

David I. Laibson  
Harvard University  
Department of Economics  
Littauer M-14, Cambridge MA, 02138  
<http://post.economics.harvard.edu/faculty/laibson/laibson.html>  
617-496-3402 617-495-8570 (FAX)  
[dlaibson@harvard.edu](mailto:dlaibson@harvard.edu)

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## **EDUCATION**

- 1990-1994: Massachusetts Institute of Technology  
Ph.D. Economics
- 1988-1990: London School of Economics  
M.Sc. Econometrics and Mathematical Economics, with Distinction
- 1984-1988 Harvard University  
A.B. Economics, Summa cum Laude

## **PROFESSIONAL EXPERIENCE**

- 2002-present: Harvard University, Department of Economics  
Professor of Economics
- 1998-2002: Harvard University, Department of Economics  
Paul Sack Associate Professor of Political Economy
- 1997-1998: National Bureau of Economic Research Fellowship
- 1994-1998: Harvard University, Department of Economics  
Assistant Professor of Economics

## **PROFESSIONAL ASSOCIATIONS**

- 2003-present: *Journal of the European Economics Association*  
Editorial Board
- 2002-present: Russell Sage Foundation Summer School in Behavioral Economics  
Organizer
- 2001-present: *Journal of Risk and Uncertainty*  
Advisory Editor
- 2001-present: Brookings Institution  
Advisory Committee for the Brookings Papers on Economic Activity

2000-present: *The Q.R. Journals of Macroeconomics*  
Associate Editor

2000-present: National Institutes of Health, NIA  
Health and Retirement Survey Monitoring Committee

1998-present: Russell Sage Behavioral Economics Roundtable

1995-present: MacArthur Foundation Preferences Network

1995-present: National Bureau of Economic Research  
Research Associate (Asset Pricing, Economic Fluctuations, Aging)

### **RESEARCH AWARDS AND HONORS**

2004: Carlos Diaz-Alejandro Lecture, Latin American Meeting of the Econometric Society

2004: Social Security Administration Grant

2003: National Institutes of Health Center Grant (with David Wise)

2003: National Institutes of Health Grant (with Brigitte Madrian and Andrew Metrick)

2002: Keynote Speaker, European Society for Population Economics

2001: Nobel Symposium, Behavioral and Experimental Economics, Speaker

2001: Alfred P. Sloan Foundation Research Fellowship

2000: National Science Foundation Grant Recipient (with Xavier Gabaix)

2000: 8th World Congress of Econometric Society, Plenary Session Speaker

1999: National Institutes of Health Grant

1999: John M. Olin Foundation Faculty Fellowship

1998: TIAA-CREF Paul A. Samuelson Award, Certificate of Excellence

1997: National Bureau of Economic Research Aging Fellowship

1997: MacArthur Foundation Research Grant Recipient

1995: National Science Foundation Career Grant Recipient

1994: Review of Economics Studies Tour

1993: Sloan Foundation Doctoral Dissertation Fellowship

1990: National Science Foundation Graduate Fellowship

1988: Marshall Scholarship

### **TEACHING AWARD**

1999: Phi Beta Kappa Prize for Excellence in Undergraduate Teaching

## RESEARCH PAPERS

1. "Separate Neural Systems Value Immediate and Delayed Monetary Rewards," (with Samuel M. McClure, George Loewenstein and Jonathan D. Cohen). *Science* 306, October 15, 2004.
2. "Saving for Retirement on the Path of Least Resistance," (with James Choi, Brigitte Madrian, and Andrew Metrick), forthcoming in Ed McCaffrey and Joel Slemrod, eds., *Behavioral Public Finance*.
3. "Plan Design and 401(k) Savings Outcomes," (with James Choi and Brigitte Madrian), *National Tax Journal*, 57(2), June 2004, pp. 275-98.
4. "For Better or For Worse: Default Effects and 401(k) Savings Behavior" (with James Choi, Brigitte Madrian, and Andrew Metrick) in David Wise editor PERSPECTIVES IN THE ECONOMICS OF AGING. Chicago, IL: University of Chicago Press, 2004, pp. 81-121.
5. "Employee Investment Decisions about Company Stock," (with James Choi, Brigitte Madrian and Andrew Metrick), in Olivia Mitchell and Steven Utkus, eds., *Pension Design and Structure: New Lessons from Behavioral Finance*, Oxford: Oxford University Press, 2004, 121-136.
6. "Optimal Defaults" (with James Choi, Brigitte Madrian and Andrew Metrick), *American Economic Review Papers and Proceedings*, May 2003, pp. 180-185.
7. "A new challenge for economics: the frame problem" (with Xavier Gabaix), I. Broca and J. Carillo eds., COLLECTED ESSAYS IN PSYCHOLOGY AND ECONOMICS, Oxford University Press, 2003.
8. "A Debt Puzzle" (with Andrea Repetto and Jeremy Tobacman), in eds. Philippe Aghion, Roman Frydman, Joseph Stiglitz, Michael Woodford, KNOWLEDGE, INFORMATION, AND EXPECTATIONS IN MODERN ECONOMICS: IN HONOR OF EDMUND S. PHELPS, Princeton: Princeton University Press, 2003, 228-266.
9. "Intertemporal Decision Making." ENCYCLOPEDIA OF COGNITIVE SCIENCE, Nature Publishing Group: London, 2003.
10. "The Economic Approach to Social Capital" (with Edward L. Glaeser and Bruce Sacerdote). *Economic Journal*, August 2002.
11. "Hyperbolic discounting and consumption," (with Christopher J. Harris) in eds. Mathias Dewatripont, Lars Peter Hansen, and Stephen Turnovsky, *Advances in Economics and Econometrics: Theory and Applications, Eighth World Congress, Volume 1*, 2002, pp. 258-298.

12. "Defined Contribution Pensions: Plan Rules, Participant Decisions, and the Path of Least Resistance" (with James J. Choi, Brigitte Madrian, and Andrew Metrick), in ed. James Poterba, *TAX POLICY AND THE ECONOMY*, 16, 2002, pp. 67-113.
13. "How does the Internet Affect Trading? Evidence from Investor Behavior in 401(k) Plans." (with James Choi and Andrew Metrick), *Journal of Financial Economics*, 64(3), 2002, pp. 397-421.
14. "Dynamic Choices of Hyperbolic Consumers" (with Christopher Harris), *Econometrica*, 69(4), July 2001, pp. 935-957.
15. "The 6D Bias and the Equity Premium Puzzle" (with Xavier Gabaix), in eds. Ben Bernanke and Kenneth Rogoff, *NBER MACROECONOMICS ANNUAL 2001*, pp. 257-311.
16. "The Hyperbolic Consumption Model: Calibration, Simulation, and Empirical Evaluation" (with George-Marios Angeletos, Andrea Repetto, Jeremy Tobacman, and Stephen Weinberg), *Journal of Economic Perspectives*, August 2001, pp. 47-68. [Reprinted in G. Loewenstein ed. volume on Intertemporal Choice, Russell Sage Foundation.]
17. "A Cue-Theory of Consumption," *Quarterly Journal of Economics*, 66(1), February 2001, pp. 81-120.
18. "A Boundedly Rational Decision Algorithm" (with Xavier Gabaix), *American Economic Review Papers and Proceedings*, 90, May 2000, 433-438.
19. "Measuring Trust" (with Edward Glaeser, Jose Scheinkman, and Christine Soutter), *Quarterly Journal of Economics*, 65, August 2000, pp. 811-846.
20. "The Implications of Hyperbolic Discounting for Project Evaluation" (with Maureen Cropper), in eds. John Weyant and Paul R. Portney *DISCOUNTING AND INTERGENERATIONAL EQUITY*, Washington: Resources for the Future, 1999.
21. "Self-Control and Saving for Retirement" (with Andrea Repetto and Jeremy Tobacman), *Brookings Papers on Economic Activity*, No. 1, 1998, 91-196. [Reprinted in *Social Security Reform: Financial and Political Issues in International Perspective*, edited by Robin Brooks and Assaf Razin, Cambridge University Press, forthcoming.]
22. "Amos Tversky and the Ascent of Behavioral Economics" (with Richard Zeckhauser), *Journal of Risk and Uncertainty*, 16, 1998, 7-47.
23. "Life-cycle Consumption and Hyperbolic Discount Functions," *European Economic Review Papers and Proceedings*, 42 1998, 861-871.

24. "Golden Eggs and Hyperbolic Discounting," *Quarterly Journal of Economics*, 62, May 1997, 443-77.
25. "Economic Implications of Extraordinary Movements in Stock Prices" (with Benjamin M. Friedman), *Brookings Papers on Economic Activity*, December 1989, 137-72.

### **EDITED VOLUME**

THE MATCHING LAW: PAPERS ON PSYCHOLOGY AND ECONOMICS (with Howard Rachlin),  
Harvard University Press, 1997.

### **PUBLISHED COMMENTS**

1. Comment on Michael Hurd and James Smith's chapter, "Anticipated and Actual Bequests" In D. Wise ed., *Themes in the Economics of Aging*, National Bureau of Economic Research: Cambridge, MA, 2001.
2. "Are we saving enough?" comment in *Brookings Papers on Economic Activity*, No. 2, 1999, 174-77.
3. "Undersaving?" comment in NBER MACROANNUAL, 1999, 370-374.
4. "Choice Bracketing," comment in *Journal of Risk and Uncertainty*, 19, 1999, 201-2.
5. "Psychological perspectives on 401K's," comment IN FRONTIERS IN THE ECONOMICS OF AGING, edited by David Wise, NBER and University of Chicago Press, 1998, 106-120.
6. "An Economic Perspective on Addiction and Matching." comment in *Behavioral and Brain Sciences*, 19:4, 1996, 583-584.