

# 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

## M. L. Rigdon

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

### Additional Appointments

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

### Grants

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|                                                                                                                 |           |
|-----------------------------------------------------------------------------------------------------------------|-----------|
| <i>Proposal to Host the 2016 North American Summer School<br/>on Logic, Language, and Information (NASSLLI)</i> | 2016–2017 |
|-----------------------------------------------------------------------------------------------------------------|-----------|

## 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

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- Gender, Expectations, and the Price of Giving in press  
(M. L. Rigdon and A. S. Levine)  
*Review of Behavioral Economics*
- Sabotaging Another: Priming Competition Increases Cheating Behavior in Tournaments 2017  
(M. L. Rigdon and A. D'Esterre)  
*Southern Economic Journal* 84(2): 456–473
- 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*

### Edited Volumes

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Handbook of Experimental Game Theory in press  
(edited with M. Capra, R. Croson, and T. Rosenblat)  
Edward Elgar Publishing

### Revise and Resubmit

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An Experimental Investigation of Gender Differences in Wage Negotiations  
*Management Science*

### Manuscripts Under Review

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

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

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

### Other Publications

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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.

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

## M. L. Rigdon

### 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
- 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

## M. L. Rigdon

- 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

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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

## M. L. Rigdon

### 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

- Economic Science Association (American, Tucson) 10.2000

- Economic Science Association (Internat'l, New York) 06.2000

### Varieties of Mind-Reading in 2-Person Trust Games

- Economic Science Association (Internat'l, New York) 06.2000



## M. L. Rigdon

### University Service

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|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|
| 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<br>N. Amer. Summer School in Logic, Language and Info                                                                                   | 2015–2016    |
| 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<br><i>Alternatives to Self-Interest: Interdisciplinary Perspectives</i>                                                                     | Winter 2007  |
| Co-organizer, RCGD Seminar Series<br><i>Experimental Economics</i>                                                                                                            | Fall 2006    |
| Knights-Wallace Fellows Introduction to Research at ISR<br>(Panel organized by Institute director, James Jackson)<br><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

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|----------------------------------------------------|---------|
| Jury Deliberations                                 | 09.2017 |
| Shira Nayman Consulting, New York                  |         |
| Economic Science Consultant                        | 06.2004 |
| Alaska Federation of Natives Conference, Anchorage |         |

## M. L. Rigdon

Economic Science Consultant 01.2002  
Congressional Chief of Staff Retreat  
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)

### Teaching and Advising

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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

Participant 01.2004  
CeMENT National Workshop  
sponsored by: CSWEP and American Economic Association

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), Advanced Topics in

## M. L. Rigdon

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

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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*; *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

## M. L. Rigdon

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

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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  
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

**M. L. Rigdon**

Professor of Economics, Tilburg University  
j.j.m.potters@uvt.nl

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