

Vita
Kevin A. McCabe

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EDUCATION

- 1972-76 Undergraduate Student, Villanova University, **B.S.** -- 1976
National Honor Societies: Phi Kappa Phi and Pi Mu Epsilon.
1976-82 Graduate Student, University of Pennsylvania, **Ph.D.** -- 1985

EMPLOYMENT

- 1982-88 *Assistant Professor of Economics*, University of Arizona
1988-90 *Research Scientist*, Economic Science Laboratory, University of Arizona
1990-96 *Associate Professor of Accounting*, University of Minnesota
1996-98 *Associate Professor of Economics*, U of A
1998-01 *Professor of Economics*, U of A
2001-05 *Professor of Economics and Law*, George Mason University
2005- *Professor of Economics, Law, and Neuroscience*, George Mason University

SERVICE, FELLOWSHIPS, GRANTS

- 2006-07 Program Advisory Committee, 97'th Dahlem Workshop on: Better than
Conscious
2005- Co-Director, NICKI, Neuroscience Imaging Core at the Krasnow Institute
Member, NSF Review Panel, Decision Making, Uncertainty, and Risk
2004- Founding Director of the Center for Law and Neuroeconomics at George Mason
University
Chairman of the Board, International Foundation for Research in Experimental
Economics
2001- Research Scholar, Interdisciplinary Center for Economic Science (ICES)
Research Scholar, Mercatus Center at George Mason University
Krasnow Principle Investigator, George Mason University
Research Fellow, Gruter Institute for Law and Behavioral Research
2001-02 Section Editor, Economics, Encyclopedia of Cognitive Science, Nature
Publishing Group, Macmillan Publishers Ltd
1998- Distinguished Research Scholar, International Foundation for Research in
Experimental Economics
1997- Editorial Board Member: Experimental Economics.

1997-04 Board of Directors: International Foundation for Research in Experimental Economics (IFREE)

1996-01 ESL Senior Research Scholar, University of Arizona

1993-97 Editorial Board Member: Review of Accounting Studies.
Senior Research Associate: Economic Science Laboratory.

1993-95 USAID Consultant: Training in Economics and Management, Warsaw School of Economics MBA program, Poland.

1992-96 Faculty Mentor: NSF Undergraduate Research Opportunities Program in the Behavioral Sciences.

1991-1994 Board of Directors: Economic Science Association.

1986-87 Post-Doctoral Fellow, Center for Political Economy, Washington University

MAJOR GRANTS

NSF, 6/04-5/06, McCabe, K./Houser D./Smith V., Enhancing Human Economic Performance.

NSF, 9/01 – 9/06, McCabe, K./Houser D./Smith V., Brain Function and Economic Decision Making.

Russell Sage – 1/00-1/01, McCabe/Houser/Smith, Trust and Reciprocity in Interpersonal Exchange.

NSF, 11/98 – 10/2000, Special Creativity Extension Competition, Hoffman/ McCabe/Smith, New Directions in Behavioral Foundations of Reciprocity Research.

NSF, 10/98 – 10/99, Dickhaut/ McCabe/ Pardo/K. Smith, Decomposing the Processing Steps and Neuronal Basis of Choice.

NSF, 11/95 - 6/98, Hoffman/ McCabe/Smith, Behavioral Foundations of Reciprocity.

NSF, 7/92 - 12/94, Hoffman/McCabe/Smith, Fairness, Institutions and Anonymity in Bargaining Games.

NSF, 3/90 – 8/93, McCabe/ Rassenti/ Smith, Experiments in Computer Coordinated Decentralized Resource Allocation Systems.

NSF, 7/89 – 12/91, McCabe/ Rassenti/ Smith/LaMaster, Institutional Design and Market Engineering.

FERC, 6/87 – 6/88, McCabe/ Rassenti/ Smith, An Experimental Gas Pipeline Network Exchange.

WORKING PAPERS

“Voluntary Exchange and Voluntary Reputations,” with Dan Houser, and Ryan Oprea, working paper

“Working for Self versus Working for Other,” with Erte Xiao and Dan Houser, working paper.

“Trust, Reciprocity, and Interpersonal History,” with John Dickhaut, working paper.

“Experiments on the Effects of Agency Incentives on the Efficient Use of the Courts,” with Laura Inglis and Alastair Walling, working paper.

“The road not taken: fictive learning signals in a sequential investment game,” with Terry Lohrenz, Colin Camerer, and Read Montague, working paper.

“When punishment fails: Research on sanctions, intentions and non-cooperation,” with Erte Xiao, Dan Houser, and Vernon Smith, working paper.

FORTHCOMING

“The Neuroeconomics of Personal and Interpersonal Decision Making,” forthcoming chapter in a book edited by Keith Murnighan, et. al.

“Disposition, History, and Contributions in Public Goods Experiments,” with Anna Gunnthorsdottir and Daniel Houser, forthcoming Journal of Economic Behavior and Organizations. Online February 2, 1996.

“Why stable fiat money hyperinflates: Results from an experimental economy,” with Carey Deck and Dave Porter, forthcoming, Journal of Economic Behavior and Organizations, online November 3, 2005.

“Sustaining Cooperation in Trust Games,” with Mary Rigdon and Vernon Smith, forthcoming The Economic Journal.

PUBLICATIONS

“Scarcity Begets Addiction,” with Giorgio Ascoli, Behavioral and Brain Sciences, 29, 2006, pp. 178-178.

“Reciprocity and Social Order: What Do Experiments tell Us About The Failure of Economic Growth?”, Review of Austrian Economics, 18, 2005, pp. 241-280.

“Experiments on the Effects of Cost Shifting, Court Costs, and Discovery on the Efficient Settlement of Tort Claims,” with Laura Inglis, Kevin McCabe, Steve Rassenti, Daniel R. Simmons, and Erik Tallroth, Florida State Law Review, (33)1, 2005, pp. 89-117.

“Roundtable Discussion: Must We Choose Between Rationality and Irrationality?,” with Moderator: Claire A. Hill, et. al., Chicago-Kent Law Review, (80)3,2005, pp. 1257-1284.

“Neuroeconomics and Rationality,” with Terrence Chorvat, Chicago-Kent Law Review, (80)3,2005, pp. 1235-1255.

“Identifying individual differences: An algorithm with application to Phineas Gage,” with Antoine Bechara, Daniel Houser, Michael Keane, and Vernon Smith, Games and Economic Behavior, 52, 2005, PP. 373-385.

“Risk preference instability across institutions: A dilemma,” with Joyce Berg and John Dickhaut, Proceedings of the National Academy of Sciences, (102)11, 2005, pp. 4209-4214.

“Law and Neuroeconomics,” with Terrence Chorvat and Vernon Smith, in The Supreme Court Economic Review, (13) 2005, pp. 35-62.

“Lessons from Neuroeconomics for the Law,” with Terrence Chorvat and Vernon Smith, in The Law and Economics of Irrational Behavior, Francesco Parisi and Vernon Smith eds., Stanford University Press, Stanford, CA, 2005, pp. 68-94.

“What Makes Trade Possible?” with Vernon Smith and Elizabeth Hoffman, in The Law and Economics of Irrational Behavior, Francesco Parisi and Vernon Smith eds., Stanford University Press, Stanford, CA, 2005. pp. 169-185.

“Behavior in a Dynamic Decision Problem: An Analysis of Experimental Evidence Using a Bayesian Type Classification Algorithm,” with Dan Houser and Michael Keane, Econometrica, 72(3), 2004, pp. 781-822.

"The brain and the law," with Terrence Chorvat, Phil. Trans. R. Soc. Lond. B, 359(2004), pp. 1727-1736.

"Oligopoly competition in fixed cost environments," with Yvonne Durham, Mark Olson, Stephen Rassenti, and Vernon Smith, International Journal of Industrial Organization, 22(2004), pp. 147-162.

"Cultural group selection: Discussion," with Daniel Houser and Vernon Smith, Journal of Economic Behavior and Organizations, 53(2004), pp. 85-88.

“Positive Reciprocity and Intentions in Trust Games,” with Mary Rigdon, and Vernon Smith, Journal of Economic Behavior and Organizations, (52) 2003, pp. 267-275.

“The role of context in choice: The effect of different comparison gambles on risky behavior,” with John Dickhaut, Jennifer Nagode, Kip Smith, and Jose Pardo, Proceedings of the National Academy of Sciences, (100)2003, pp. 3536-3541.

“A Cognitive Theory of Reciprocal Exchange,” in Trust and Reciprocity: Interdisciplinary Lessons from Empirical Research, Elinor Ostrom and James Walker Ed., Russell Sage Foundation, 2003, pp147-169.

“Strategic Analysis by Players in Games: What Information Do They Use?,” with Vernon Smith, in Trust and Reciprocity: Interdisciplinary Lessons from Empirical Research, Elinor Ostrom and James Walker Ed., Russell Sage Foundation, 2003, pp275-301.

“Neuroeconomics,” Encyclopedia of Cognitive Science, Lynn Nadel (ed-in chief), Nature Publishing Group, Macmillan Publishers Ltd., Vol. 3, 2003, pp. 294-298.

"Game Theory in Economics," Encyclopedia of Cognitive Science, Lynn Nadel (ed-in chief), Nature Publishing Group, Macmillan Publishing Ltd., Vol. 3, 2003, pp. 190-195.

"Reciprocity and Social Order: What Do Experiments Tell Us About Economic Growth?" USAID Forum Reports, 2003, pp. 1-76.

“Using the Machiavellian Instrument to Predict Trustworthiness in a Bargaining Game,” with Anna Gunnthursdottir and Vernon Smith, Journal of Economic Psychology, (23)2002, pp. 49-66.

“Neuronal Substrates for Choice Under Ambiguity, Risk, Certainty, Gains, and Losses,” with Kip Smith, John Dickhaut, and José Pardo, Management Science, (48)2002, pp. 711-718.

“Cooperation in Single Play, Two-Person Extensive Form Games Between Anonymously Matched Players,” with Mary Rigdon and Vernon Smith, in Experimental Business Research, Rami Zwick and Amnon Rapoport (Eds.), Kluwer Academic Publishers, Boston, 2002, pp. 49-67.

“Physiological Anticipation and Endowment Effects: Inferred Brain Function in the Formation of Allocations in an English Auction,” with John Dickhaut, Kip Smith, Nicole Peck, and Vijay Rajan, in Experimental Business Research, Rami Zwick and Amnon Rapoport (Eds.), Kluwer Academic Publishers, Boston, 2002, pp. 207-229.

“Evolutionary Economics,” with Vernon Smith, Encyclopedia of Evolution, Kristen Hawkes, ed., 2002.

“A Functional Imaging Study of Cooperation in Two-Person Reciprocal Exchange,” with Daniel Houser, Lee Ryan, Vernon Smith, and Theodore Trouard, Proceedings of the National Academy

of Sciences, (98)2001, pp. 11832-11835.

"Incremental Commitment and Reciprocity in a Real Time Public Goods Game," with Robert Kurzban, and Vernon Smith and Bart Wilson, in Personality and Social Psychology Bulletin, (27)2001, pp. 1662-1673.

"Goodwill Accounting and the Process of Exchange," with V. Smith, Gigerenzer, G. & Selten, R. (Eds.) (2001). Bounded rationality: The adaptive toolbox. Cambridge, MA: MIT Press. 2001, pp. 319-340.

"What is the Role of Culture in Bounded Rationality," with J. Henrich, W. Albers, R. Boyd, G. Gigerenzer, A Ockenfels, P.E. Tetlock, and H.P. Young, Gigerenzer, G. & Selten, R. (Eds.) (2001). Bounded rationality: The Adaptive Toolbox. Cambridge, MA: MIT Press. 2001, pp. 343-359.

"An Experimental Study of Information and Mixed-Strategy Play in the Three-Person Matching-Pennies Game," with Arijit Mukherji and David Runkle, Economic Theory, (15)2000, 421-462.

"A Two Person Trust Game Played by Naïve and Sophisticated Subjects," with Vernon Smith, Proceedings of the National Academy of Sciences, (97)7, 2000, pp. 3777-3781.

"Friend-or-Foe Intentionality Priming in an Extensive Form Trust Game," with Terry Burnham and Vernon Smith, Journal of Economic Behavior and Organizations, (43)2000, pp. 57-73.

"Intentionality Detection and "MindReading": Why Does Game Form Matter?" with Vernon Smith and Mike LePore, Proceedings of the National Academy of Sciences, (97)8,2000, pp. 4404-4409.

"Theory-of Mind Mechanism in Personal Exchange," with Georgio Coricelli and Vernon Smith, in Affective Minds, G. Hatano, N.Okada, and H. Tanabe eds., Elsevier Science B.V., Amsterdam, 2000, pp.249-259.

"The Impact of Exchange Context on the Activation of Equity in Ultimatum Games," with Elizabeth Hoffman and Vernon Smith, Experimental Economics, 3(1),2000, pp. 5-9.

"Avoiding Competence Substitution Through Knowledge Sharing ," with Shobha Das and Susan McEviley, Academy of Management Review, (25)2, 2000.

"Are Decisions Under Risk Malleable?" with Christina Fong, in the Proceedings of the National Academy of Sciences, (96)1999, pp. 10927-10932.

"Designing Auction Institutions for Exchange," with Stephen Rassenti and Vernon Smith, in IIE Transactions, (31)1999, pp.803-811.

"Social Distance and Other-Regarding Behavior in Dictator Games: Reply," with Elizabeth Hoffman, and Vernon Smith, American Economic Review, (89)1, 1999, pp 340-341.

"Who do you Trust?" with Vernon Smith, the Boston Review, December/January, 1998/1999.

"Reciprocity, Trust and Payoff Privacy in Extensive Form Experimental Games," with Stephen Rassenti and Vernon Smith, Games and Economic Behavior, (24)1998, pp. 10-23.

"Behavioral Foundations of Reciprocity: Experimental Economics and Evolutionary Psychology," with Elizabeth Hoffman and Vernon Smith, Economic Inquiry, (36)1998, 335-352.

"Experimental Law and Economics," with E. Hoffman and V. Smith, in The New Palgrave Dictionary of Law and Economics, P Newman ed.,1998.

"Reciprocity: The Behavioral Foundations of Socio-Economic Games," with Elizabeth Hoffman, and Vernon Smith, in Understanding Strategic Interaction - Essays in Honor of Reinhard Selten, Wulf Albers, Werner Guth, Peter Hammerstein, Benny Moldovanu, and Eric Van Dame, Eds., Springer-Verlag, 1997, pp. 328-344.

"The Behavioral Foundations of Stewardship Accounting: What is Accountability?," with John Dickhaut, Behavioral Research in Accounting, (9)1997, pp. 60-87.

"Social Distance and Other-Regarding Behavior," with Elizabeth Hoffman, and Vernon Smith, American Economic Review, (86)1996, pp. 653-660.

"Game Theory and Reciprocity in Some Extensive Form Experimental Games," with Stephen Rassenti and Vernon Smith, Proceedings of the National Academy of Sciences, (93)1996, pp.13421-13428.

"Stability and Preference Distortion in Resource Matching: An Experimental Study of the Marriage Problem," with Glenn Harrison, Research in Experimental Economics, JAI Press, (6)1996, pp. 53-129.

"On Property Rights and the Monetary Stakes in Ultimatum Game Bargaining," with Elizabeth Hoffman and Vernon Smith, International Journal of Game Theory, (25)1996, pp. 289-301.

"Expectations and Fairness in a Simple Bargaining Experiment," with Glenn Harrison, International Journal of Game Theory, (25)1996, pp. 303-327.

"An Experimental Examination of the Walrasian Tatonnement Mechanism," with Corinne Bronfman, David Porter, Stephen Rassenti, and Vernon Smith, Rand Journal, (27)1996, pp. 681-699.

"An Experimental Study of Strategic Information Transmission," with John Dickhaut and Arijit

Mukherji, Economic Theory, (6)1995, pp. 389-403.

"Trust, Reciprocity, and Social History," with Joyce Berg and John Dickhaut, Games and Economic Behavior, (10)1995, pp. 122-142.

"Capital Market Experience for Financial Accounting Students," with Joyce Berg, John Dickhaut, Jack Hughes and Judy Rayburn, Contemporary Accounting Review, (11)1995, pp. 941-958.

"Ultimatum and Dictator Games," with Elizabeth Hoffman and Vernon Smith, Journal of Economic Perspectives, Fall 1995, pp. 236-239.

"Institutional Design for Electronic Trading," with Stephen Rassenti and Vernon Smith, in Global Equity Markets: Technological, Competitive and Regulatory Challenges, Robert Schwartz ed., Irwin Press, 1995, pp. 121-156. Reprinted in Trader Forum, a research service of Institutional Investor.

"Combining Individual and Aggregate Perspectives: Laboratory Market Approaches," with Joyce Berg and John Dickhaut, in Judgment and Decision Making Research in Accounting and Auditing, Robert and Alison Ashton eds., Bookshelf Series in Judgement and Decision Making, Cambridge University Press, 1995, pp.102-134.

"Preferences, Property Rights, and Anonymity in Bargaining Games," with Elizabeth Hoffman, Keith Shachat, and Vernon Smith, Games and Economic Behavior, (7)1994, pp. 346-380.

"Designing a Real Time Computer Assisted Auction for Natural Gas Networks," with Stephen Rassenti and Vernon Smith, in New Directions in Computational Economics, edited by W. Cooper and A. Whinston, Kluwer Academic Publishers, 1994, pp. 41-54.

Book review of Choosing Justice: An experimental approach to ethical theory, by Norman Frohlich and Joe Oppenheimer, University of California Press, 1992. Appears in Journal of Economic Literature, Vol. 32, June 1994.

"The Role of Experience for Testing Bargaining Theory in Experiments" with Glenn Harrison, Research in Experimental Economics, JAI Press, (5)1993, pp. 137-169.

"Designing a Uniform Price Double Auction: An Experimental Evaluation," with Stephen Rassenti and Vernon Smith, refereed for The Double Auction Market: Theories and Evidence, D. Friedman, and J. Rust eds., Proceedings of the Santa Fe Institute, Addison-Wesley, 1993.

"Designing Auction Institutions: Is Double Dutch the Best?" with Stephen Rassenti and Vernon Smith, The Economic Journal, (102)1992, pp. 9-23.

"Experimental Testing of 'Smart' Computer Assisted Markets," with Stephen Rassenti and

Vernon Smith, Science, (254)1991, pp. 534-538.

"Testing Vickrey's and Other Simultaneous Multiple Unit Versions of the English Auction," with Stephen Rassenti and Vernon Smith, Research in Experimental Economics, JAI Press, (4)1991, pp. 45-79.

"Experimental Research on Deregulated Markets for Natural Gas Pipeline and Electric Power Transmission Networks," with Stephen Rassenti and Vernon Smith, Research in Law and Economics, (13)1991, pp. 161-189.

"Lakatos and Experimental Economics," with Stephen Rassenti and Vernon Smith, refereed for conference volume, Appraising Economic Theories: Studies in the Methodology of Research Programs, Neil de Marchi and Mark Blaug eds., Edward Elgar, 1991.

"Auction Design for Composite Goods: The Natural Gas Industry," with Stephen Rassenti and Vernon Smith, Journal of Economic Behavior and Organizations, (14)1990, pp. 127-149.

"Auction Institutional Design: Theory and Behavior of Simultaneous Multiple Unit Generalizations of Dutch and English Auctions," with Stephen Rassenti and Vernon Smith, American Economic Review, (80)1990, pp. 1276-1283.

"Markets, Competition, and Efficiency in Natural Gas Pipeline Networks," with Stephen Rassenti, Stanley Reynolds, and Vernon Smith, Natural Gas, October (1989), pp. 23-26.

"Designing 'Smart' Computer Assisted Markets: An Experimental Auction for Gas Networks," with Stephen Rassenti and Vernon Smith, European Journal of Political Economy, (5)1989, pp. 259-283.

"Fiat Money as a Store of Value in an Experimental Market," Journal of Economic Behavior and Organizations, (12)1989, pp. 215-231.