Tigran A. Melkonyan

Professor Department of Economics, Finance & Legal Studies University of Alabama 251 Alson Hall | Box 870224 | Tuscaloosa | 35487 | USA *e-mail*: tamelkonyan@cba.ua.edu

EDUCATION

PhD, Economics, Iowa State University (USA) BSc (Honors), Mathematics, Yerevan State University (Armenia) MSc (Honors), Mathematics, Yerevan State University (Armenia)

RESEARCH INTERESTS

- Decisions under Risk and Uncertainty
- Game Theory
- Behavioral Science
- Resource Economics

PROFESSIONAL EXPERIENCE

University of Alabama, Tuscaloosa, USA Department of Economics, Finance & Legal Studies <u>Professor</u>, August 2020 - Present

University of Warwick, UK

Behavioral Science Group, Warwick Business School <u>Associate Professor</u>, April 2013 - August 2020 Director, Masters of Social Sciences Research, ESRC Doctoral Training Center Doctoral Programs Representative, Behavioral Science, Warwick Business School

University of Exeter, UK

Department of Economics <u>Associate Professor</u>, August 2011 - April 2013 Director of Postgraduate Teaching, Economics

University of Nevada, Reno, USA

Department of Resource Economics <u>Associate Professor</u>, June 2007 - June 2011 Undergraduate Program Coordinator and Faculty Advisor

International Monetary Fund, Washington, DC, USA Visiting Scholar, February 2007 - May 2007

University of Maryland, College Park, MD, USA Department of Agricultural and Resource Economics <u>Assistant Professor</u>, August 2000 - May 2007

JOURNAL ARTICLES

- 1. The Social Contract in Miniature: How Virtual Bargaining Supports Team Production. ACADEMY OF MANAGEMENT REVIEW, forthcoming (with H. Zeitoun and N. Chater).
- 2. The Paradox of Social Interaction: Shared Intentionality, We-reasoning and Virtual Bargaining.

PSYCHOLOGICAL REVIEW, forthcoming (with N. Chater and H. Zeitoun).

3. Incomplete Preferences, Willingness to Pay, Willingness to Accept, and Elicitation.

ECONOMIC THEORY, forthcoming (with R. Chambers and J. Quiggin).

4. The Cognitive Foundations of Tacit Commitments: A Virtual Bargaining Model of Dynamic Interactions.

JOURNAL OF MATHEMATICAL PSYCHOLOGY 108, 2022, 102640 (with H. Zeitoun and N. Chater).

- 5. Justice in an Uncertain World: Evidence on Donations to Cancer Research. JOURNAL OF RISK AND UNCERTAINTY 62, 2021, 281-311 (with Z. Safra and S. Ma).
- 6. Incomplete Preferences and Equilibrium in Contingent Markets. *ECONOMICA* 287(345), 2020, 108-131 (with R. Chambers).
- 7. Is Allocation Affected by the Perception of Others' Irresponsible Behavior and by Ambiguity?

RISK ANALYSIS 39(10), 2019, 2182-2196 (with Z. Safra and S. Ma).

- The Social Character of Moral Reasoning.
 BEHAVIORAL AND BRAIN SCIENCES 42, 2019 (with N. Chater and H. Zeitoun).
- Contests with Ambiguity.
 OXFORD ECONOMIC PAPERS 70(4), 2018, 1148-1169 (with D. Kelsey).
- 10. Collusion in Bertrand versus Cournot Competition: A Virtual Bargaining Approach. *MANAGEMENT SCIENCE* 64(12), 2018, 5599-5609 (with H. Zeitoun and N. Chater).
- Ambiguity, Reasoned Determination, and Climate-change policy. JOURNAL OF ENVIRONMENTAL ECONOMICS AND MANAGEMENT, 81, 2017, 74-92 (with R. Chambers).
- Industrial Policy to Develop a Multi-firm Industry.
 JOURNAL OF INDUSTRY, COMPETITION AND TRADE 17(3), 2017, 283-303 (with D. Banks and J. Wendel).
- Intrinsic Variability in Group and Individual Decision-Making.
 MANAGEMENT SCIENCE 62(9), 2016, 2651-2667 (with Z. Safra).
- Unwritten Rules: Virtual Bargaining as a Foundation for Social Interaction, Culture and Society.
 TRENDS IN COGNITIVE SCIENCE, 18(10), 2014, 512-519 (with J. Misyak, H. Zeitoun, N. Chater).

15. Decentralization, Incentive Contracts, and the Effect of Distortions in Performance Measures.

MANCHESTER SCHOOL 82(6), 2014, 631-652.

- Food Scares in an Uncertain World.
 JOURNAL OF THE EUROPEAN ECONOMIC ASSOCIATION, 11-6, 2013, 1432-1456 (with R. Chambers).
- 17. Hybrid Contests.

JOURNAL OF PUBLIC ECONOMIC THEORY 15(6), 2013, 968-992.

- Regulatory Design for Agroecosystem Management on Public Rangelands. *AMERICAN JOURNAL OF AGRICULTURAL ECONOMICS* 95(3), 2013, 606-627 (with M. Taylor).
- **19.** Microeconomic Implications of Remittances in an Overlapping Generations Model with Altruism and a Motive to Receive Inheritance.

JOURNAL OF DEVELOPMENT STUDIES 48(8), 2012, 1026-1044 (with D. Grigorian).

20. To Believe or Not Believe ... or Not Decide: A Decision-theoretic Model of Agnosticism.

RATIONALITY AND SOCIETY 24(4), 2012, 408-441 (with M. Pingle).

21. Controlling for Underreporting of Remittances.

APPLIED ECONOMICS 43(30), 2011, 4817-4826 (with J.S. Shonkwiler and D. Grigorian).

22. Destined to Receive: The Impact of Remittances on Household Decisions in Armenia.

REVIEW OF DEVELOPMENT ECONOMICS 15(1), 2011, 139-153 (with D. Grigorian).

- 23. The Effect of Communicating Ambiguous Risk Information on Choice. JOURNAL OF AGRICULTURAL AND RESOURCE Economics 36(2), 2011, 292-312.
- 24. Strategic Incentives in Biosecurity Actions: Theoretical and Empirical Analyses. JOURNAL OF AGRICULTURAL AND RESOURCE ECONOMICS 36(2), 2011, 242-262 (with M. Kobayashi).
- 25. Ambiguity, Pessimism, and Rational Religious Choice. THEORY AND DECISION 69(3), 2010, 417-438 (with M. Pingle).
- Regulatory Policy Design in an Uncertain World.
 JOURNAL OF PUBLIC ECONOMIC THEORY 12(6), 2010, 1081-1107 (with R. Chambers).
- Buy Low, Sell High: Price Gaps and Neoclassical Theory. JOURNAL OF MATHEMATICAL ECONOMICS 45(11), 2009, 720-729 (with R. Chambers).
- 28. Smoothing Preference Kinks with Information. *MATHEMATICAL SOCIAL SCIENCES* 58, 2009, 173-189 (with R. Chambers).

29. Food Safety Regulations under Ambiguity.

AMERICAN JOURNAL OF AGRICULTURAL ECONOMICS 91(5), 2009, 1389-1396 (with J. Schubert).

- 30. Standards in the Regulation of Environmental Risk. JOURNAL OF REGULATORY ECONOMICS 36(3), 2009, 219-246 (with B. Hueth).
- Religion and Faith: A Decision Theory Perspective.
 INTERDISCIPLINARY JOURNAL OF RESEARCH ON RELIGION 3, 2009 (with M. Pingle).
- 32. Eliciting Beliefs.

THEORY AND DECISION 65(4), 2008, 271-284 (with R. Chambers).

33. Pareto Optimal Trade in an Uncertain World: GMOs and the Precautionary Principle.

AMERICAN JOURNAL OF AGRICULTURAL ECONOMICS 89(2), 2007, 522-538 (with R.Chambers).

34. Degree of Imprecision: Geometric and Algorithmic Approaches.

INTERNATIONAL JOURNAL OF APPROXIMATE REASONING 45, 2007, 106-122 (with R. Chambers).

- 35. Value of Reputation in the Chain-store Game with Multiple Incumbents. INTERNATIONAL JOURNAL OF INDUSTRIAL ORGANIZATION 24(2), 2006, 425-448.
- 36. Eliciting the Core of a Supermodular Capacity. **ECONOMIC THEORY** 26(1), 2005, 203-210 (with R. Chambers).
- 37. Tariffs, Quotas and Forward Contracts under Asymmetric Information. *REVIEW OF INTERNATIONAL ECONOMICS* 13(2), 2005, 311-329 (with H. Lapan).
- Multi-Tasking, Identity Preservation, and Contract Design in Agriculture.
 AMERICAN JOURNAL OF AGRICULTURAL ECONOMICS 86 (3) 2004, 842-847 (with B. Hueth).
- Quality Measurement and Contract Design: Evidence from the North American Sugar Beet Industry.
 CANADIAN JOURNAL OF AGRICULTURAL ECONOMICS 52 2004, 165-181 (with B.

Hueth).

- 40. Voting over Efficient Decision Rules in Balanced Budget Organizations. JOURNAL OF ECONOMIC BEHAVIOR AND ORGANIZATION 51, 2003, 279-301 (with B. Hueth).
- 41. Strategic Behavior and Consolidation in the Agricultural Biotechnology Industry. *AMERICAN JOURNAL OF AGRICULTURAL ECONOMICS* 85(1) 2003, 218-235 (with S.R. Johnson).
- 42. Local Fiscal Strategy to Retain Heterogeneous Firms. JOURNAL OF REGIONAL SCIENCE 42(4), 2002, 753-771 (with M. Kilkenny).

BOOK CHAPTERS

43. Virtual Bargaining: A micro-foundation for social interaction.

The Routledge Handbook of Philosophy of the Social Mind. Taylor&Francis, 2017. (with N. Chater, J. Misyak, and H. Zeitoun).

44. Asset Ownership and Incentives in Agricultural Production.

Exploring Frontiers in Applied Economics: Essays in Honor of Stanley R. Johnson.

eds. M. Holt and J.-P. Chavas, Berkeley Electronic Press, 2006 (with B. Hueth).

45. State Trading Companies, Time Consistency, Imperfect Enforceability and Reputation.

The Economics of World Wheat Markets. eds. J.M. Antle and V.H. Smith, CABI International, 1999, (with S.R. Johnson).

CONFERENCE PROCEEDINGS AND EDITORIALS

46. Editorial for the Special Issue on "Contagious risks: Perception, behavior, and management – Lessons from the Covid-19 pandemic".

Frontiers in Psychology, section Cognition (with E. Ert and S.T. Trautmann).

47. Policy and Technology as Factors in Industry Consolidations.

Proceedings of the 11th meeting of the National Agricultural Biotechnology Council, 2000 (with S.R. Johnson).

48. Value of Reputation in Economic Models. *Proceedings of the CSIT conference*, 1999.

GRANTS

- 1. Co-investigator, "Team Building: Do Arts-Based Interventions Foster Collaborative Reasoning?" British Academy/Leverhulme Research Grant, £5,250.
- 2. Institute for Advanced Study (University of Warwick), Vacation School Award, Summer School on Medical and Ethical Decision-Making, £11,978.
- 3. Co-investigator, GRP in Behavioural Science for Summer School on Medical and Ethical Decision-Making, University of Warwick, £3,500.
- 4. Co-principal investigator, "Biosecurity Decisions by Nevada Cattle Ranchers on Public Lands." Nevada Arid Rangeland Initiative, US Department of Agriculture, FY2010-13, \$135,000.
- 5. Co-investigator, "Institutional Design for Resource Allocation and Risk Sharing among Private and Public Sector Agents to Manage Invasive Grasses and Wildfire in the Great Basin." PREISM, Economic Research Service, US Department of Agriculture, FY2009-12, **\$178,000**.
- 6. Project Co-Director, "The Economics of Contracts in the United States and Israel Agricultures." Binational Agricultural Research and Development Fund, FY2004-07, **\$245,000**.
- 7. Co-principal investigator, "Limited Water Resource Management in Transition Period." NATO Science Program and Co-operation Partners Linkage, FY1996-97, **\$50,000.**

EDITORIAL AND CONFERENCE SELECTION POSITIONS

- 1. Associate Editor for the Special Issue on "Contagious risks: Perception, behavior, and management Lessons from the Covid-19 pandemic" in *Frontiers in Psychology*, section Cognition (with E. Ert and S.T. Trautmann).
- 2. Selection committee for "Foundations of Utility and Risk" (FUR) Conference, Warwick, 2016
- 3. Selection committee for "Risk, Uncertainty and Decision" (RUD) Conference, Warwick, May 2014

TEACHING

- 1. Game Theory PhD Course Spring 2021, Spring 2022 University of Alabama, Tuscaloosa
- 2. Games and Decisions Undergraduate/Masters Course Fall 2020, Fall 2021, Spring 2022, Fall 2022 University of Alabama, Tuscaloosa
- 3. Environmental Economics PhD Course Fall 2020, Fall 2022 University of Alabama, Tuscaloosa
- 4. Fundamentals of Economic Behaviour Graduate Course Fall 2013, Fall 2014, Fall 2015, Fall 2016, Fall 2017, Spring 2019 University of Warwick
- 5. Quantitative Research Methods Graduate Core Course Fall 2019, University of Warwick
- 6. Analysis of Economic Behaviour Graduate Course Fall 2016, Fall 2017, Fall 2018, Fall 2019 University of Warwick
- 7. Managerial Decision Making Graduate Course Spring 2019, University of Warwick
- 8. Improving Management Decision Making MBA and Executive MBA Course Spring 2014, Spring 2015, Spring 2016, Summer 2017 University of Warwick
- 9. Decision Analysis Consulting Graduate Course Spring 2014, University of Warwick
- 10. Microeconomics I Undergraduate Course Fall 2012, Spring 2013, University of Exeter
- 11. Growth and Development Graduate Course Spring 2012, University of Exeter
- 12. International Trade and Regional Integration Graduate Course Spring 2012, University of Exeter
- 13. Policy Issues in the Global Economy Graduate/Undergraduate Course Spring 2012, University of Exeter
- 14. Economics of Management Strategy Undergraduate Course Fall 2011, University of Exeter
- 15. Microeconomic Theory III Ph.D. Core Course Spring 2009, Spring 2010, University of Nevada, Reno
- 16. Choice Theory Ph.D. Independent Study Course Spring 2009, Spring 2010, University of Nevada, Reno
- 17. Natural Resource Economics Undergraduate Course Spring 2011, University of Nevada, Reno

- 18. Risk and Uncertainty Undergraduate Course Fall 2008, Spring 2010, Spring 2011, University of Nevada, Reno
- 19. Decisions under Risk and Uncertainty Ph.D. Core Course Spring 2008, University of Nevada, Reno
- 20. Microeconomic Theory II Ph.D. Core Course Fall 2007, University of Nevada, Reno
- 21. Environmental and Natural Resource Economics Advanced undergraduate and M.S. Capstone course, Fall 2007, University of Nevada, Reno
- 22. Applied Microeconomics and Price Theory Ph.D. Core Course 2001-03, 2005-07, University of Maryland, College Park
- 23. Economics of the Food Sector Advanced undergraduate course 2003-07, University of Maryland, College Park.

ADVISING

- Serving as the major advisor of 1 PhD student, University of Alabama
- Serving on a Ph.D. committee of 1 PhD student, University of Alabama
- Served on a Ph.D. committee of 1 PhD student, University of Alabama
- Served as the major advisor of 3 PhD students, Warwick
- Served as the major advisor of 4 MSc Behavioral Economics, 2 MSc Behavioral Finance, 3 MSc Finance, 1 MBA, 6 Executive MBA, 13 MSc International Business, 32 MSc Management, 3 MSc Marketing & Strategy, 4 MSc Police Leadership and Management, Warwick
- Served as the major advisor of 1 PhD student, Exeter
- Served as the major advisor of 4 MSc and 1 BSc Economics students, Exeter
- Served as the major advisor of 4 Ph.D. students and on committees of 1 Ph.D. student and 3 MSc students, University of Nevada, Reno
- Served on Ph.D. committees of 8 students and advised 1 MSc student, University of Maryland

OTHER SERVICE

- Member, Undergraduate Council, University of Alabama, Tuscaloosa, 2021-Present
- Member, Microeconomics Qualifying Committee, University of Alabama, Tuscaloosa, 2021 Present
- Member, Business School Undergraduate Council, University of Alabama, Tuscaloosa, 2021-Present
- Member, Faculty Awards and Honors Committee, Business School, University of Alabama, Tuscaloosa, 2021-Present
- Member, Cybersecurity Major Development Committee, University of Alabama, Tuscaloosa, 2021-Present
- Member, Department's Journal Rankings Committee, University of Alabama, Tuscaloosa, 2021-Present
- Member, The Alabama Center for Mobility and Power Planning Committee, University of Alabama, Tuscaloosa, 2021-2022

- Program Coordinator, Master in Social Science Research, ESRC Doctoral Training Program, University of Warwick, 2019-2020
- Group Representative for PhD in Behavioral Science, *University of Warwick*, 2019-2020
- Exam Advisor for four PhD dissertations, University of Warwick, 2016, 2017
- Internal Examiner of three PhD dissertations, University of Warwick, 2016, 2018
- External Examiner of two PhD dissertations, *Collegio Carlo Alberto*, Italy, 2016
- Course director, Master in Business (Behavioral Science), University of Warwick, 2013-2014
- Co-chair, PhD seminar series, University of Exeter, 2011-2012
- Chair, Ph.D. Microeconomics qualifying exam committee, *University of Nevada*, 2008- 2011
- Member, Graduate studies committee, University of Nevada, 2008- 2011
- Member, Graduate programs' coordination committee, *University of Nevada*, 2008-2011
- Member, College scholarship committee, University of Nevada, 2008 2011
- Chair, Ph.D. Microeconomics qualifying exam committee, *University of Maryland*, 2003-2005
- Member, Ph.D. Microeconomics qualifying exam committee, *University of Maryland*, 2000 2006

CONSULTING EXPERIENCE

- 1. International Expert: Agriculture and Horticulture, United Nations Development Program, 2020-present.
- 2. Consulted various government and private organizations and coordinated efforts (in the areas of financial services, medical decision making, public policies, and natural resources) to introduce behavioral interventions, 2013-2020.
- 3. Consultant, First Advantage SafeRent, Inc., 2009.
- 4. Consultant, National Center for Food and Agricultural Policy, Washington, DC, 2009-2010.
- 5. Coordinator and instructor for "Food Safety Risk Assessment" and "Food Safety Risk Management" professional development programs. (Food and Drug Administration, USA); 2005-2007.

ORGANIZED CONFERENCES AND WORKSHOPS

- 1. "Foundations of Utility and Risk" (FUR) Conference, Warwick, 2016
- 2. "Risk, Uncertainty and Decision" (RUD) Conference, Warwick, May 2014
- 3. 1st-7th Summer Schools on Decision-Making under Uncertainty, Warwick, 2013-2019
- 4. "Contests, Mechanisms, and Experiments" conference, Univ. of Exeter, April 2012
- 5. 81st EAAE Seminar: Economics of Contracts in Agriculture, Third Annual Workshop, June 19-21, 2003, Copenhagen, Denmark.
- 6. "Economics of Contracts in Agriculture" 2nd Workshop, Annapolis, MD, July 2002.

REFEREE

Journal of Political Economy, Journal of Economic Theory, Economic Journal, Journal of Environmental Economics and Management, Economic Theory, Journal of Economic Behavior and Organization, International Journal of Industrial Organization, Social Choice and Welfare, Journal of the Association of Environmental and Resource Economists, Mathematical Social Sciences, Journal of Health Economics, International Journal of Finance and Economics, Journal of Mathematical Psychology, American Journal of Agricultural Economics, Review of Industrial Organization, Health Economics, Southern Economic Journal, Frontiers in Psychology, Ecological Economics, Energy Economics, Journal of Public Economic Theory, Agricultural Economics, Czech Economic Review, European Review of Agricultural Economics, Journal of Development Studies, World Development, Review of Development Economics, Environmental Economics and Policy Studies, Strategic Behavior and the Environment, Journal of Agricultural and Resource Economics, Food Policy, Review of Agricultural Economics, Papers in Regional Science, Economic Bulletin

PRESENTATIONS

- 1. "Society for the Advancement of Behavioral Economics" conference, Lake Tahoe, 2022
- 2. "Foundations of Utility and Risk" conference, Ghent University, Belgium, 2022
- 3. "The Behavioral Science of Diversity and Inclusion Summer School", Warwick, UK, 2022
- 4. "Social Choice under Risk and Uncertainty" workshop, Warwick, UK, 2022
- 5. Alabama District Attorneys Association meetings, Huntsville, AL, 2022
- 6. "Risk, Uncertainty and Decision", University of Minnesota, MN, 2021
- 7. United Nations Development Programme, Pakistan, 2021
- 8. University of Nottingham, UK, 2021
- 9. Virginia Tech University, USA, 2020
- 10. University of Alabama, USA, 2020
- 11. University of Southampton, UK, 2019
- 12. The 5th Lancaster Game Theory conference, Lancaster, UK, 2019
- 13. DR@W forum, University of Warwick, UK, 2018
- 14. University of Hamburg, Germany, 2018
- 15. "Foundations of Utility and Risk" conference, University of York, UK, 2018
- 16. "Leading Integrity" conference, Warwick Business School at Shard, UK, 2018
- 17. "World Interdisciplinary Network for Institutional Research" conference, Utrecht, Netherlands, 2017
- 18. "MathPsych/ICCM" conference, University of Warwick, UK, 2017
- 19. University of Birmingham, UK, 2016, 2017
- 20. "Foundations of Utility and Risk" conference, University of Warwick, UK, 2016
- 21. The 1st Lancaster Game Theory conference, Lancaster, UK, 2015

- 22. "Foundations of Utility and Risk" conference, Rotterdam, Netherlands, 2014
- 23. Society for Advancement of Economic Theory, Paris, France, 2013
- 24. University of Glasgow, UK, 2012
- 25. University of Manchester, UK, 2012
- 26. Lancaster University, UK, 2012
- 27. University of Exeter, UK, 2011
- 28. University of East Anglia, Norwich, UK, 2011
- 29. Portland State University, Portland, OR, 2011
- 30. East Carolina University, Greenville, NC, 2010
- 31. Georgia State University, Atlanta, GA, 2010
- 32. Arizona State University, Mesa, AZ, 2010
- 33. Applied and Agricultural Economics Association Annual Meetings, Milwaukee, WI, 2009
- 34. American Agricultural Economics Association Annual Meetings, Orlando, FL, 2008
- 35. Public Economic Theory Meetings, Vanderbilt University, 2007
- 36. SUNY, Binghamton, NY, 2007
- 37. University of Nevada, Reno, NV, 2006, 2007
- 38. University of Kentucky, Lexington, KY, 2006
- 39. Michigan State University, East Lansing, MI, 2006
- 40. University of Idaho, Moscow, ID, 2006
- 41. American Agricultural Economics Association Annual Meetings, Long Beach, CA, 2006
- 42. The 7th INRA-IDEI Conference on "Industrial Organization and the Food Processing Industry", Toulouse, France, 2006
- 43. North Carolina State University, 2005
- 44. Food and Drug Administration, 2004
- 45. Joint Global Change Research Institute, College Park, MD, 2004
- 46. Allied Social Sciences Association Meetings, San Diego, CA, 2004
- 47. Exploring Frontiers in Applied Economics: A Symposium in Honor of Stanley R. Johnson, 2003
- 48. "Economics of Contracts in Agriculture", Third Annual Workshop, Copenhagen, Denmark, 2003
- 49. Texas A&M University, College Station, TX, 2003
- 50. University of Maryland, College Park, MD, 2000, 2002, 2005
- 51. "Economics of Contracts in Agriculture" Second Annual Workshop, MD, 2002
- 52. American Agricultural Economics Association Annual Meetings, Chicago, IL, 2001
- 53. The 4th INRA-IDEI Conference on "Industrial Organization and the Food Processing Industry", Toulouse, France, 2000
- 54. University of Nebraska, Lincoln, NE, 1999
- 55. Iowa State University, Ames, IA, 1995, 1997, 1999

- 56. Hebrew University of Jerusalem, Rehovot, Israel, 1996
- 57. The 44th North American Meetings of Regional Science Association International, NY, 1997
- 58. Computer Science and Information Technologies conference, Armenia, 1997, 1999
- 59. XXIIIth International Conference of Agricultural Economists, Sacramento, CA, 1997
- 60. Symposium on the "Economics of World Wheat Markets". Montana State University, 1997
- 61. Allied Social Sciences Association Meetings, San Francisco, CA, 1996