

CURRICULUM VITAE

CONTACT

Australian School of Business, University of New South Wales
Sydney, Australia
Tel.: +61 (2) 9385 9727
Mob: +61 (4) 15 690 529
Email: annag@agsm.edu.au

NATIONALITY

Iceland, Australia

RESEARCH INTERESTS

- Strategic thinking;
- Mechanism design;
- Designer markets;
- Experimental game theory;
- Decision-making in business, politics, and regarding the environment.

EDUCATION

2001 Ph.D. University of Arizona (Judgment and decision-making; economics).
Dissertation Committee: A. Rapoport, V. Smith, B. Gutek, K. McCabe, L. Ordonez.
1994-1995 Doctoral program in political science, SUNY Stony Brook, NY.
1994 BA in Psychology, University of Iceland.

ACADEMIC EXPERIENCE

2002-present Senior Lecturer, Australian Graduate School of Management (now Australian School of Business) Sydney.
2007- present Visiting Associate Professor, Department of Economics, University of Iceland.
2001-2002 Lecturer of statistics, Eller College of Business, University of Arizona.

WORK IN PROGRESS

- *Trust, reciprocity and the functioning of governing systems* (with M. Rigdon and V. Smith)
- *Nash equilibrium versus personality as organizing principles of behavior*
- *Pattern recognition in asymmetric equilibria* (with M. S. Magnusson)
- *Individual behavior in "magical" equilibria* (with V. Panchenko)
- *Meritocracies with heterogeneous asymmetric endowments* (with R. Vragov)

PROFESSIONAL MEMBERSHIPS

Economic Science Association, American Economic Association, Academy of Management, Economic Design Network, Econometric Society, Southern Economic Association.

REFEREED PAPERS

- Huddy, L. & A. Gunnthorsdottir (2000). The political effects of emotional imagery: Superficial manipulation or a deepening conviction? *Political Psychology*, 21(4), 745-778.
- Gunnthorsdottir, A., K. McCabe & Vernon Smith (2002). Using the Machiavellianism instrument to predict trustworthiness in a bargaining game. *Journal of Economic Psychology*, 23, 49-66.
- Gunnthorsdottir, A. (2002). Physical attractiveness of an animal species as a decision factor for its preservation. *Anthrozoos*, 14(4), 204-215.
- Gunnthorsdottir, A., & A. Rapoport (2006). Embedding social dilemmas in intergroup competition reduces free-riding. *Organizational Behavior and Human Decision Processes*, 101 (2), 184-199.
- Gunnthorsdottir, A., D. Houser, & K. McCabe (2007). Dispositions, history and contributions in public goods experiments. *Journal of Economic Behavior and Organization*, 62, (2) 304–315.

REFEREED CONFERENCE PROCEEDINGS

- Gunnthorsdottir, A. & A. Rapoport (2002). *Egalitarian vs. proportional profit sharing rules in multi-level collective action problems*. In Klass, D. & M. Quaddus (eds), Proceedings of the Group Decision and Negotiation Conference, Perth, August 2002. ISBN: 095814060X.
- Gunnthorsdottir, A., R. Vragov & K. McCabe (2007). *The meritocracy as a mechanism to overcome social dilemmas*. Proceedings of the Annual Meeting of the International Society for New Institutional Economics, Reykjavik, June 2007. <http://www.isnie.org/assets/files/papers2007/gunnthorsdottir.pdf>
- Gunnthorsdottir, A., & R. Betz (2009). *Modeling emissions markets experimentally: the impact of price uncertainty*. In Anderssen, R.S., R.D. Braddock and L.T.H. Newham (eds) 18th World IMACS Congress and MODSIM09 International Congress on Modelling and Simulation. Modelling and Simulation Society of Australia and New Zealand and International Association for Mathematics and Computers in Simulation, July 2009, pp. 2377-2383. ISBN: 978-0-9758400-7-8. <http://www.mssanz.org.au/modsim09/F12/kragt.pdf>.
- Gunnthorsdottir, A. (2009). *Equilibrium and type: The crucial role of information*. In Anderssen, R.S., R.D. Braddock and L.T.H. Newham (eds) 18th World IMACS Congress and MODSIM09 International Congress on Modelling and Simulation. Modelling and Simulation Society of Australia and New Zealand and International Association for Mathematics and Computers in Simulation, July 2009, pp. 2377-2383. ISBN: 978-0-9758400-7-8. <http://www.mssanz.org.au/modsim09/F12/kragt.pdf>.

PAPERS UNDER SUBMISSION

- Gunnthorsdottir, A. & R. Huckfeldt. (1997). *Marriage and gender effects on political communication*. (<http://www.getcited.org/pub/103428669>). Revise and resubmit, Journal of Politics.
- Gunnthorsdottir, A., R. Vragov, S. Seifert & K. McCabe (2009). *Near-efficient equilibria in collaborative meritocracies*. Available on SSRN. <http://ssrn.com/abstract=967900>

OTHER PUBLICATIONS

- Gunnthorsdottir, A. (2006). A behavioral economist nominates the five books that can explain the games people play. *The Australian Literary Review*, 1(1), September.

WORKING PAPERS

- Betz, R. & A. Gunnthorsdottir (2008). *An experimental study of investment decisions in carbon emission trading schemes: What determines efficiency?* Working paper, Australian School of Business.
- Betz, R. & A. Gunnthorsdottir (2009). *Risk aversion, permit price uncertainty, and investments in emissions reduction technologies.* Working paper, School of Economics, Univ. of New South Wales.
- Zoega, G. & A. Gunnthorsdottir (2009). *Relationships and wage setting.* Working paper, Dept. of Economics, Univ. of Iceland.
- Gunnthorsdottir, A., Shen, J. & Vragov, R. (2009). *Endogenous grouping in meritocracy mechanisms.* Working Paper, Australian School of Business.

GRANTS

- 1998 Ross Foundation. *Excluding free-riders promotes the provision of public goods* (with K. McCabe & H. Ameden, University of Arizona). -US\$5,000.
- 2001 Economic Science Laboratory, University of Arizona. *Sorting in social dilemmas.* -US\$3,500.
- 2002 Australian Research Council (Early Career Grant): *Known Sorting in a linear public goods game: Equilibrium development.* -A\$10,000.
- 2003 Australian Research Council (Special Initiative): *Management and Consumer Decision Making Network* (on the board of a seed funding request) - A\$35,000.
- 2004 International Foundation for Research in Experimental Economics: *Trust and reciprocity: Leadership and efficiency in exchange- private versus public sector- the case of Australia.* (with M. Rigdon, Harvard University). -A\$1,500.
- 2004 Rasmussen Foundation. *Trust experiments in Alaska* (with M. Rigdon, Harvard University & V. Smith, George Mason University). -US\$7,600.
- 2004 Australian Research Council Early Career Grant: *Known sorting in a linear public goods game: Experimental test and dynamic analysis.* -A\$16,500.
- 2005 Australian Research Council: *Trust and trustworthiness by leaders.* -\$15,000.
- 2005-7 Australian Research Council Discovery Grant. *Information provision and the valuation of social attributes* (with P. Auger, MBS, T. Deviney, AGSM, J. Louviere, UTS & M. King, UTS). -A\$205,000.
- 2007 Australian Research Council Supplementary Grant: *Nash equilibrium versus personality as an organizing principle of behavior.* A\$4900.
- 2008 Australian School of Business Faculty Grant: *Can efficiency be reconciled with social justice?* A\$9098.
- 2009 Australian School of Business Faculty Grant: *"Magical" equilibria.* A\$ 5000.

TEACHING MATERIALS WRITTEN

- Gunnthorsdottir, A. (2008). *Human risk attitudes when faced with gains and losses.* AGSM executive MBA readings.
- Gunnthorsdottir, A. (2004). *FAQ about MAUT.* Australian Graduate School of Management MBA.

COURSES TAUGHT

University of Arizona:

- Business statistics (undergraduate);
- Negotiation & decision-making (MBA)

Australian Graduate School of Management (now Australian School of Business)

- Business strategy (AGSM Executive MBA)
- Corporate strategy (AGSM Executive MBA)
- Strategic decision-making (AGSM Executive MBA)
- Managerial decision-making (AGSM MBA, Sydney & Hong Kong);
- Experimental methods (PhD)
- Seminar leader, Strategic Management Year (AGSM executive MBA).

Department of Economics, University of Iceland:

- Economic Decision Making (MS).

AGSM MBA project supervision (selected topics):

- Strategic deception and its detection;
- Corporate accountability in light of agency theory;
- Trust and trustworthiness in corporate governance.

Honors project supervision:

- Strategic responses to climate change risk.

SELECTED REFEREED/INVITED CONFERENCE PRESENTATIONS & SEMINARS (*refereed, ** invited, ^ session chair, #discussant, & session organizer)

2009: Intl. Congress of Modeling & Simulation, Cairns (2)*, Sydney Agents **, Australian School of Business Intl. Research Workshop Feb. 2009**&^.

2008: Annual Meeting of the Southern Economic Association, Washington DC^{##}*, Dept. of Economics, Florida State Univ.**. Dept. of Economics Fordham Univ., NY **, Dept. of Economics, Univ. of Sydney **, Department of Economics, Univ. of Iceland **, Department of Psychology, Univ. of Iceland **, Center for the Study of Choice, UTS Sydney**, Dept. of Resource Economics, Univ. of Western Australia**, Department of Economics, Monash Univ.**.

2007: International Congress on Modeling & Simulation *[#]; Annual Meeting of the North American Economic Science Association *, City Univ. NY**, Annual Meeting of the International Society for New Institutional Economics **[^][#]. School of Economics, Univ. of New South Wales**, Dept. of Economics, Univ. of Iceland (2)**; Korea University**, Annual Meeting of the Australasian Economic Science Association, Shanghai[#].

2006: Economic Design Network seminars, Univ. of Melbourne **; Institute for Information & Market Engineering Technical Univ. of Karlsruhe**, Univ. of Reykjavik**, Economic Science Association Asia-Pacific, Hong Kong (2)*.

2005 and earlier: Univ. of Western Australia, Dept. of Resource Economics** (2005), Alaska Federation of Natives Leadership Forum Anchorage (2004)**, Annual Meeting of the Economic Science Association, Strasbourg (2002)*; Group Decision and Negotiation Conference Perth (2002)*; International Social Dilemma Conference Chicago (2001)[#], NOVA University, Lisbon, Portugal (2002)**, National Univ. Singapore (2002)**, Dept. of Economics, Univ. of Southern California (2000)**; Annual Meeting of the Southern Economic Association (1999)[#], Annual Conference of the Economic Science Association (1998)[#], Annual Meeting of the International Society of Political Psychology, Washington DC (1995)*, Annual Meeting of the Midwest Political Science Association, Chicago (1995)*.

SERVICE

Reviewer (in descending order of frequency): American Economic Review, Journal of Economic Behavior and Organization, The Economic Record, Games and Economic Behavior, Journal of Economic Psychology, Experimental Economics, Strategic Management Journal, Research in Experimental Economics, Academy of Management Journal, Academy of Management Perspectives, Applied Psychology, Australian Journal of Management. Ecological Economics, Environmental Management, European Journal of Personality, European Journal of Social Psychology, International Journal of Conflict Management, Business Ethics Quarterly.

Presentations on behalf of the University: Australian Federal Parliament, Australian Graduate School of Management (AGSM) advisory council, Scandinavian Business Club Sydney (2006, 2008), national AGSM alumni chapters.

Committees: Australian School of Business (ASB) research committee, ASB School of Strategy hiring committee, Australian Graduate School of Management (AGSM) hiring committee, AGSM Executive MBA curriculum committee, AGSM postgraduate coursework committee, AGSM MBA exchange student selection committee, AGSM visiting scholars committee, ASB standing committee, AGSM Ph.D. proposal committees (2), ASB Ph.D. committees (1). Promotion Assessor, School of Economics, Univ. of Western Australia.

Organizational roles and tasks:

- Director of Research, School of Strategy, Australian School of Business (2007- present)
- PhD coordinator, School of Strategy, Australian School of Business (2007-present)
- Research Committee, Australian School of Business (2007 – present)
- Organizing committee, Inaugural Meeting of the Asia-Pacific Economic Science Association (APESA) Hong Kong 2006
- Organizing committee, Annual Meeting of APESA, Singapore 2008
- Vice president, Scandinavian Business Club Sydney 2006-2008
- President, Scandinavian Business Club Sydney 2008 - present.

SELECTED RECENT MAJOR PRESS COVERAGE/INTERVIEWS (AUSTRALIA)

- SBS radio, 29 July 2006. *Who do you trust and why?*
- ABC “Australia talks back”. 29 June 2006. *Behavioural Economics: Fear, anxiety, overconfidence, and the end of the financial year.*
- BRW Magazine, 9-15 February 2006: *Conflicting IR game plans.*
- CIO Magazine, August 2004. *Captains courageous?*
- The Australian, 24 March 2004. *In games people play, nice guys may not finish last.*
- Australian Financial Review, 16 August 2003. *Watch Carefully, It's Easy To Spot A Corporate Lie.*
- More coverage, and from other countries, upon request.

RECENT CONSULTING PROJECTS (* if MBA student consulting project leader).

- Influencing legislation in face of regulatory change
- Market-entry in an emerging industry *
- Government stated goals vs. outcomes of government agencies, causes & recommendations
- Supporting decisions about the acquisition of military equipment for national defense (2005-7)

SKILLS

Visual basic programming.

Fluent: English, Icelandic, German, Italian, French.

Read/understand: Swedish, Danish, Norwegian, Spanish, Portuguese.

INTERESTS

Music, science fiction, mathematics, bromeliads, my friends, and life's challenges and opportunities.

CITES (as of June, 2009)

- Google Scholar: 226
- SSCI: 51