

MATTHEW CHAO

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Academic Positions

Williams College, Associate Professor of Economics (with tenure) Jul 2022 – present
Williams College, Assistant Professor of Economics Jul 2015 – Jun 2022

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 (with Neuroscience)

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 Economics: Theory and Methods (2015 – present)

Publications

1. Chao M, Larkin I. Regulating conflicts of interest in medicine through public disclosure: Evidence from a physician payments sunshine law. *Management Science* 2022; 68(2): 1078-1094.
2. Chao M, Fisher G. Self-interested giving: The relationship between conditional gifts, donor self-interestedness, and charitable donations. *Management Science* 2022; 68(6): 4537-4567.
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, 301(17), 1785-95.

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

Working Papers

1. Chao M, Fisher G. How decision conflict and attribute timing influence charitable giving.
2. Chao M, Shin E. Cooperation, coordination, and reciprocity in cultures with vertical age-based social hierarchies. Draft available at SSRN: https://ssrn.com/abstract_id=4155791.
3. Chao M, Larkin I. Why do goal-based incentives cause cheating? Unpacking the confounding effects of goals, social comparisons and pay. Prior version available at SSRN: <https://ssrn.com/abstract=3031304>.

Conferences and Invited Seminar Presentations

2022: Society of Judgment and Decision-Making (virtual); New England Experimental Economics (virtual)
2021: Western Economics Association International (virtual); Liberal Arts College Behavioral and Experimental Economics (virtual)
2020: Williams College (internal dept seminar); others postponed by 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 (while at Caltech): Russell Sage Foundation Early-Career Behavioral Economics, Society of Judgment and Decision-Making, Science of Philanthropy Institute

Other Professional Activities

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

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

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

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

Languages: English (native), Mandarin (conversational)

Ethnicity: Taiwanese-American

Gender Identity: Male