

CHLOE TERGIMAN

(January 2015)

Personal Information

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Contact Information

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Academic Appointments:

2010 - present: University of British Columbia, Sauder School of Business: Assistant Professor.

Areas of Research:

Bargaining, Experimental/Behavioral Economics, Political Economy, Entrepreneurship.

Education:

2004 - 2010: New York University: M.A. and Ph.D. in Economics.

2000 - 2004: Massachusetts Institute of Technology: Bachelor of Science, Economics.

2000 - 2004: Massachusetts Institute of Technology: Bachelor of Science, Mathematics.

1997: Lycee du Parc, Lyon, France: French Baccalaureate with highest honors.

Published & Accepted Papers

- “Beliefs and Endogenous Cognitive Levels: An Experimental Study,” **Games and Economic Behavior**, 2012, LEAD ARTICLE, Vol. 75, pp. 449-463. Joint with Marina Agranov, Elizabeth Potamites and Andrew Schotter.
- “Incentives and Compensation Schemes: An Experimental Study,” **International Journal of Industrial Organization**, 2013, Vol. 31, pp. 238-247. Joint with Marina Agranov.
- “Communication in Multilateral Bargaining,” **Journal of Public Economics**, 2014, Vol. 118, pp. 75-85. Joint with Marina Agranov.
- “Institutional Design and Public Good Provision: an Experimental Study of the Vote of Confidence Procedure,” **Experimental Economics**, accepted.

Working Papers

- “Naive play and the Process of Choice in Guessing Games,” joint with Marina Agranov and Andrew Caplin. - **(Revise and Resubmit)**.
- “Transparency Versus Back Room Deals in Bargaining” joint with Marina Agranov - **(Submitted)**.
- “Entrepreneurship Does Pay” - **(Submitted)**.

Work in Progress

- “The Concentration of Decision-Making Power,” joint with Marina Agranov
- “Delays and Inefficiencies in Group Decision-Making”
- “The Determinants of Fraud”
- “Ambiguity and Time Inconsistency”

Teaching Experience:

Undergraduate-level Classes:

Macroeconomics, Microeconomics, Statistics, Experimental Economics, New Enterprise Development.

MBA/Masters-level Classes:

Macroeconomics, Topics in Macroeconomics, Managerial Economics, Statistics, Technology Entrepreneurship (PhD), Firms and Markets.

Teaching Ratings Average: 4.7/5.

Professional Activities:

Seminar Presentations:

- 2014: University College London, Pennsylvania State University (Smeal college of Business), University of Illinois at Urbana Champaign, Purdue University.
- 2013: Pennsylvania State University (Smeal College of Business), University of California, San Diego (Rady School of Business).
- 2012: Stanford University, London Business School, University of Victoria, University of British Columbia.
- 2011 and before: Cornell University, University of British Columbia, University of California, San Diego (Rady School of Business), University of Southern California, Berkley Center for Entrepreneurial Studies Entrepreneurship and Innovation Research Workshops, New York University (Stern Macro Lunch Seminar), University of Pittsburg, Ohio State University.

Refereeing:

Econometrica, The Economic Journal, Journal of Public Economics, American Political Science Review, Management Science, Journal of Economic Behavior and Organization, Games and Economic Behavior, International Journal of Industrial Organization, Experimental Economics, Review of Economic Dynamics, Small Business Economics, Canadian Journal of Economics, Journal of Business Venturing.

Conferences (Invited Talks):

- Royal Economic Society Annual Meeting, 2014.
- ESA North American meetings, 2013.
- Society for the Advancement of Economic Theory, 2013.
- California Institute of Technology, Experiments in Political Economy, 2013.

- ESA North American meetings, 2012.
- ESA International meetings, 2012.
- Roundtable on Engineering Entrepreneurship Research (REER), 2011 (discussant).
- Economics of Entrepreneurship and Innovation Conference, 2011 (discussant).
- ESA North American meetings, 2010.
- Roundtable on Engineering Entrepreneurship Research (REER), 2009.
- University of Amsterdam CREED, 2009.
- ESA North American meetings, 2008.
- ESA North American meetings, 2007.
- French Economic Association Behavioral Economics and Experiments, Lyon 2007.
- University of Amsterdam CREED, 2007.

Summer Schools:

- 2008 NBER Entrepreneurship Research Boot Camp, Cambridge MA.
- 2007 Experimental Economics & Macroeconomics (BLESS), Barcelona.
- 2006 Summer Institute in Behavioral Economics, University of Trento.

Fellowship/Grants/Awards:

- 2014-2018: \$166,450 Social Sciences and Humanities Research Council (SSHRC) Insight Grant. Principal Investigator (no co-applicants).
- 2014-2016: \$52,249 Social Sciences and Humanities Research Council (SSHRC) Insight Development Grant. Principal Investigator. Co-applicant: Yoram Halevy.
- 2012-2013: \$68,800 Social Sciences and Humanities Research Council (SSHRC) Insight Development Grant, Principal Investigator (no co-applicants).
- 2004-2010: \$25,000/year MacCracken Fellowship.
- 2009: \$5,000 Berkley-Kauffman Grant, Stern Berkley Center for Entrepreneurial Studies.