

Pedram Heydari

5326 Pocusset Street, Apt 5, Pittsburgh, PA, 15217

🌐 www.pedramheydari.com ↗

✉ pedramh68@gmail.com

☎ (510)-541-8223

EMPLOYMENT

Visiting Assistant Professor of Economics

2020–Present

University of Pittsburgh

Postdoctoral Research Fellow

2018–2020

Geisinger Health System, Meyer-Chabris Lab

EDUCATION

Ph.D. Economics

2018

University of California, San Diego

Thesis: Essays in Behavioral Decision Theory and Economic Networks

Advisor: Christopher Chambers

Visiting Research Student in Economics

2016–2017

Princeton University

M.A. Economics

2017

University of California, San Diego

B.A. Economics, Applied Mathematics

2012

University of California, Berkeley

RESEARCH INTERESTS

Primary: Behavioral Economics, Decision Theory, Experimental Economics

Secondary: Social and Economic Networks, Game Theory, Political Economy

HONORS

Graduate Summer Research Fellowship

2013

University of California, San Diego

Silver Medal

2006

Iran National Mathematics Olympiad

PUBLICATIONS AND WORKING PAPERS

Luce Arbitrates: Stochastic Resolution of Inner Conflicts

Conditionally Accepted, *Games and Economic Behavior*

Pedram Heydari

Short Abstract: I propose and axiomatically characterize a multi-attribute stochastic choice model. The model that I propose simultaneously generalizes the standard model of deterministic choice and the Luce model, also known as multinomial logit and can explain a range of behavioral phenomena that are inconsistent with these models, such as the attraction and compromise effects. These effects are unified in the model through an endogenous reference point that takes the minimum values of different attributes among the available options.

Stochastic Choice over Menus

Theory and Decision

Pedram Heydari

Short Abstract: I extend a well-known model of stochastic choice, the random utility model, to domains where options sets (menus) are the objects of choice. This is useful in testing models of choice over menus when choice data is generated by a heterogeneous population. I also discuss an application of the model in game theory and derive an analogue of the attraction effect in games.

Not All Bridges Connect: Integration in Multi-Community Networks

The Journal of Mathematical Sociology

Pedram Heydari, Babak Heydari, Mohsen Mosleh

Short Abstract: We study the problem of integrating two communities that face a barrier to connecting with one another. We first characterize the structures that arise out of efficient integration of the two communities. We then identify the efficient structures that are also stable, using different notions of stability.

An Experimental Assessment of Reference-Dependent Models of Context Effects

Under Review

Pedram Heydari, Anh V. Huynh, Christopher F. Chabris

Short Abstract: In a choice experiment with 1866 Amazon Mechanical Turk workers in the domain of cars, we test some of the predictions of a family of multi-attribute choice models that incorporate a menu-dependent reference point whose value in every attribute is the minimum value of that attribute among the available options. Our results give strong support to these predictions, suggesting that the aforementioned reference point has a significant impact on the value of available options. We plan to extend the study to other domains such as insurance plans and mutual funds.

Preference for Ambiguity and Difficult Choices

SSRN

Pedram Heydari, Christopher F. Chabris

Short Abstract: A well-known finding in behavioral economics is that people often avoid ambiguous gambles whose outcome probabilities are unknown in favor of risky gambles whose outcome probabilities are known, a phenomenon that is called ambiguity aversion. In two novel preregistered online experiments with 2400 participants, we test the hypothesis that people show a higher preference for ambiguous gambles when they find it hard to rank its outcomes. In our first experiment, the outcomes of the gambles were simple monetary lotteries, and in the second experiment, they were the path that the trolley would take in variations of the well-known “trolley problem”. Our hypothesis is confirmed in both experiments. We interpret these results as an indication of an aversion to having responsibility over difficult choices and a tendency to delegate such decisions to chance or fate in order to feel less responsible. Our results imply that theoretical models of choice under uncertainty should be modified in a way that allows them to assign different degrees of ambiguity aversion or seeking based on the difficulty of comparing the outcomes of uncertainty.

Democracy and Voter Turnout

In Preparation

Pedram Heydari

Short Abstract: I examine the relationship between the level of democracy and voter turnout. Using a panel dataset that consists of 135 countries over different spans of time and controlling for compulsory voting, I find that there is a statistically significant inverse relationship between democracy and voter turnout.

RESEARCH IN PROGRESS

Homophily Induced Conformity

Pedram Heydari

The Similarity-Adjusted Multi-Attribute Luce Rule

Pedram Heydari

Doctors as Patients: Do They Follow What They Prescribe for Others?

Pedram Heydari, Christopher F. Chabris, Michelle N. Meyer

Context Effects in Rationing Scarce Medical Resources

Pedram Heydari, Christopher F. Chabris

An Incentive Experiment on Experiment Aversion

Pedram Heydari, Christopher F. Chabris, Michelle N. Meyer

TEACHING EXPERIENCE

Teaching Assistant, University of California, San Diego

Principles of Microeconomics (Econ 1)	Fall 2013, Spring 2014, Summer 2015
Market Imperfections and Policy (Econ 2)	Summer 2014
Principles of Macroeconomics (Econ 3)	Winter 2013
Microeconomics (Econ 100B)	Spring 2015
Game Theory (Econ 109)	Fall 2014
Econometrics (Econ 120A and 120B)	Fall 2012, Spring 2013, Winter 2014 and 2016
Operations Research (Econ 172B)	Winter 2015

INVITED TALKS

New York University **2019**

Experimental Economics Seminar

An Experimental Assessment of Reference-Dependent Models of Context Effects

Geisinger ADMI **2018**

Research Seminar

Decision Making: An Economist's Perspective

IBM **2017**

T.J. Watson Research Center

A Theory of Behavior in the Face of Inner Conflicts

Princeton University **2017**

Theory Seminar

Reference-Dependent Stochastic Choice with Multiple Endogenous Attributes

University of California, San Diego **2017**

Theory Seminar

Luce Arbitrates: Stochastic Resolution of Inner Conflicts

PROFESSIONAL SERVICES

Refereeing: Computational Social Networks

COMPUTER SKILLS

PYTHON, R, MATLAB, STATA, QUALTRICS

ADDITIONAL INFORMATION

Citizenship: U.S.A.

Date of Birth: 04/22/1989

Languages: English (Fluent), Farsi (Native)