

CONTACT INFORMATION	Department of Economics, Koc University Rumeli Feneri Yolu 34450 Sariyer, Istanbul	sedaertac.com sertac@ku.edu.tr +90 (212) 3381880
EMPLOYMENT	Professor, Koc University, Department of Economics Associate Professor, Koc University, Department of Economics Assistant Professor, Koc University, Department of Economics	June 2019-present April 2015-June 2019 February 2008- April 2015
DEGREES	Ph.D, Economics, UCLA M.A., Economics, , UCLA B.A., Economics (with highest honors), Bilkent University, Turkey	June 2006 March 2003 May 2000
AWARDS AND GRANTS	European Union ERC Consolidator Grant, 2020-2025 The Scientific and Technological Research Council of Turkey (TUBITAK) Encouragement Award BAGEP Outstanding Young Scholar Award Koc University Outstanding Faculty Award The Scientific and Technological Research Council of Turkey (TUBITAK) Grant, 1001 Program Turkish Academy of the Sciences (TUBA) Outstanding Young Scientist Award European Union FP7 International Reintegration Grant The Scientific and Technological Research Council of Turkey (TUBITAK) Career Grant Turkish Capital Markets Association Risk Behavior Research Grant Koc University Outstanding Faculty Award US National Science Foundation Grant for Dissertation Research Russell Sage Foundation Grant for Research in Behavioral Economics Russell Sage Foundation Grant for Research in Behavioral Economics Dissertation Fellowship, Graduate Division, UCLA Graduate Fellowship, Department of Economics, UCLA Outstanding Teaching Assistant Award, Department of Economics, UCLA B.A. Scholarship, Bilkent University	July 2017 April 2017 April 2016 September 2015 May 2013 2009-2012 March 2012 May 2013 November 2011 December 2005 September 2005 May 2005 2004-2005 2000-2004 2002-2003 1996-2000
FIELDS OF INTEREST	Experimental economics, economics of education, economics of information, economics of organizations, neuroeconomics.	
PUBLISHED PAPERS	<ol style="list-style-type: none"> 1. Understanding Gender Differences in Leadership (with Sule Alan, Elif Kubilay and Gyongyi Loranth), <i>Economic Journal</i> (2020), 130(626), 263-289. 2. Ever Failed, Try Again, Succeed Better: Results from a Randomized Educational Intervention on Grit (with Sule Alan and Teodora Boneva), <i>The Quarterly Journal of Economics</i> (2019), 134 (3), 1121-1162. 3. Demand for Decision Autonomy and Willingness to Take Responsibility in Risky Environments: Experimental Evidence (with Mert Gumren and Mehmet Y. Gurdal), <i>Journal of Economic Psychology</i> (2019). 4. Cheating and Incentives in a Performance Context: Evidence from a Field Experiment on Children (with Sule Alan and Mert Gumren), <i>Journal of Economic Behavior & Organization</i> (2019). 5. Strategic Feedback in Teams: Theory and Experimental Evidence (with Mert Gumren, and Levent Kockesen) <i>Journal of Economic Behavior & Organization</i> (2019),162, 1-23. 6. Preference Communication and Leadership in Group Decision-Making (with Mehmet Y. Gurdal), <i>Journal of Behavioral and Experimental Economics</i> (2019) 80, 130-140. 	

7. Fostering Patience in the Classroom: Results from a Randomized Educational Intervention (with Sule Alan), *Journal of Political Economy* (2018), 126(5), 1865-1911.
8. Gender Stereotypes in the Classroom and Effects on Achievement (with Sule Alan and Ipek Mumcu), *Review of Economics and Statistics* (2018), 100(5), 876-890.
9. Mitigating the gender gap in the willingness to compete: Evidence from a randomized field experiment (with Sule Alan) *Journal of the European Economic Association* (2018), 17 (4), 1147-1185.
10. On the Cultural Basis of Gender Differences in Negotiation (with Steffen Andersen, Uri Gneezy, John A. List, Sandra Maximiano), *Experimental Economics* (2018), 21 (4), 757-778.
11. Transmission of Risk Preferences from Mothers to Daughters (with Sule Alan, Nazli Baydar, Teodora Boneva, and Thomas F. Crossley), *Journal of Economic Behavior and Organization* (2017), 134, 60-77.
12. The Role of Verifiability and Privacy in the Strategic Provision of Performance Feedback: Theory and Experimental Evidence (with Levent Kockesen and Duygu Ozdemir), *Games and Economic Behavior* (2016) 100, 24-45.
13. Trading experience modulates anterior insula to reduce the endowment effect (with Lester Tong, Kentaro Asai, Karen J. Ye, John A. List, Howard C. Nusbaum, and Ali Hortacsu) *Proceedings of the National Academy of the Sciences* (2016), 113(33), 92389243.
14. Patience, Self-Control and the Demand for Commitment: Evidence from a Large-Scale Field Experiment (with Sule Alan) *Journal of Economic Behavior and Organization* (2015), 115, pp. 111122.
15. Gender, Competitiveness and Socialization at a Young Age: Evidence from a Matrilineal and a Patriarchal Society (with Steffen Andersen, Sandra Maximiano, Uri Gneezy and John A. List), *Review of Economics and Statistics* (2013), 95(4), pp. 1438-1443.
16. Deciding to Decide: Gender, Leadership and Risk-Taking in Groups (with Mehmet Y. Gurdal), *Journal of Economic Behavior and Organization* (2012), 83(1), pp.24-30.
17. Mental Attributes and Temporal Brain Dynamics during Bargaining: EEG Source Localization and Neuroinformatic Mapping (with Burak Guclu, Ali Hortacsu, and John A. List) *Social Neuroscience* (2012), 7(2), pp. 159-177.
18. Stakes Matter in Ultimatum Games (with Steffen Andersen, Uri Gneezy, Moshe Hoffman and John A. List), *American Economic Review* (2011), 101, pp. 3427-3439.
19. Does Self-Relevance Affect Information Processing? Experimental Evidence on the Response to Performance and Non-Performance Feedback, *Journal of Economic Behavior and Organization* (2011), 80(3), pp. 532-545.
20. Entry into Auctions: An Experimental Study (with Ali Hortacsu and James Roberts), *International Journal of Industrial Organization* (2011), 29(2), pp 168-178.
21. Determinants of Private Savings Behavior in Turkey, *Applied Economics* (2003), 35(12), pp.1405-1416 (joint with K. Metin-Ozcan and A. Gunay)

BOOK CHAPTER

1. The Formation and Malleability of Preferences and Noncognitive Skills (2020). In: Zimmermann K. (eds) *Handbook of Labor, Human Resources and Population Economics*. Springer, Cham.
2. Experimental Economics (2010), in Free, R. (Ed.) *21st Century Economics: A Reference Handbook*, SAGE Publishers, Thousand Oaks, California (with Sandra Maximiano).

- WORKING PAPERS
1. Belief in Hard Work and Altruism: Evidence from a Randomized Field Experiment (with Sule Alan), HCEO Working Paper No. 2017-053.
 2. Does a Forward-Looking Perspective Affect Self-Control and the Demand for Commitment? Results from an Educational Intervention (with Sule Alan and Inci Gumus)
 3. Personality, Group Decision-Making and Leadership (with Mehmet Y. Gurdal), ERF Working Paper No. 1227
 4. The Effect of Information on Gender Differences in Competitiveness: Experimental Evidence (with Balazs Szentes), ERF Working Paper No. 1104.
 5. Social Comparisons and Optimal Information Revelation: Theory and Experiments
- WORK IN PROGRESS
1. An Economic Approach to Curiosity: Measurement and Correlates (with Sule Alan)
 2. Can Female Role Models Improve Occupational Aspirations? A Randomized-Controlled Intervention (with Sule Alan and Nergis Zaim)
 3. Group Decision-Making Under Risk: Evidence from Children (with Sule Alan, Yigit Gurdal and Elif Kubilay)
 4. The Effects of Exposure to Competition and Performance Feedback on Gender Differences in Competitiveness (with Sandra Maximiano)
 5. Rubinstein Meets Abraham: An Empirical Study of Sequential Offer Bargaining During the Festival of Sacrifice (with Burak Dindaroglu)
- INVITED SEMINAR PRESENTATIONS
- Bocconi University (2020), Sabanci University (2019), UCSD Rady School of Management (2016), University of Michigan (2016), University of Chicago (2015), Institute for Fiscal Studies (2015), University of Essex (2015), Norwegian School of Economics (2014), George Mason University (2014), Erasmus University (2014), Sabanci University (2014), GATE Lyon (2013), Einaudi Institute of Economics and Finance, Rome (2013), CEMFI, Madrid (2011), Middle East Technical University (2011), Istanbul Technical University (2011), Osmangazi University (2011), Izmir Economics University (2010), Bilkent University (2010), TOBB ETU (2010), University of Washington (2007), Erasmus University (2006), Simon Fraser University (2006), California Institute of Technology (2006), University of California Santa Cruz (2006), University of Texas at Dallas (2006), Universidad Pompeu Fabra (2006), University of Guelph (2006), York University (2006), IZA (Institute for the Study of Labor, 2006).
- Co-Organizer and Lecturer, 1st Summer School in Experimental Economics, Koc University, 2009
- CONFERENCE PRESENTATIONS
- 2019: KIDS Workshop (University of Copenhagen), Arne Rynde Workshop on Incentives and Motivation (Lund University), Istanbul Workshop on Experimental Economics (Bogazici University)
- 2016: Advances in Field Experiments, University of Chicago; Advances in Behavioral Finance, Istanbul
- 2015: 2nd Experimental Methods in Policy Conference, Mexico
- 2014: North American Meetings of the Econometric Society, FUR (Foundations of Utility and Risk), Erasmus University
- 2013: Royal Economic Society Annual Meeting, Royal Holloway University London (session organizer); Association for Public Economic Theory Conference, Lisbon; Child and Youth Finance International Summit Meeting.
- 2012: Royal Economic Society Annual Meeting, Cambridge; Economic Science Association International Meeting, New York.
- 2011: International Economic Association World Congress, Beijing; Economic Science Association International Meeting, Chicago.
- 2010: Royal Economic Society Annual Meeting, Surrey; Econometric Society World Congress, Shanghai; La Pietra Workshop on New Directions in Applied Microeconomics, Florence; MOVE Workshop on Gender and Economic Behavior, Barcelona
- 2009: APET Workshop on Public Economics: Theoretical and Experimental Approaches, Lyon
- 2008: International Meeting of the Economic Science Association, Pasadena

2007: International Meeting of the Economic Science Association, Rome
 2006: North American Meeting of the Economic Science Association, Tucson, Annual Meeting of the European Economic Association, Vienna
 2005: North American Meeting of the Economic Science Association, Tucson, International Meeting of the Economic Science Association, Montreal
 Selected Participant, Budapest Workshop on Behavioral Economics, July 2003, July 2004
 Selected Participant, Russell Sage Foundation Summer Institute in Behavioral Economics at UC Berkeley, August 2002.

MA THESES
 SUPERVISED

Sunduz Divle, "The Intergenerational Transmission of Economic Preferences", ongoing.
 Ergun Kotan, "Information Valuation and Processing in Performance Contexts with Noisy Feedback: Experimental Evidence", August 2012
 Damla Uzrek, "The Effects of Responsibility and Intentional Trust on Performance: An Experimental Study", July 2013
 Aysegul Coskunlar, "Gender Gap in Competitiveness and Costly Performance Feedback: Experimental Evidence, July 2013
 Duygu Ozdemir, "Strategic Transmission of Interim Performance Feedback in a Real Effort Setting: Experimental Evidence", August 2013
 Gokben Aydilek, "Distributional Preferences and Sorting into Decision-Making", September 2015.

PHD THESES
 SUPERVISED

Elif Kubilay, June 2016. Essays on Delegation of Sequential Decisions and Evolution of Leadership and Altruism: Theory and Experiments (co-supervised with Levent Kockesen)
 Mert Gumren, ongoing.
 Ergun Kotan, ongoing.
 Mustafa Yahsi (co-supervised with Mehmet Yigit Gurdal, ongoing).
MA/PhD Theses Committees: Sami Basasci (economics, MA, Bogazici University), Selin Ergun (marketing, PhD, Koc University), Salome Sheila (psychology, PhD, Koc University).

PROFESSIONAL
 SERVICE

Associate Editor, *European Economic Review* 2020-
 Referee for: *American Economic Review, Econometrica, Journal of Political Economy, Management Science, Review of Economic Studies, Journal of Public Economics, Economic Journal, Review of Economics and Statistics, AEJ Microeconomics, Journal of Labor Economics, Marketing Science, Games and Economic Behavior, Journal of Economic Behavior and Organization, Experimental Economics, Journal of Economics and Management Strategy, International Journal of Industrial Organization, Labour Economics, Journal of Industrial Economics, Theory and Decision, Journal of Institutional and Theoretical Economics, Journal of Behavioral and Experimental Economics, Economics of Education Review, Economic Inquiry, Southern Economic Journal, Journal of Tourism Management, Iktisat, Isletme ve Finans, Bogazici Journal.*
 Review Panel: National Science Foundation, TUBITAK (The Scientific and Technological Research Council of Turkey)

MEMBERSHIP

American Economic Association, Economic Science Association, Econometric Society.

UNIVERSITY
 SERVICE

Koc University Human Subject Research Ethics Committee 2013-2015.
 Department of Economics Recruitment Committee 2008, 2011, 2012, 2013.
 Department of Psychology Recruitment Committee (Outside member) 2016, 2018, 2019