

MATTHEW CHAO

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Academic Positions

Williams College, Assistant Professor of Economics (tenure-track) 2015-present

Education

Ph.D., M.Sc., Social Science, California Institute of Technology (Advisor: Colin Camerer) 2010-2015

B.A., Dartmouth College, Summa cum Laude 2002-2006
Dual Major: Psychological & Brain Sciences; Economics Modified

Research Fields

Behavioral Economics, Judgment and Decision-Making, Applied Microeconomics, Experimental Economics

Teaching

Williams College

Econ 110: Principles of Microeconomics (2015 – present)

Econ 233: Behavioral Economics and Public Policy (2015 – present)

Econ 476: Behavioral Economic Theory and Methods (2015 – present)

Publications

1. Larkin I, Ang D, Steinhart J, Chao M, Patterson M, Sah S, Wu T, Schoenbaum M, Hutchins D, Brennan T, Loewenstein G. Association between academic medical center pharmaceutical detailing policies and physician prescribing. *Journal of the American Medical Association* 2017, *3017(17)*, 1785-95.

Selected press coverage: [NPR](#), [Slate](#), [Newsweek](#), [USNews](#), [Boston Globe](#), [Williams Magazine](#)

2. Chao M. Demotivating incentives and motivation crowding out in charitable giving. *Proceedings of the National Academy of Sciences* 2017; *114(28)*, 7301-7306.
3. Chao M. Intentions-based reciprocity to monetary and non-monetary gifts. *Games* 2018; *9*, 74 (Special issue on dictator games).

Working Papers / Manuscripts Under Review

Chao M, Larkin I. Why do goal-based incentives cause cheating? Unpacking the confounding effects of goals, social comparisons and pay. Available at SSRN: <https://ssrn.com/abstract=3031304> (Sep 2017).

Chao M, Larkin I. Regulating conflicts of interest through public disclosure and social image incentives: Evidence from a physician payments sunshine law.

Experiments in Progress

Chao M, Chapman J. Costing others to show you care: Reciprocity under incomplete information.

Chao M, Chapman J. Obligation aversion: Declining favors to justify selfishness.

Chao M, Fisher G. Multi-attribute decisions and attention-based motivation crowding out.

Chao M, Phelan G. Belief updating in the age of alternative facts: Polarization in a multi-dimensional world.

Conference / Invited Seminar Presentations

2018: Bowdoin University (Seminar), New England Experimental Economics, KAIST (Seminar, scheduled), National Taiwan University (Seminar, scheduled)

2017: Claremont Graduate University (Seminar), Association for Consumer Research, Western Economic Association International

2016: Behavioral Decision Research in Management, Society of Judgment and Decision-Making, Economic Science Association, New England Experimental Economics

2014-2015: Russell Sage Foundation Early-Career Behavioral Economics, Society of Judgment and Decision-Making, Science of Philanthropy Institute

Other Professional Activities

Journal Referee

- *Organizational Behavior and Human Decision Processes* (2018 x2)
- *Games and Economic Behavior* (2017)
- *Health Affairs* (2017)
- *Management Science* (2016, 2017)

Selected Workshops

- 11th Summer Institute in Behavioral Economics, Russell Sage Foundation
- 7th Annual Price Theory School, University of Chicago
- 1st Summer Institute in Field Experiments, Becker Friedman Institute

Grants and Fellowships

2019: Oakley Center Fellow, Williams College [scheduled, Spring 2019]

2010-2015: National Science Foundation, Graduate Research Fellowship in Economics

2014: Gordon and Betty Moore Foundation, Socio-Economic Systems (\$6000)

2013-2014: Russell Sage Foundation, Small Grants in Behavioral Economics (\$7500)

Employment (Prior to Academia)

1. Research Associate, Harvard Business School, NOM Unit 2008-2010
 2. S&B Retail, Strategy Analyst, Office of the Chief Operating Officer 2006-2008
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Miscellaneous

Languages: English (native), Mandarin (conversational)

Ethnicity: Taiwanese-American

Citizenship: USA

Last updated: 9/28/18