

## MATTHEW CHAO

<http://econ.williams.edu/people/mc20/>

mc20@williams.edu Schapiro Hall 306, 24 Hopkins Hall Dr., Williamstown MA 01267 O: 413-597-3339

### Academic Positions

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

### Education

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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 (with Neuroscience)

### Research Fields

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

### Teaching

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Williams College

Econ 110, Principles of Microeconomics (2015 – present)

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

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

### Publications

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1. Chao M, Larkin I. Regulating conflicts of interest in medicine through public disclosure: Evidence from a physician payments sunshine law. *Accepted/forthcoming, Management Science*.  
Article in Advance: <https://pubsonline.informs.org/doi/abs/10.1287/mnsc.2020.3940>
2. Chao M, Fisher G. Self-interested giving: The relationship between conditional gifts, donor self-interestedness, and charitable donations. *Accepted/forthcoming, Management Science*.  
Article in Advance: <https://pubsonline.informs.org/doi/pdf/10.1287/mnsc.2021.4039>
3. Chao M, Chapman J. Saving face through norm compliance and obligation avoidance. *Journal of Economic Behavior & Organization* 2020; 176, 569-581.
4. Chao M. Intentions-based reciprocity to monetary and non-monetary gifts. *Games* 2018; 9, 74 (Special issue on dictator games).
5. Chao M. Demotivating incentives and motivation crowding out in charitable giving. *Proceedings of the National Academy of Sciences* 2017; 114(28), 7301-7306.
6. 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](#)

## Papers Under Review

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1. Chao M, Larkin I. Why do goal-based incentives cause cheating? Unpacking the confounding effects of goals, social comparisons and pay. *Revise and Resubmit at Organizational Behavior and Human Decision Processes*. Earlier version available at SSRN: <https://ssrn.com/abstract=3031304>.

## Conferences and Invited Seminar Presentations

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- 2020: Williams College (internal dept seminar); external seminars at UMass-Lowell (March 25) and Binghamton (March 27) postponed due to the pandemic
- 2019: Warwick Business School (Behavioral Decision Research group), New England Experimental Economics
- 2018: Bowdoin University, New England Experimental Economics, Korea Advanced Institute for Science and Technology, National Taiwan University
- 2017: Claremont Graduate University, 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

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Selected Workshops:

11<sup>th</sup> Summer Institute in Behavioral Economics, Russell Sage Foundation

7<sup>th</sup> Annual Price Theory School, University of Chicago

1<sup>st</sup> Summer Institute in Field Experiments, Becker Friedman Institute

Reviewed papers for: *Organization Science*, *Experimental Economics*, *Organizational Behavior and Human Decision Processes*, *Management Science*, *Games and Economic Behavior*, *Health Affairs*, and *Health Economics*.

## Grants and Fellowships

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2019: Oakley Center Fellow, Williams College

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

2014: Gordon and Betty Moore Foundation, Socio-Economic Systems

2013-2014: Russell Sage Foundation, Small Grants in Behavioral Economics

## Employment Prior to Academia

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

## Miscellaneous

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Languages: English (native), Mandarin (conversational)

Ethnicity: Taiwanese-American; Citizenship: USA.