

TANJIM HOSSAIN

Department of Management
University of Toronto Mississauga
Mississauga, Ontario L5L 1C6, Canada
P: 905 569 4425 | E: tanjim.hossain@rotman.utoronto.ca

EDUCATION

Princeton University, Ph.D., Economics, 2004
Princeton University, M.A., Economics, 2001
University of Maryland, B.A., Economics (with High Honors), *summa cum laude*, 1999
University of Maryland, B.S., Computer Science, *summa cum laude*, 1999

PROFESSIONAL AND ACADEMIC EXPERIENCE

Professor, Department of Management at University of Toronto Mississauga with cross-appointments to the Department of Economics, the Institute for Management & Innovation, and Rotman School of Management, University of Toronto, July 2020 – Present
Associate Professor (with tenure), July 2014 – June 2020
Assistant Professor, July 2009 – June 2014

Chair, Department of Management at University of Toronto Mississauga, University of Toronto, July 2021 – Present

Full Graduate Member of Graduate Department of Management, University of Toronto, July 2014 – Present
Associate Member, July 2009 – June 2014

Chief Scientist, Behavioural Economics in Action at Rotman (BEAR), July 2017 – Present
Fellow, July 2014 – June 2017

Director, Master of Management of Innovation Program, July 2017 – June 2021
Associate Director, July 2015 – June 2016
Acting Director, July 2014 – June 2015

Assistant Professor, Department of Economics, School of Business and Management, Hong Kong University of Science & Technology (HKUST), August 2004 – June 2010 (Granted tenure and promotion to Associate Professor in April 2010)

Analyst, PriceWaterhouse Coopers, LLP., June 1999 – August 1999

EDITORIAL EXPERIENCE

Associate Editor, *Management Science*, January 2018 – Present

RESEARCH AND PUBLICATIONS

Journal Articles:

1. "...Plus Shipping and Handling: Revenue (Non)-Equivalence in Field Experiments on eBay," with John Morgan, *Advances in Economic Analysis & Policy*, 2006, Vol. 6:2:3
2. "Learning by Bidding," *RAND Journal of Economics*, Summer 2008, 39 (2), 509-529
3. "The Quest for QWERTY," with John Morgan, *American Economic Review (Papers and Proceedings Issue)*, May 2009, 99 (2), 435-440, to be reprinted in *Path Dependence and Lock In*, edited by Stan J. Liebowitz and Stephen E. Margolis, Edward Elgar Publishing Limited, Cheltenham, UK
4. "Sniping and Squatting in Auction Markets," with Jeffrey C. Ely, *American Economic Journal: Microeconomics*, August 2009, 1 (2), 68-94
5. "Shrouded Attributes and Information Suppression: Evidence from the Field," with Jennifer Brown and John Morgan, *Quarterly Journal of Economics*, May 2010, 125 (2), 859-876
6. "Competing Matchmakers: An Experimental Analysis," with Dylan Minor and John Morgan, *Management Science*, November 2011, 57 (11), 1913-1925, to be reprinted in *Path Dependence and Lock In*, edited by Stan J. Liebowitz and Stephen E. Margolis, Edward Elgar Publishing Limited, Cheltenham, UK
7. "Behavioral Models of Managerial Decision-Making," with Avi Goldfarb, Teck-Hua Ho, Wilfred Amaldoss, Alexander Brown, Yan Chen, Tony H. Cui, Alberto Galasso, Ming Hsu, Noah Lim, Mo Xiao, and Botao Yang, *Marketing Letters*, June 2012, 23(2), 405-421
8. "The Behavioralist Visits the Factory: Increasing Productivity Using Simple Framing Manipulations," with John A. List, *Management Science*, December 2012, 58 (12), 2151-2167 (lead article), finalist for the "2013 Exeter Prize for Research in Experimental Economics, Decision Theory, and Behavioral Economics"
9. "When Do Markets Tip? A Cognitive Hierarchy Approach," with John Morgan, *Marketing Science*, May/June 2013, 32 (3), 431-453
10. "The Binarized Scoring Rule," with Ryo Okui, *Review of Economic Studies*, July 2013, 80 (3), 984-1001
11. "Crowding Out in the Labor Market: A Pro-Social Setting is Necessary," with King King Li, *Management Science*, May 2014, 60 (5), 1148-1160
12. "Framing Manipulations in Contests: A Natural Field Experiment," with Fuhai Hong and John A. List, *Journal of Economic Behavior and Organization*, October 2015, 118, 372-382
13. "Testing the Theory of Multitasking: Evidence from a Natural Field Experiment in Chinese Factories," with Fuhai Hong, John A. List, and Migiwa Tanaka, *International Economic Review*, May 2018, 59 (2), 511-536
14. "Bargaining with Learning," *Journal of Mathematical Economics*, May 2019, 82, 90-97
15. "Measuring Rank-based Utility in Contests: The Effect of Disclosure Schemes," with Mengze Shi and Robert Waiser, *Journal of Marketing Research*, December 2019, 56 (5), 981-994
16. "Fairness Considerations in Joint Venture Formation," with Elizabeth Lyons and Aloysius Siow, *Experimental Economics*, September 2020, 63 (3), 632-667
17. "Successfully Scaled Solutions Need Not Be Homogenous," with Dilip Soman, *Behavioural Public Policy*, January 2021, 5 (1), 80-89
18. "Prescriptions for Successfully Scaling Behavioral Interventions," with Laura Goodyear and Dilip Soman, forthcoming, *Behavioral Science in the Wild*, University of Toronto Press, Toronto, Canada

Working Papers:

1. "Auctioneers as Market Makers: Managing Momentum in Chittagong Tea Auctions," 2017, with Fahad Khalil and Matthew Shum (a synopsis published on the *Blue Sky Blog* by the Columbia Law School)
2. "Belief Formation Under Signal Correlation," 2020, with Ryo Okui, revise and resubmit at *Games and Economic Behavior*
3. "Maybe I Should Just Stay Home," 2021, with John Morgan
4. "Learning in a Dynamic Context: An Experimental Study," 2021, with Andrew Ching, Shervin Shahrokhi-Tehrani, and Clarice Zhao
5. "Truth-telling and Strategic Interactions," 2021, with Angelique Bernabe and Haomiao Yu

Work in Progress:

1. "Location Choice Under Surge Pricing," with Upender Subramanian
2. "Missed Opportunities: A Model of Observation and Action Lags in Timing Games," with John Morgan
3. "Brand Effects Under Opaque Pricing," with Cairo Liu and Sridhar Moorthy

RESEARCH GRANTS

Social Science and Humanities Research Council of Canada (SSHRC):

- PI*, Insight Grant, "Entry and Location Choice Games: Theoretical and Experimental Explorations," 2017–23 (\$121,375)
- PI*, Institutional Grant, "Experimental Exploration of Organizational Structure," 2015–16 (\$5,000)
- Collaborator*, Insight Grant, "Consumer Search Costs and Marketing Strategy," 2013-2017 (*PI*, Sridhar Moorthy, \$62,542)
- Co-I*, Aid to Research Workshop and Conference Grant, "Frontiers in the Economics of Organizations and Markets: Theory, Applications and Methods," 2012-2013 (along with Alberto Galasso and Nicola Lacetera, \$12,850)
- PI*, Standard Research Grant, "Incentive Effects in the Real World: A Field Experiment Approach," 2010–15 (\$90,000)

Other Granting Agencies:

- PI*, UTM Bridge Fund, "Incentive Effects in the Real World: A Field Experiment Approach," 2016–17 (\$7,000)
- Co-I*, UTM Outreach, Conference and Colloquia Fund, "Frontiers in the Economics of Organizations and Markets: Theory, Applications and Methods," 2014, 2016, and 2018 (\$1,500 each)
- PI*, Hong Kong Research Grant Council, General Research Fund Grant, "Estimating Competition Effect Using Private Information: Evidence from Tea Auctions," 2008–10 (approx. \$ 93,227)
- PI*, Hong Kong University of Science and Technology, Research Project Competition, "Private Signals, Information Processing and the No Trade Theorem," 2007–09 (approx. \$14,064)
- PI*, Hong Kong Research Grant Council, Competitive Earmarked Research Grant, "Sniping and Squatting in Online Auctions," 2006–08 (approx. \$45,785)

AWARDS AND FELLOWSHIPS

Meritorious Service Award for Associate Editors, *Management Science*, 2020
Finalist, 2013 Exeter Prize for Research in Experimental Economics, Decision Theory, and Behavioral Economics
Certificate of Outstanding Contribution in Reviewing, *Games and Economic Behavior*, 2017
Meritorious Service Award for Reviewers, *Management Science*, 2011-2013, 2015-2016
Excellence in Refereeing Award, *American Economic Review*, 2008
Fellowship of Woodrow Wilson Scholars, Graduate Fellow, 2002–2004
Phi Beta Kappa, Elected Member, May 1999

TEACHING EXPERIENCE

Courses Taught at the University of Toronto:

Experimental Economics, RSM 3090/3091 (PhD Program in Marketing), Rotman School of Management, University of Toronto, Winter 2014 and 2016, Fall 2017, 2018, and 2020
Introduction to Big Data Analysis, MMI 1020 (Master of Management of Innovation), University of Toronto Mississauga, Fall 2010 to 2015, 2017, and 2018
Principles of Marketing, MGT/MGM 252 (Undergraduate Commerce Program), University of Toronto Mississauga, Fall 2009, 2010, and 2012 to 2015
Prices and Markets, MMI 1010 (Master of Management of Innovation), University of Toronto Mississauga, Fall 2019 and 2020
Advanced Marketing Management: Marketing with Behavioural Insights (Undergraduate Commerce Program), University of Toronto Mississauga, Fall 2019 and 2020

Teaching Awards:

HKUST Business School Recognition of Excellent Teaching, Spring 2009

PhD Thesis Committee Member:

Avery Haviv, University of Toronto, Ph.D. in Marketing, 2014 (non-supervisory committee member)
Robert Brian Waiser, University of Toronto, Ph.D. in Marketing, 2016 (dissertation committee member)
Lisa Marie Stockley, University of Toronto, Ph.D. in Economics, 2017 (dissertation committee member)
Jinghui Qian, University of Toronto, Ph.D. in Marketing, 2017 (dissertation committee member)
Shervin Shahrokhi Tehrani, University of Toronto, Ph.D. in Marketing, 2018 (dissertation committee member)
Xinlong Li, University of Toronto, Ph.D. in Marketing, 2019 (non-supervisory committee member)
Laura Goodyear, University of Toronto, Ph.D. in Marketing, ongoing (Co-supervisor)

Moein Javadian, University of Toronto, Ph.D. in Marketing, ongoing (dissertation committee member)

Patrick Rooney, University of Toronto, Ph.D. in Strategy, ongoing (dissertation committee member)

Angelique Bernabe, Ryerson University, Ph.D. in Economics, ongoing (dissertation committee member)

SERVICE

Internal Service:

Chair, IMI Graduate Department Academic Appeals Committee, University of Toronto, July 2020 – June 2021

Member, The Social Sciences, Humanities and Education Ethics Review Board, University of Toronto, August 2018 – June 2021

Member, President's International Council for the Indian Subcontinent, University of Toronto, January 2018 – Present

Member, many tenure, internal review, promotion, and reappointment committees at UTM and the Rotman School of Management, 2014 – Present

Member, many internal and external recruitment committees at UTM and the Rotman School of Management, 2009 – Present

Member, University of Toronto Faculty Association Council, 2015-2016

Member, Search Committee for the Chair of Department of Economics – UTM, 2020

Member, Search Committee for the Chair of Department of Management – UTM, 2016

Member, Search Committee for the Director of the Institute for Management & Innovation – UTM, 2016

Member, Search Committee for the Chair of Graduate Department of Management, 2014 and 2015

Member, Ph.D. Committee, Marketing Area, Rotman School of Management, 2013-2016

Member, IMI Curriculum Committee, 2017 – Present

Member, Department of Management – UTM Undergraduate Curriculum Committee, 2018-Present

Co-Organizer, (Biennial) Frontiers in the Economics of Markets and Organization: Methods, Theories, and Applications, 2012 – 2018

Member, Admission Committee for the Masters of Management in Innovation Program, University of Toronto Mississauga, 2009 – Present

Member, Ethics Review Panel, University of Toronto Mississauga, 2009 – 2011

External Service:

Member, Academic Organizing Committee, BDRM Conference, 2016

Judge, Citigroup International Case Competition, 2006 and 2007

Member, Program Committee, 2006 South Asia Meeting of the Econometric Society

Keynote Addresses and Special Lectures

Mindshare Huddle 2020 – What is Real?, Toronto, Canada, May 6, 2020

1st Guangdong-Hong Kong-Macao Area Research Forum on Business, Shenzhen, China, July 3, 2019

Department of Finance of the Government of Canada, Annual Retreat, Ottawa, ON, December 6, 2018

North South University, Special Lecture on Behavioural Economics, Dhaka, Bangladesh, July 5, 2017

St. Michael's Hospital, Behavioral Economics & Health Care Symposium, Toronto, ON, October 7, 2016

Canada Pension Plan Investment Board, Research Retreat, Toronto, ON, July 15, 2015

Canadian Agricultural Economics Society, 5th Annual Canadian Agri-Food Policy Conference, Ottawa, ON, January 29, 2015

Ivey Business School, Western University, First Mini-Conference in Experimental Economics, London, ON, October 12, 2012

Recent Conference and Seminar Presentations:

2021: Bass-FORMS Conference at the University of Texas at Dallas, Canadian Economic Association Annual Conference, University of Bath, University of Connecticut

2020: 12th World Congress of the Econometric Society, University of Toronto

2019: Behavioral IO and Marketing Symposium, Marketing Science Conference, Bayesian Crowds Conference, Shenzhen University, ESA 2019 World Meeting, University of Technology Sydney, University of New South Wales, University of Melbourne, Monash University

2018: Ammersee Workshop, Canadian Economic Association Annual Conference, China Greater Bay Area Experimental Economics Workshop, IIOC, Nanyang Technological University, Stanford Institute for Theoretical Economics Summer Workshop, University of Texas Dallas, Workshop on Behavioural Game Theory at the University of East Anglia

2017: AEDSB ASSA Sessions, New York University–Shanghai, Marketing Science Conference, Marketing Dynamics Conference, Ryerson University

2016: Yale Law School, 10th Invitational Choice Symposium, Ammersee Workshop, Goethe University Frankfurt, EARIE conference, University of Tennessee

SELECETED MEDIA MENTIONS

Benefits Canada, “Head to head: In workplace wellness programs, is it better to use the carrot or the stick?,” <https://www.benefitscanada.com/news/head-to-head-in-workplace-wellness-programs-is-it-better-to-use-the-carrot-or-the-stick-135319>, September 2019

Global News at Noon, Interview with Farah Nasser on companies capitalizing on Toronto Raptors' success, May 31, 2019

Chicago Tribune, "Playing Hide-and-Seek with Sales Tax," Melissa Harris, September 12, 2015
Financial Times, "An Upfront Bonus Pays over the Long Term," Adam Grant, August 5, 2013
The Economist, "Carrots dressed as sticks," January 16, 2010
Christian Science Monitor, "Why we do what we do on eBay," Chris Gaylord, July 16, 2007
(reprinted in *USA Today* as "Economists puzzled by irrational eBay buyers" on July 17, 2007)
Boston Globe, "eBay-nomics," Christopher Shea, June 10, 2007
US News & World Report, review of "...Plus Shipping and Handling: Revenue (Non)-Equivalence
in Field Experiments on eBay" in *Money and Business*, May 9, 2006
California Magazine, "eBuyers beware," by Kathy Newman, May/June 2006
Contra-Costa Times, "Professors unlock key to eBay sales," George Avalos, March 2006