

Yuval Salant

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CURRENT EMPLOYMENT

Northwestern University, Kellogg School of Management

Harold L. Stuart Professor of Managerial Economics & Decision Sciences	2024–present
Professor of Managerial Economics & Decision Sciences	2020–2024
Associate Professor of Managerial Economics & Decision Sciences (with tenure, 9/2014)	2012–2020
Assistant Professor of Managerial Economics & Decision Sciences	2009–2012
Donald P. Jacobs Scholar	2008–2009

EDUCATION

Stanford University, Graduate School of Business

Ph.D. in Economic Analysis and Policy	2008
Dissertation title: Procedural and Axiomatic Analysis of Choice from Lists	
Committee: Robert Wilson (Chair), Jeremy Bulow, Ariel Rubinstein, and Andy Skrzypacz	

Hebrew University, Faculty of Science

M.Sc. in Computer Science, Summa Cum Laude	2003
B.Sc. in the “Amirim” Special Honors Program: Computer Science with section studies in Mathematics, Summa Cum Laude	2000

PUBLICATIONS

15. **Complexity and Satisficing: Theory with Evidence from Chess**, with Jörg Spenkuch, *Review of Economic Studies*, 93 (2026), No. 2, 1296–1322
14. **Optimal Sample Sizes and Statistical Decision Rules**, with Sanket Patil, *Theoretical Economics*, 19 (2024), No. 2, 583–604
13. **Statistical Inference in Games**, with Josh Cherry, *Econometrica*, 88 (2020), No. 4, 1725–1752
12. **The Effect of Product Misperception on Economic Outcomes: Evidence from the Extended Warranty Market**, with Jose Miguel Abito, *Review of Economic Studies*, 86 (2019), No. 6, 2285–2318
11. **The Effect of Limited Availability on Children’s Consumption, Engagement, and Choice Behavior**, with Michal Maimaran, *Judgment and Decision Making*, 14 (2019), No. 1, 72–79
10. **Contracts with Framing**, with Ron Siegel, *American Economic Journal: Microeconomics*, 10 (2018), No. 3, 315–346
9. **Isn’t Everyone Like Me?: On the Presence of Self-Similarity in Strategic Interactions**, with Ariel Rubinstein, *Judgment and Decision Making*, 11 (2016), No. 2, 168–173
8. **Reallocation Costs and Efficiency**, with Ron Siegel, *American Economic Journal: Microeconomics*, 8 (2015), No. 1, 203–227
7. **On the Causes and Consequences of Ballot Order Effects**, with Marc Meredith, *Political Behavior*, 35 (2013), No. 1, 175–197 (Featured in the Wall Street Journal, Chicago Tribune, Postmedia news)
6. **Eliciting Welfare Preferences from Behavioral Datasets**, with Ariel Rubinstein, *Review of Economic Studies*, 79 (2012), No. 1, 375–387
5. **Procedural Analysis of Choice Rules with Applications to Bounded Rationality**, *American Economic Review*, 101 (2011), No. 2, 724–748 (Featured in The Marker magazine)

4. **(A, f): Choice with Frames**, with Ariel Rubinstein, *Review of Economic Studies*, 75 (2008), No. 4, 1287–1296
3. **Some Thoughts on the Principle of Revealed Preference**, with Ariel Rubinstein, in *Handbooks of Economic Methodologies* (Andrew Caplin and Andrew Schotter, eds.), New York: Oxford University Press (2008), 115–124
2. **On the Learnability of Majority Rule**, *Journal of Economic Theory*, 135 (2007), No. 1, 196–213
1. **A Model of Choice from Lists**, with Ariel Rubinstein, *Theoretical Economics*, 1 (2006), No. 1, 3–17

WORKING PAPERS

16. **Memory and Partial Consideration in Choice**, with Jörg Spenkuch and David Almog
17. **Dynamic Behavioral Monopoly Pricing**, with Nemanja Antic

AWARDS

Sidney J. Levy Excellence in Teaching Award, Kellogg School of Management	2024, 2019
Finalist, Exeter Prize	2013
Excellence in Refereeing Award, American Economic Review	2009
Leonard W. and Shirley R. Ely Fellow, Stanford Institute for Economic Policy Research	2008
Rector's Prize for Excellence in Graduate Studies (top 2%), Hebrew University	2002
Certificate of Academic Excellence (top 20 at Hebrew University), Israeli Parliament	2002
Rector's List of Distinguished Teachers, Hebrew University	2001–2003
Ranked 25th of 296 science teachers, 13th of 302, and 26th of 465	
Outstanding Academic Achievement Scholarship, NDS Technologies, Israel	2001
Outstanding Academic Achievement Scholarship, CheckPoint, Israel	2001
Dean's Prize for Excellence in Undergraduate Studies (top 2%), Hebrew University	1998

TEACHING

Kellogg School of Management, Northwestern University

Instructor, Competitive Strategy and Industrial Structure, M.B.A.	2008–present
Co-Instructor, Research in Economics, Ph.D.	2023–present

SELECTED PROFESSIONAL ACTIVITIES

Co-organizer, Bounded Rationality in Choice Conference at Northwestern University	2023, 2016
Co-founder and co-organizer, Kellogg Behavioral Economics Seminar	2018–present
Member, Kellogg Curriculum Committee	2017–2020
Member of the Scientific Committee, Bounded Rationality in Choice Conference	2013–present

REFEREEING

AEJ: Microeconomics, American Economic Review, Econometrica, Economic Journal, Economics Letters, Economic Theory, Games and Economic Behavior, Israel Science Foundation, Journal of Economic Theory, Journal of the European Economic Association, Journal of Political Economy, National Science Foundation, Quarterly Journal of Economics, RAND Journal of Economics, Review of Economic Studies, Theoretical Economics

SELECTED CONFERENCE PRESENTATIONS

Preferences, Bounded Rationality, and Strategic Interactions, Barcelona	2026
Nash75: A Symposium to Celebrate 75 Years of Nash Equilibrium, Oxford	2025
Bounded Rationality in Choice	2024, 2016, 2013
Bounded Rationality: Theory and Experiments, Tel Aviv University	2022
Session on Psychology and Economics, Stanford Institute for Theoretical Economics	2021, 2018
European Summer Symposium in Economic Theory, Gerzensee	2019, 2013, 2010

Behavioral Economics Annual Meeting, Cornell	2019
Research workshop in honor of Ehud Kalai, Tel Aviv University	2017
Applied Behavioral Theory, University of Zurich	2017
Recent Developments on Behavioral Economics and Mechanism Design, keynote speaker, University of Glasgow	2016
Behavioral Game Theory, UCL	2014
Behavioral Welfare Economics, AEA Annual Meeting	2012
Bounded Rationality, Revealed Preference, and Consumer Demand, UCL	2011
11th Summer School on Economics and Philosophy, San Sebastian	2009
Joint Congress of the EEA and Econometric Society European Meeting, Vienna	2006
Methodologies of Modern Economics, NYU	2006
Econometric Society 9th World Congress, London	2005

SELECTED SEMINARS

Years are abbreviated.

Alicante (22), Bar-Ilan (24, 17), Ben-Gurion (17), Berkeley (08, 05), Boston College (22), Boston University (10), Bristol (24), Brown (15, 08), Caltech (14, 08), Chicago Economics (09), Chicago Booth (24), Columbia (20), Essex (12), Harvard (08), Harvard–MIT (19, 11), Hebrew University (23, 20, 15, 09, 08), Iowa (08), LSE (12, 08), Michigan (12), MIT (08), Montreal (14), Northwestern (08), NYU (08, 06), Ohio State (14), Pan-Asian Online Theory Seminar (23), Penn State (22, 18, 13, 09), Purdue (12), Queen Mary London (24), Stanford (14, 08), Tel Aviv (25, 20, 16, 08, 05), Toronto (25, 15), UBC (09), UC Santa Barbara (21), UCL (08), UCLA (14), UPenn (25, 16), USC (25), UT Austin (09), Warwick (12), Washington University in St. Louis (21, 08), Western Ontario (17), Wisconsin (11), Yale (08), Zurich (15, 14)