

Mary L. Rigdon

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Education

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

Behavioral and Experimental Economics

Bargaining & Negotiations, Mechanism Design

Decision Sciences

Judgment & Decision Making, Neuroeconomics

Primary Appointments

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

M. L. Rigdon

Post-Doctoral Fellow Center for Basic Research in the Social Sciences (IQSS) Harvard University	2003–2004
Lecturer Department of Economics University of Texas at Austin	2002
IFREE Post-Doctoral Fellow Interdisciplinary Center for Economic Science George Mason University	2001–2003

Additional Appointments

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

Grants

<i>Proposal to Host the 2016 North American Summer School on Logic, Language, and Information (NASSLLI)</i>	2016–2017
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M. L. Rigdon

- National Science Foundation, Robust Intelligence and Linguistics
PI: E. Lepore; co-PIs: M. L. Rigdon and K. Syrett
- Improving Undergraduate Education in Decision & Cognitive Sciences* 2014
Rutgers University Student Computing Fees Grant
- Graduate Students' Perceptions of Research Ethics* 2013–2014
Rutgers University Research Council
- The Role of Expectations and Gender Differences in Altruism* 2010–2011
Institute for Research on Women and Gender, Michigan
- Solidarity in Hierarchical Relationships* 2008–2009
Interdisciplinary Comm. for Organizational Studies, Michigan
PI: Rigdon; co-PI: D. Smith
- Social Preferences and Interactive Epistemology* 2007–2008
Intern. Found. for Research in Experimental Economics
PI: Rigdon; co-PI: A. Gillies
- Trust and Reciprocity in Incentive Contracting* 2003–2007
National Science Foundation, #SES-0355425
- Trust Experiments in Alaska* 2000–2001
The Rasmussen Foundation
PI: Rigdon; co-PIs: A. Gunnthorsdottir and V. Smith
- Are Belief- and Choice-reinforcement Models Jointly Exhaustive?* 2000
Intern. Found. for Research in Experimental Economics

Publications

- Handbook of Experimental Game Theory in press
(edited with M. Capra, R. Croson, and T. Rosenblat)
Edward Elgar Publishing
- Sabotaging Another: Priming Competition Increases Cheating Behavior in Tournaments in press
(M. L. Rigdon and A. D'Esterre)
Southern Economic Journal
- The Effects of Competition on the Nature of Cheating Behavior 2015
(M. L. Rigdon and A. D'Esterre)
Southern Economic Journal 81(4): 1012-1024

M. L. Rigdon

- A New View of Utility: Maximizing “Optimal Investment” 2012
(with S. L. Brown and D. Smith)
In: *Moving Beyond Self-Interest*, Oxford University Press
(S. L. Brown, R. M. Brown, L. A. Penner, eds.)
- Trust and Trustworthiness in Networked Exchange 2011
(with A. Cassar)
Games and Economic Behavior 71: 282–303
- Minimal Social Cues in the Dictator Game 2009
(M. L. Rigdon, K. Ishii, M. Watabe, and S. Kitayama)
Journal of Economic Psychology 30(3): 358–367
- 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

M. L. Rigdon

(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

An Experimental Investigation of Gender Differences in Wage Negotiations
Management Science

Gender, Expectations, and the Price of Giving
(M. L. Rigdon and A. Levine)
Journal of Economic Behavior and Organization

Manuscripts Under Review

Competition Increases Cooperation in Repeated Networked Exchange
(with A. Cassar)

The Role of Solidarity and Reputation Building in Coordinating Collective Resistance (with D. Smith, funded by National Science Foundation)

Manuscripts

Plausible Deniability and Cooperation in Trust Games
(with A. S. Gillies, funded by IFREE)

Solidarity in Hierarchical, Long-Term Relationships
(with D. Smith)

Work in Progress

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

Theory of Mind in Two-Person Experiments 2003
L. Nadel (ed.), *Encyclopedia of Cognitive Science*, MacMillan.

Dictator Games 2003
L. Nadel (ed.), *Encyclopedia of Cognitive Science*, MacMillan.

M. L. Rigdon

Theory-Testing Experiments in the Economics Laboratory 2001
(with A. S. Gillies, peer commentary)
Behavioral and Brain Sciences 24(3): 410–411

Invited Talks

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
- Interdisc. Center for Econ. Science, George Mason University 09.2008
- STIET Incentive Centered Design, University of Michigan 09.2008

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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

Conference Talks

Gender, Expectations, and the Price of Giving

- What Is Fair? Interdisciplinary Experimental Perspectives on Fairness

M. L. Rigdon

International Convention of Psychological Science	03.2015
<u>Effects of Competition on the Nature of Cheating Behavior</u>	
- Economic Science Association (Internat'l, Zurich)	07.2013
<u>Experimental Investigation of Gender Differences in Wage Negotiations</u>	
- Economic Science Association (American, Tucson)	11.2012
- Economic Science Association (Internat'l, New York)	06.2012
<u>Solidarity in Hierarchical Relationships</u>	
- Economic Science Association, Tucson	11.2009
<u>Higher-order Beliefs and Social Preferences in Trust Games</u>	
-Nordic Conference on Experimental Economics	10.2009
-Economic Science Association Annual Meeting	06.2009
<u>Gender and Expectations in Altruism</u>	
- Economic Science Association (American, Tucson)	11.2008
<u>Trust and Reciprocity in Networks</u>	
- Economic Science Association (American, Tucson)	10.2007
- Economic Science Association (Internat'l, Rome)	06.2007
<u>Social Distance and Social Cues in the Dictator Game</u>	
- Economic Science Association (Internat'l, Atlanta)	06.2006
<u>Trust and Reciprocity in Incentive Contracting</u>	
- Economic Science Association (American, Tucson)	09.2005
<u>Resolving the Paradox of Organizational Trust</u>	
- Economic Science Association (American, Tucson)	11.2004
<u>Sustaining Cooperation in Trust Games</u>	
- Economic Science Association (American, Tucson)	11.2001
<u>Positive Reciprocity and Intentions in Trust Games</u>	
- Economic Science Association (European, Amsterdam)	10.2000
- 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

M. L. Rigdon

University Service

Member, School of Arts & Sciences Curriculum Committee	2016–present
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
Member, RuCCS Executive Committee	2013–present
Member, RuCCS Advisory Committee	2014–present
Organizer, RuCCS Colloquium Series	2013–2017
Chair, RuCCS Undergraduate Curriculum Committee	2013–present
Chair, RuCCS Graduate Certificate Committee	2015–present
Organizer, RuCCS ‘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

Consulting

Economic Science Consultant Alaska Federation of Natives Conference, Anchorage	06.2004
Economic Science Consultant Congressional Chief of Staff Retreat	01.2002

M. L. Rigdon

Mercatus Center, George Mason University

External Consultant 1999–2001
Trust and Reciprocity in Interpersonal Exchange
The Russell Sage Foundation
(Grant PIs: D. Houser, K. McCabe, and V. Smith)

Other Honors and Awards

Third Year Paper Prize Spring 2000
Department of Economics, University of Arizona

Dissertation Grant 2000–2001
Department of Economics, University of Arizona

George C. Coleman Fellowship 2000–2001
Department of Economics, University of Arizona

Elmer J. Brown Memorial Fellowship 1999–2000
Department of Economics, University of Arizona

Teaching and Advising

Faculty Advisor 2013–present
Honors Program, Rutgers University

Faculty Advisor 2013–present
Cognitive Science Club, Rutgers University

Faculty Advisor 2010–present
Aresty Program, Rutgers University

Participant 05.2007
Teaching Innovations Program in Economics
sponsored by: NSF and American Economic Association

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

M. L. Rigdon

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), Advanced Topics in Cognitive Science (Rutgers), Introduction to Cognitive Science (Rutgers), Independent Research (Rutgers), Cognition (Rutgers), Experimental Economics (Michigan, Texas), Intermediate Microeconomics (Michigan), Current Issues in Economics: Experimental Economics (Seminar, Michigan), Introduction to Microeconomics (Texas), Basic Economic Issues (Arizona)

Dissertation Committees

Helen Colby (Rutgers, Psychology and Business); Jeff DeWitt (Rutgers, Psychology); Jennifer Jacobs (Rutgers, Psychology); Tapan Khopar (Michigan, School of Information); Adam Seth Levine (Michigan, Political Science); Doug Smith (Michigan, Economics); Haewoon 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

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*; *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 Man-

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agement 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: CSWEF, NSF (San Diego)

References

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

Rachel Croson
Dean, College of Social Science, Michigan State University
crosonra@msu.edu

Daniel Houser
Interdisciplinary Center for Economic Science
Professor of Economics, George Mason University

M. L. Rigdon

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