve Child Food Choice and Consumption" with John List, *Journal of Health Economics*, 2015, 39, 133-146.

"Learning through Passive Participation in Asset Market Bubbles" with Timothy Cason, *Journal of the Economic Science Association*, 2015, 1(2): 170-181.

"Visual Tools and Narratives: New Ways to Improve Financial Literacy" with Annamaria Lusardi, Arie Kapteyn, Angela Hung, Lewis Glinert and Aileen Heinberg, *Journal of Pension Economics and Finance*, 2015, 1-27.

"A Field Experiment on the Impact of Incentives on Milk Choice in the School Lunchroom" with John List, *Public Finance Review*, 2015, Vol. 45: 44-67.

"The Curious Relation Between Theory of Mind and Sharing in Preschool Age Children" with Jason Cowell, John List and Jean Decety, *PLoS One*, 2015, Vol. 10: 2.

"Recognizing Contributors: An Experiment on Public Goods" with Roman Sheremeta, *Experimental Economics*, 2014, 17(4), 673-690.

"'Feel the Warmth' Glow: A Field Experiment on Manipulating the Act of Giving" with Amanda Chuan, *Journal of Economic Behavior and Organization*, 2014, Vol. 108: 198-211.

"Divided Loyalists or Conditional Cooperators? Creating Consensus about Cooperation in Multiple Simultaneous Social Dilemmas" with Matthew McCarter and Roman Sheremeta, *Group and Organization Management*, 2014, 39(6), 744-771.

"Increasing Charitable Giving in the Developed World," with Cynthia Jasper, *Oxford Review of Economic Policy*, 2014, 30(4), 680-696.

"Five Steps to Planning Success: Experimental Evidence from U.S. Households" with Annamaria Lusardi, Arie Kapteyn, Angela Hung, Joanne Yoong and Aileen Heinberg, *Oxford Review of Economic Policy*, 2014, 30(4), 696-724.

"Effects of Monitoring on Mortgage Delinquency: Evidence from a Randomized Field Study" with Stephanie Moulton, Michael Collins and Cäzilia Loibl, *Journal of Policy Analysis and Management*, 2014, 34(1), 184-207.

"Is there a Gender Gap in Preschoolers' Competitiveness? An Experiment in the U.S.," *Journal of Economic Behavior and Organization*, 2013, 92, 22-31.

"Simultaneous Decision-Making in Competitive and Cooperative Environments" with Roman Sheremeta, *Economic Inquiry*, 2013, 51(2), 1311-1323.

"Exploring the Origins of Charitable Acts: Evidence from an Artefactual Field Experiment with Young Children" with John List, *Economics Letters*, 2013, 118(3), 431-434.

"An Experimental Study of Reputation with Heterogeneous Goods," *Decision Support Systems*, 2013, 54(2), 1134-1149.

"Borrowing Capacity and Financial Decisions of Low-to-Moderate Income First-Time Homebuyers" with Stephanie Moulton, Cäzilia Loibl and Michael Collins, *Journal of Consumer Affairs*, 2013, 47(3), 375-403.

"Behavioral Spillovers in Coordination Games" (Anya Savikhin) with Timothy Cason and Roman Sheremeta, *European Economic Review*, 2012, 56(2), 233-245.

"Factor Uses and the Pattern of Specialization" (Anya Savikhin) with Georg Schaur and Chong

Xiang, *Review of International Economics*, 2008, 16(2), 368-382.

## BOOK CHAPTERS

"Save at Home: Building Emergency Savings One Mortgage Payment at a Time," with Stephanie Moulton and Cäzilia Loibl, in Ed. Michael Collins, *A Fragile Balance: Emergency Savings and Liquid Resources for Low-Income Consumers*, Palgrave-Macmillan, 2015.

"The Application of Visual Analytics to Financial Decision-Making and Risk Management: Notes from Behavioral Economics" (Anya Savikhin), in Ed. Victoria Lemieux, *Financial Analysis and Risk Management: Data Governance, Analytics and Life Cycle Management*, Springer, 2012.

## WORKING PAPERS

"The Effect of Early Education on Social Preferences" with Alexander Cappelen, Bertil Tungodden and John List, Revision requested, *Journal of Political Economy*.

"Learned Generosity? An Artefactual Field Experiment with Parents and their Children," with Avner Ben-Ner, John List and Louis Putterman. Revision requested, *Journal of Economic Behavior and Organization*.

"Discrimination Among Preschool Children: Field Experimental Evidence," with Annika List and John List. Revision requested, *Economics Letters*.

"Skin in the Game: The Effect of Recipient Contribution on Support for Social Programs," with Sally Sadoff.

"Moral Costs and Rational Choice: Theory and Experimental Evidence" with Jim Cox, John List, Vjollca Sadiraj and Michael Price. *NBER Working Paper No. 22234*.

"The Association Between Personality Traits and Voting in the 2016 Presidential Election" single authored. *CESR-Shaefter Working Paper No. 2017-01*.

"When Incentives Backfire: Spillover Effects in Food Choice" with Manuela Angelucci, Silvia Prina and Heather Royer. *NBER Working Paper No. 21481*.

"A University-Wide Experiment on Gender Differences in Competitiveness" single-authored.

"Incentives to Eat Healthy: Evidence from a Grocery Store Field Experiment" with John List and Terri Zhu. *CESR-Schaeffer Working Paper No. 2015-25*.

"Dynamic Inconsistency in Food Choice: Experimental Evidence from a Food Desert" with Charles Sprenger and Sally Sadoff.

"How do Suggested Donations Affect Charitable Gifts? Evidence from a Field Experiment in Public Broadcasting" with David Reiley.

"Do I Care if You are Paid? A Field Experiment on Charitable Donations," with Uri Gneezy, Holger Rau and Lilia Zhurakhovska.

"Small Acts of Kindness: Focusing on the Affective Benefits of Giving Increases Children's Sharing Behavior," with Ayelet Gneezy and Nadia Chernyak.

## WORK IN PROGRESS

"Towards an Understanding of What Works in Preschool Education" with Roland Fryer, Steven Levitt and John List.

"Hassle Costs and Charitable Giving: A Field Experiment with Google Employees" with David Reiley.

"Overconfidence as a Social Signal among Children" with Gary Charness, Aldo Rustichini and Jeroen van de Ven.

ACADEMIC GRANTS	<p>Alfred P. Sloan Foundation, 2016-19, Co-PI: \$500,000.</p> <p>Center for Behavioral Economics and Healthy Food Choice Research, 2016-18, PI: \$50,000.</p> <p>United States Department of Agriculture, 2016-19, PI: \$250,000.</p> <p>Hymen Milgrom Supporting Organization Grant, 2015-18, Co-PI: \$750,000.</p> <p>Produce for Better Health Foundation, 2015-16, PI: \$15,000.</p> <p>UW-Madison Fall Research Competition, 2014-15 (deferred), PI: \$43,801.</p> <p>UW-Madison BRITE Lab Seed Grant, 2014-15, PI: \$5,100.</p> <p>USDA RIDGE Center for National Food and Nutrition Assistance, 2013-14, PI: \$39,000.</p> <p>Cornell Center for Behavioral Economics in Child Nutrition, 2013-14, PI: \$10,000.</p> <p>University of Chicago Institute for Translational Medicine, 2013-14, Co-PI: \$34,670.</p> <p>Consortium to Lower Obesity in Chicago Children, 2013-14, Co-PI: \$18,531.</p> <p>UW-Madison Fall Research Competition, 2013-14, PI (2 awards): \$89,810.</p> <p>John Templeton Foundation, 2012-15, Co-PI: \$4,800,000.</p> <p>Cornell Center for Behavioral Economics in Child Nutrition, 2011-12, Co-PI: \$34,154.</p> <p>Social Security Administration, 2010-11, Co-PI (2 awards): \$65,516.</p> <p>National Science Foundation, 2009-12, Co-PI: \$376,984.</p> <p>International Foundation for Research in Experimental Economics, 2008-12, Co-PI: \$3,100.</p> <p>Purdue University Research Foundation, 2008-09, Co-PI: \$17,280.</p>
AWARDS AND ACHIEVEMENTS	<p>Faculty Fellow, Teaching and Learning Excellence Initiative, UW-Madison, 2013-14.</p> <p>Award for Outstanding Teaching, Krannert School of Management, Purdue University, 2008.</p> <p>David M. Knox Fellowship, Purdue University, 2005.</p>
TEACHING EXPERIENCE	<p>Introductory Microeconomics, Experimental Economics, Consumer and the Market</p>
INVITED SEMINARS	<p>2017 (including scheduled): University of Michigan, University of California-Santa Barbara.</p> <p>2016: Purdue University.</p> <p>2015: University of Chicago, University of Southern California.</p> <p>2014: University of Texas at Dallas, Georgia State University, Virginia Commonwealth University and University of Richmond, George Mason University, Norwegian School of Economics, RAND, University of California-San Diego.</p> <p>2013: University of Pittsburgh.</p> <p>2012: University of California-Santa Barbara, University of Michigan, George Washington University, University of Illinois at Urbana-Champaign, University of California-San Diego, University of Pennsylvania, Southern Methodist University, UW-Madison, Purdue University.</p> <p>2011: George Mason University, University of California-Irvine, Chapman University, Purdue University, RAND.</p>
CONFERENCE PRESENTATIONS	<p>2017 (including scheduled): American Economic Association Meetings; University of California, San Diego Spring School.</p> <p>2016: American Economic Association Meetings; University of California, San Diego Spring School; University of Southern California Workshop on Understanding Cognition and Decision-Making by Children, University of Chicago Summer Institute on Field Experiments, Economic Science Association North American Meetings.</p>

2015: Science of Philanthropy Initiative Conference; Stanford Institute for Theoretical Economics; University of Chicago Summer Institute on Field Experiments; Frontiers of Behavioral Economics; Morality, Incentives and Unethical Behavior; University of California, San Diego Spring School; Methods in Experimental Economics Research Conference at Texas A&M; Experimental Methods in Policy; American Economic Association Meetings.

2014: Southern Economic Association; Science of Philanthropy Initiative Conference; Harvard Behavioral Economics in Philanthropy Conference; Murphy Institute Behavioral Public Economics Conference; North American Economic Science Association; USDA RIDGE Conference; Society for the Advancement of Behavioral Economics; USDA Healthy Food Incentives Workshop (discussant); International Economic Science Association Conference; RAND Behavioral Finance forum; Charitable Giving: Theory and Evidence Workshop; Field Experiments in Marketing Conference; Experimental Methods in Policy Conference; American Economic Association Meetings.

2013: CASE District V Conference; North American Economic Science Association Conference; Science of Philanthropy Initiative Conference; World Meetings of the Economic Science Association; RAND Behavioral Finance Forum.

2012: American Public Health Association; Science of Generosity Meetings (discussant); International Economic Science Association; RAND Behavioral Finance Forum.

2011: North American Economic Science Association Conference; Advances with Field Experiments; Alliances and Alliance Formation in Conflict Workshop; Information Management Workshop; International Economic Science Association Conference; Western Economic Association Conference; RAND Behavioral Finance Forum.

2010: North American Economic Science Association Conference; Financial Literacy Research Consortium; International Economic Science Association Conference; Family Financial Security Symposium; New York University Neuroeconomics Colloquium; American Economic Association Meetings (discussant).

2009: North American Economic Science Association Conference; How to Research the Presentation of Financial Options for Retirees Workshop; IEEE Symposium on Visual Analytics Science and Technology; European Economic Science Association Conference; International Economic Science Association Conference.

SERVICE TO THE  
PROFESSION

Editorial Board, *Journal of Pension Economics and Finance*, 2016-present.

Leadership Team, Science of Philanthropy Initiative, 2012-2015

Conference Co-Organizer, University of Chicago Advances in Field Experiments Conference, 2016; University of Chicago Summer Institute on Field Experiments 2015-2017; Science of Philanthropy Initiative Conference, 2013-2015 and 2017; International Economic Science Association Meetings, 2011.

Refereeing for *Econometrica*, *Management Science*, *Review of Economic Studies*, *Economic Journal*, *Games and Economic Behavior*, *Journal of Public Economics*, *American Economic Journal-Policy*, *Experimental Economics*, *Journal of Health Economics*, *Journal of Economic Behavior and Organization*, *American Journal of Agricultural Economics*, *Scandinavian Journal of Economics*, *Economic Inquiry*, *Economics Letters*, *Journal of Behavioral and Experimental Economics*, *Journal of Economic Education*, *PLoS One*, *Southern Economic Journal*, *Nonprofit and Voluntary Sector Quarterly*, *Journal of Experimental Child Psychology*, *American Journal of Political Science*, *Journal of Economic Psychology*, *Public Health Nutrition*, *Social Choice and Welfare*, *Health Economics*, *Journal of Banking and Finance*, *Environment and Behavior*, *Journal of Organizational Computing and Electronic Commerce*, *National Science Foundation*, *Templeton Foundation*.

UNIVERSITY  
SERVICE

Hiring committee member, USC CESR, 2016-2017.

Faculty Advisory Board, UW-Madison BRITE Laboratory, 2012-2015

## STUDENT ADVISEES

**Graduate Students:** Christa Gibbs (Ph.D. Committee, 2016, now at CFPB), Charis Xiang Li (Master's Thesis Advisor, 2012-14, now Ph.D. student at University of Florida), Nilton Porto (Ph.D. Committee, 2012-14, now AP at University of Rhode Island), Kathryn Carroll (Ph.D. Committee, 2013-present), Sunyee Yoon (Ph.D. Committee Member, 2012-14), Fei Men (Ph.D. Committee Member, 2013-2014).

**Undergraduate Research Scholars:** Petra Reyes (2017-present), Andre Gray (2016-present), Tarush Gupta (2016-present), Kevin Sokal (2015-present), Rui Chen (2015-present), Mina Zhang (2015-2016), Hannah Walter (2015-2016), Kevin Guo (2015-2016), Camille Choe (2015-2016), Hancong Gao (2015), Dustin Pashouwer (2014-2015), Wanqun Zhao (2013-15, now Ph.D. student at UC-San Diego), Kevin Huang (2013-2015, now research staff at Harvard University), Daniel Li (2013-14), Carrie Ip (2013-14), Tristan Abbott (2013-14), Amanda Chuan (2010-12, now Ph.D. student at Wharton), Rene Crespín (2010-11, now M.S. student at University of Michigan), Jennie Huang (2010-11, now Ph.D. student at Wharton), Anshuman Didwania (2009-2010, continued to MBA program at Stanford).