

CURRICULUM VITAE

CONTACT

Australian School of Business, University of New South Wales
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NATIONALITY

Iceland, Australia

RESEARCH INTERESTS

- Strategic thought;
- Experimental game theory;
- The cohesiveness and efficiency of social and organizational units;
- Cooperation, competition, trust, reciprocity, deception;
- 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 PROFESSIONAL EXPERIENCE

2002-present Senior Lecturer, Australian Graduate School of Management, Sydney.
2007- present Visiting Associate Professor, Department of Economics, University of Iceland.
2001-2002 Lecturer, Department of Management, University of Arizona.

WORK IN PROGRESS AND WORKING PAPERS

- *Trust, reciprocity and strategy in governing systems* (with M. Rigdon and V. Smith)
- *Meritocracies with asymmetric endowments* (with R. Vragov & S. Seifert)
- *Emotion crowds out rationality in intergroup competition*
- *Nash equilibrium versus personality as organizing principles*
- *THEME pattern recognition in asymmetric equilibria* (with M. S. Magnusson)

PROFESSIONAL MEMBERSHIPS

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

PUBLISHED 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*. Klass, D. & Quaddus, M. (Eds), Proceedings of the Group Decision and Negotiation Conference, Perth, August 2002.
- 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/gunthorsdottir.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 (2007). *On the efficiency of team-based meritocracies*. Available on SSRN. <http://ssrn.com/abstract=1104925>

WORKING PAPERS

- Betz, R. & A. Gunnthorsdottir (2008). An experimental study of investment decisions in carbon emission trading schemes: what determines efficiency? Working paper. (attached)

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.

RESEARCH SUPPORT RECEIVED

- 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. Known sorting in social dilemmas. - US\$3,500.
- 2002 Australian Research Council (Early Career Grant): Known Sorting in a linear public goods game: Equilibrium development, experimental test, and dynamic analysis. -A\$10,000.
- 2003 Australian Research Council (Special Initiative): Management and Consumer Decision Making Network (on the board of a seed funding request to create a network of researchers) - 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: Equilibrium development, 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. Devinney, AGSM, J. Louviere, UTS & M. King, UTS). -\$205,000.
- 2007 Australian Research Council Early Career Grant: Nash equilibrium versus personality as an organizing principle of behavior. \$4900.

COURSES TAUGHT

University of Arizona: Business statistics (undergraduate); Negotiation & decision-making (MBA)

Australian Graduate School of Management: Business and corporate strategy (Executive MBA, as a course leader); Managerial decision-making (MBA, Sydney & Hong Kong); Experimental methods (Ph.D)

Department of Economics, University of Iceland: Economic Decision Making (MS).

Graduate student project supervision (selected topics): Strategic deception and its detection; Corporate accountability in light of agency theory. Trust and trustworthiness in corporate governance.

SERVICE

Reviewer for: The American Economic Review, Games and Economic Behavior, Journal of Economic Behavior and Organization, Research in Experimental Economics, The Academy of Management Perspectives, Journal of Economic Psychology, International Journal of Conflict Management, Applied Psychology, Environmental Management, The Economic Record, Ecological Economics. Australian Journal of Management.

Speaking on behalf of the University: Presentations to the Australian Parliament in Canberra, the AGSM Advisory Council, the Scandinavian Business Club Sydney (2006, 2008), national alumni chapters.

University committees: Australian School of Business (ASB) research committee, ASB faculty hiring committee, Australian Graduate School of Management (AGSM) faculty 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).

Other:

Organizing committee, Inaugural Meeting of the Asia-Pacific Economic Science Association (APESA) Hong Kong 2006, Organizing committee, Annual Meeting of APESA, Singapore 2008. Promotion Assessor, School of Economics & Commerce, Univ. of Western Australia. Vice president, Scandinavian Business Club Sydney 2006-2008. President, Scandinavian Business Club Sydney 2008.

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.

SELECTED REFEREED/INVITED CONFERENCE PRESENTATIONS & SEMINARS (*refereed, ** invited).

Southern Economic Association (2008)*, Florida State University (2008)**. University of Sydney (2008)**, Department of Economics, University of Iceland (2008)**, Department of Psychology, University of Iceland (2008)**, Center for the Study of Choice, Sydney (2008)**, University of Western Australia (2008)**; Department of Economics, Monash University (2008)**; International Congress on Modeling and Simulation (2007)*; Annual meeting of the North American Economic Science Association (2007)*; City University New York (2007)**. Annual meeting of the International Society for New Institutional Economics (2007)**. School of Economics, University of New South Wales (2007)**; Department of Economics, University of Iceland (2007)(2)**; Korean University (2007)**; Annual Meeting of the Australasian Economic Science Association, Shanghai (2007)*. Economic Design Network seminars, University of Melbourne (2006)**; University of Karlsruhe (2006)**. University of Reykjavik (2006)**. Economic Science Association Asia-Pacific, Hong Kong (2006)*. University of Western Australia, Department 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 University Singapore (2002)**. Department of Economics, University 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)*.

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

- Influencing legislation in face of regulatory change.
- Market-entry strategies 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 computer programming.

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

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

INTERESTS

Discovery broadly defined, classical music, science fiction, mathematics, psychoanalytic thought, friends, and life's challenges and opportunities.