

# Mary L. Rigdon

<http://maryrigdon.org>

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## Education

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University of Arizona, Economics & Mechanism Design Ph.D., 2001  
*Cooperation and Intentions in Experimental Bargaining Games*  
Committee: Vernon L. Smith (chair), Kevin McCabe, Dan Houser

Westminster College, Economics, *Magna Cum Laude* B.A., 1996

## Fields

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Behavioral and Experimental Economics  
Bargaining & Negotiations, Mechanism Design

Decision Sciences  
Judgment & Decision Making, Neuroeconomics

## Primary Appointments

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Associate Teaching Professor 2013–present  
Center for Cognitive Science (RuCCS)  
Rutgers University

Program Director 2012–2013  
Decision, Risk, and Management Sciences  
National Science Foundation

Assistant Research Professor 2010–2013  
Departments of Psychology and Economics  
Rutgers University

Assistant Research Scientist 2004–2010  
Research Center for Group Dynamics  
Institute for Social Research  
University of Michigan

Visiting Assistant Professor 2004–2007  
Department of Economics  
University of Michigan

Post-Doctoral Fellow 2003–2004  
Center for Basic Research in the Social Sciences (IQSS)

## M. L. Rigdon

Harvard University

Lecturer	2002
Department of Economics University of Texas at Austin	
IFREE Post-Doctoral Fellow	2001–2003
Interdisciplinary Center for Economic Science George Mason University	

### Additional Appointments

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Graduate Program Director	2015–present
Center for Cognitive Science (RuCCS) Rutgers University	
Undergraduate Program Director	2013–present
Center for Cognitive Science (RuCCS) Rutgers University	
Affiliated Faculty	2012–present
Interdisciplinary Center for Economic Science George Mason University	
Affiliate	2010–2013
Center for Cognitive Science (RuCCS) Rutgers University	
Research Associate	2010–present
Center for Economic Behavior, Institutions & Design Rutgers University	
Faculty Member	2007, 2002
Graduate Student Workshop in Experimental Economics ICES, George Mason University	

### Grants

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<i>Proposal to Host the 2016 North American Summer School on Logic, Language, and Information (NASSLLI)</i>	2016–2017
National Science Foundation, Robust Intelligence and Linguistics PI: E. Lepore; co-PI: M. L. Rigdon and K. Syrett	

## M. L. Rigdon

<i>Graduate Students' Perceptions of Research Ethics</i> Rutgers University Research Council	2013–2014
<i>The Role of Expectations and Gender Differences in Altruism</i> Institute for Research on Women and Gender, Michigan	2010–2011
<i>Solidarity in Hierarchical Relationships</i> Interdisciplinary Comm. for Organizational Studies, Michigan PI: Rigdon; co-PI: D. Smith	2008–2009
<i>Social Preferences and Interactive Epistemology</i> Intern. Found. for Research in Experimental Economics PI: Rigdon; co-PI: A. Gillies	2007–2008
<i>Trust and Reciprocity in Incentive Contracting</i> National Science Foundation, #SES-0355425	2003–2007
<i>Trust Experiments in Alaska</i> The Rasmussen Foundation PI: Rigdon; co-PIs: A. Gunnthorsdottir and V. Smith	2000–2001
<i>Are Belief- and Choice-reinforcement Models Jointly Exhaustive?</i> Intern. Found. for Research in Experimental Economics	2000

## Publications

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The Effects of Competition on the Nature of Cheating Behavior (M. L. Rigdon and A. D'Esterre) <i>Southern Economic Journal</i> 81(4): 1012-1024	2015
A New View of Utility: Maximizing "Optimal Investment" (with S. L. Brown and D. Smith) In: <i>Moving Beyond Self-Interest</i> , Oxford University Press (S. L. Brown, R. M. Brown, L. A. Penner, eds.)	2012
Trust and Trustworthiness in Networked Exchange (with A. Cassar) <i>Games and Economic Behavior</i> 71: 282–303	2011
Minimal Social Cues in the Dictator Game (M. L. Rigdon, K. Ishii, M. Watabe, and S. Kitayama) <i>Journal of Economic Psychology</i> 30(3): 358–367	2009

## M. L. Rigdon

- Trust and Reciprocity in Incentive Contracting 2009  
*Journal of Economic Behavior and Organization* 70: 93–105
- Incremental Approaches to Establishing Trust 2008  
(with R. Kurzban and B. Wilson)  
*Experimental Economics* 11: 370–389
- Sustaining Cooperation in Trust Games 2007  
(M. L. Rigdon, K. McCabe and V. Smith)  
*Economic Journal* 117(522): 991–1007
- Positive Reciprocity and Intentions in Trust Games 2003  
(with K. McCabe and V. Smith)  
*Journal of Economic Behavior and Organization* 52(2): 267–275
- Market Design and Motivated Human Trading Behavior in Electricity Markets 2003  
(with M. A. Olson, S. J. Rassenti, and V. L. Smith)  
*Institute of Industrial Engineering Transactions* 35(9): 833–849
- Efficiency Wages in An Experimental Labor Market 2002  
*Proceed. of the National Acad. of Sciences* 99(20): 13348–13351
- Cooperation in Single Play, Two-Person Extensive Form Games 2002  
(with K. McCabe and V. Smith)  
In: *Experimental Business Research*, Springer  
(R. Zwick and A. Rapoport, eds.)
- Market Design and Motivated Human Trading Behavior in Electricity Markets 1999  
(with M. A. Olson, S. J. Rassenti, V. L. Smith, and M. J. Ziegler)  
*HICSS-32. Proc. of the 32nd Annual Hawaii International Conference on System Sciences*

## Revise and Resubmit

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- An Experimental Investigation of Gender Differences in Wage Negotiations  
*Management Science*
- Gender, Expectations, and the Price of Giving  
(with A. Levine, funded by Institute for Research on Women and Gender)  
*Journal of Economic Behavior and Organization*

## M. L. Rigdon

### Manuscripts Under Review

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Sabotaging Another: Priming Competition Increases Cheating Behavior in Tournaments

(M. L. Rigdon and A. D'Esterre)

Competition Increases Cooperation in Repeated Networked Exchange

(with A. Cassar)

### Manuscripts

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Plausible Deniability and Cooperation in Trust Games

(with A. S. Gillies, funded by IFREE)

The Role of Solidarity and Reputation Building in Coordinating Collective Resistance

(with D. Smith, funded by National Science Foundation)

Solidarity in Hierarchical, Long-Term Relationships

(with D. Smith)

### Work in Progress

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Handbook of Experimental Game Theory

(edited with M. Capra, R. Croson, and T. Rosenblat)

Edward Elgar Publishing

Assessment of Learning in Responsible Conduct of Research Training of Undergraduate Researchers

(with F. Barchi, G. Chapman, N. Connell, C. Keeton)

grant submitted to NSF

Gender and Philosophical Intuition: Are Intuitions Affected by Syntax?

(with Y. Chernykhovskaya and R. Gelman)

Stigmatized Targets, Investment Opportunities, and Social Bonding

(with S. Brown)

### Other Publications

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Theory of Mind in Two-Person Experiments

2003

L. Nadel (ed.), *Encyclopedia of Cognitive Science*, MacMillan.

## M. L. Rigdon

- Dictator Games 2003  
L. Nadel (ed.), *Encyclopedia of Cognitive Science*, MacMillan.
- Theory-Testing Experiments in the Economics Laboratory 2001  
(with A. S. Gillies, peer commentary)  
*Behavioral and Brain Sciences* 24(3): 410–411

### Invited Talks

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#### Experimental Investigation of Gender Differences in Wage Negotiations

- Department of Economics, Universidad de Valencia 03.2013
- Department of Economics, Texas A & M 03.2013

#### The Role of Social Information in Negotiations

- Center for Cognitive Science, Rutgers University 11.2011
- Rutgers-Siena Workshop III, Siena 06.2011
- ICES, George Mason University 04.2011
- Yale University, Cognitive Science 03.2011

#### Two Roles for Competition in the Decision Making Process

- Department of Economics, Rutgers University 03.2012

#### Mechanisms for Cooperative Decision Making

- Center for Cognitive Science, Rutgers University 04.2009

#### Role of Solidarity and Reputation Building

- Department of Economics, University of Texas at Dallas 04.2010
- ICES, George Mason University 03.2010
- Department of Economics, University of Pittsburgh 03.2010
- Department of Economics, Virginia Commonwealth University 03.2010
- Department of Economics, University of San Francisco 03.2009

#### Trust and Reciprocity in Networks

- Department of Economics, Birmingham UK 03.2013
- Quantitative Methods in the Social Sciences, Columbia 04.2009
- Department of Economics, University of Edinburgh 11.2008
- School of Economics & Finance, University of St. Andrews 11.2008

#### Trust and Reciprocity in 2-node and 3-node Networks

- Department of Economics, Rutgers University 01.2009
- Department of Economics, Texas A&M University 10.2008

## M. L. Rigdon

- Interdisc. Center for Econ. Science, George Mason University 09.2008
- STIET Incentive Centered Design, University of Michigan 09.2008
  
- Relativized Trust and Reciprocity: Cooperation within Networks
- Decision Consortium, University of Michigan 11.2007
- Department of Economics, University of San Francisco 06.2007
  
- Competition and Cooperation: A Laboratory Study
- Decision Consortium, University of Michigan 12.2006
- Southern Economic Association Annual Meeting, Charleston 11.2006
  
- Trust and Reciprocity in Incentive Contracting
- Department of Economics, University of San Francisco 02.2006
  
- Selfish Cooperation? Trust and Reciprocity in Bargaining
- Decision Consortium, University of Michigan 02.2005
  
- Cooperation under Implicit versus Incentive Contracts
- Behavioral and Experimental Economics Workshop 04.2004  
Department of Economics, Harvard University
- RCGD/ISR, University of Michigan 11.2004
- Organizational Studies Program, University of Michigan 03.2004
  
- Incremental Trust and Trustworthiness
- Invited Session: Trust and Other-Regarding Behavior  
Southern Economic Association Annual Meeting, San Antonio 11.2003
  
- Efficiency Wages in an Experimental Labor Market
- UT Economics-ITAM Conference, Austin 11.2002
  
- Sustaining Cooperation in Trust Games
- Department of Economics, UC-Irvine 03.2003
- Institute for Mathematical Behavioral Sciences, UC-Irvine 02.2003
- Department of Economics, Loyola Marymount University 02.2003
- CERGE-EI, Academy of Sciences of the Czech Republic, Prague 11.2002
- Department of Economics, The University of Texas at Austin 03.2002
- Invited Session: Trust and Reciprocity in Games  
American Economic Association Annual Meeting, New Orleans 01.2002
- CentER, Tilburg University, Tilburg, The Netherlands 12.2001

## M. L. Rigdon

### Conference Talks

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#### Gender, Expectations, and the Price of Giving

- What Is Fair? Interdisciplinary Experimental Perspectives on Fairness

International Convention of Psychological Science 03.2015

#### Effects of Competition on the Nature of Cheating Behavior

- Economic Science Association (Internat'l, Zurich) 07.2013

#### Experimental Investigation of Gender Differences in Wage Negotiations

- Economic Science Association (American, Tucson) 11.2012

- Economic Science Association (Internat'l, New York) 06.2012

#### Solidarity in Hierarchical Relationships

- Economic Science Association, Tucson 11.2009

#### Higher-order Beliefs and Social Preferences in Trust Games

-Nordic Conference on Experimental Economics 10.2009

-Economic Science Association Annual Meeting 06.2009

#### Gender and Expectations in Altruism

- Economic Science Association (American, Tucson) 11.2008

#### Trust and Reciprocity in Networks

- Economic Science Association (American, Tucson) 10.2007

- Economic Science Association (Internat'l, Rome) 06.2007

#### Social Distance and Social Cues in the Dictator Game

- Economic Science Association (Internat'l, Atlanta) 06.2006

#### Trust and Reciprocity in Incentive Contracting

- Economic Science Association (American, Tucson) 09.2005

#### Resolving the Paradox of Organizational Trust

- Economic Science Association (American, Tucson) 11.2004

#### Sustaining Cooperation in Trust Games

- Economic Science Association (American, Tucson) 11.2001

#### Positive Reciprocity and Intentions in Trust Games

- Economic Science Association (European, Amsterdam) 10.2000



## M. L. Rigdon

- Economic Science Association (American, Tucson)	10.2000
- Economic Science Association (Internat'l, New York)	06.2000
<u>Varieties of Mind-Reading in 2-Person Trust Games</u>	
- Economic Science Association (Internat'l, New York)	06.2000

### University Service

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Graduate Program Director, RuCCS	2015–present
Undergraduate Program Director, RuCCS	2013–present
2016 Organizing and Program Committee N. Amer. Summer School in Logic, Language and Info	2015–present
Executive Committee Rutgers Connection Network Mentoring Program	2015–present
Member, RuCCS Executive Committee	2013–present
Member, RuCCS Advisory Committee	2014–present
Organizer, RuCCS Colloquium Series	2013–present
Member, Undergraduate Chair's Committee	2013–present
Organizer, 'What is Cognitive Science?' Colloquium	2013–2015
Member, RCGD's Executive Committee	2006–2009
Co-organizer, RCGD Seminar Series <i>Alternatives to Self-Interest: Interdisciplinary Perspectives</i>	Winter 2007
Co-organizer, RCGD Seminar Series <i>Experimental Economics</i>	Fall 2006
Knights-Wallace Fellows Introduction to Research at ISR (Panel organized by Institute director, James Jackson) <i>Economic Behavior: Social Preferences and the Lab</i>	Fall 2006
Member, Primary Research Staff Performance Review	2007, 2005
Member, RCGD Laboratory Coordinating Committee	2004–2006

## M. L. Rigdon

### Consulting

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Economic Science Consultant Alaska Federation of Natives Conference, Anchorage	06.2004
Economic Science Consultant Congressional Chief of Staff Retreat Mercatus Center, George Mason University	01.2002
External Consultant <i>Trust and Reciprocity in Interpersonal Exchange</i> The Russell Sage Foundation (Grant PIs: D. Houser, K. McCabe, and V. Smith)	1999–2001

### Other Honors and Awards

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Third Year Paper Prize Department of Economics, University of Arizona	Spring 2000
Dissertation Grant Department of Economics, University of Arizona	2000–2001
George C. Coleman Fellowship Department of Economics, University of Arizona	2000–2001
Elmer J. Brown Memorial Fellowship Department of Economics, University of Arizona	1999–2000

### Teaching and Advising

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Faculty Advisor Honors Program, Rutgers University	2013–present
Faculty Advisor Cognitive Science Club, Rutgers University	2013–present
Faculty Advisor Aresty Program, Rutgers University	2010–present
Participant Teaching Innovations Program in Economics sponsored by: NSF and American Economic Association	05.2007

## M. L. Rigdon

Lecturer, Laboratory and Field Experiments in Economics 06.2006  
Empirical Implications of Theoretical Models Summer Institute  
Empirical Evaluation of Causality Module

Faculty Advisor 2005–2009  
National Society of Collegiate Scholars  
University of Michigan Chapter

Faculty Sponsor 2004–2009  
Undergraduate Research Opportunity Program  
University of Michigan

### Courses Taught

Behavioral Economics (Rutgers), Cognition and Decision Making (Rutgers),  
Economics of Information: Contract Theory (Rutgers), Cognition (Rutgers),  
Advanced Topics in Cognitive Science (Rutgers), Introduction to Cognitive  
Science (Rutgers), Experimental Economics (Michigan, Texas), Intermediate  
Microeconomics (Michigan), Current Issues in Economics: Experimental Eco-  
nomics (Seminar, Michigan), Introduction to Microeconomics (Texas), Basic  
Economic Issues (Arizona)

### Dissertation Committees

Helen Colby (Rutgers, Psychology and Business); Jennifer Jacobs (Rutgers,  
Psychology); Tapan Khopar (Michigan, School of Information); Adam Seth  
Levine (Michigan, Political Science); Doug Smith (Michigan, Economics); Hae-  
woon Yoon (Rutgers, Psychology); Jingjing Zhang (George Mason University,  
Economics)

### Masters Thesis Committees

Christina Boyce (Rutgers, Psychology); Jeff DeWitt (Rutgers, Psychology); Talia  
Robbins (Rutgers, Psychology); Meng Zhang (Rutgers, Psychology)

## Professional Service and Memberships

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Associate Editor, *Journal of Economic Behavior and Organization*

Associate Editor, *Review of Behavioral Economics*

co-Editor, *Economics, The Open Access, Open Assessment E-journal*

Referee

*American Economic Review*; Army Research Office; *Eastern Economic Journal*;

## M. L. Rigdon

*Economic Inquiry; Economic Journal; European Economic Review; Evolution and Human Behavior; Experimental Economics; Games and Economic Behavior; Gender in Management: An International Journal; Journal of Behavioral Decision Making; Journal of Business Research; Journal of Decision Making; Journal of Economic Behavior and Organization; Journal of Economic Education; Journal of Economic Psychology; Journal of Law, Economics, and Organization; Journal of Public Economics; National Science Foundation (Decision, Risk, and Management Sciences; Economics); Organizational Science; Proceedings of the National Academy of Sciences; Rationality and Society; Southern Economic Journal; Qatar Foundation*

### Member

American Economic Association; Association for Psychological Science; Committee on the Status of Women in the Economics Profession; The Econometric Society; Economic Science Association; Forté Foundation; The Royal Economic Society; Society for Judgment and Decision Making; Southern Economic Association

Conference Panelist 05.2007

Intern. Found. for Research in Experimental Economics, 10th Anniversary  
Arlington, VA

Participant 04.2007

Professional Grant Proposal Writing Workshop  
The Grant Institute

Participant 01.2004

CeMENT Mentoring Workshop for Junior Faculty in Economics  
Sponsored by: CSWEP, NSF (San Diego)

## References

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Gretchen Chapman  
Professor of Psychology, Rutgers University  
co-director, RuCCS  
gbc@rutgers.edu

Yan Chen  
Professor, School of Information, The University of Michigan  
yanchen@umich.edu

## M. L. Rigdon

Rachel Croson  
Dean, College of Business, The University of Texas at Arlington  
crosonr@utdallas.edu

Daniel Houser  
Interdisciplinary Center for Economic Science  
Professor of Economics, George Mason University  
dhouser@gmu.edu

John List  
Chair and Professor of Economics, University of Chicago  
jlist@uchicago.edu

Andreas Ortmann  
Professor of Economics, Australian School of Business  
a.ortmann@unsw.edu.au

Jan Potters  
Director of CentERLab  
Professor of Economics, Tilburg University  
j.j.m.potters@uvt.nl

Vernon L. Smith  
Professor of Law and Economics, Chapman University  
vsmith@chapman.edu