Ernan E. Haruvy

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Education	Ph.D., Economics, Univ of Texas at Austin, May 22, 1999. Dissertation: <i>Initial Conditions and Adaptive Dynamics—An Approach to Equilibrium Selection</i> .
	M.Sc., Economics, University of Texas at Austin, August 1996.
	B.B.A., Business Administration, University of Texas at Austin, August 1993
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Courses taught	Intro to Economics, Intro to Macroeconomics, Intro to Microeconomics; Intermediate Microeconomics, Marketing Analytics; Marketing Strategy; Predictive Analytics; Web Analytics; Marketing Digital Applications; Interactive and Digital Marketing; Marketing Management; Market Design; International Marketing; Consumer Behavior.
	Full Professor. McGill Univ., Desautels Faculty of Management, Jan '20-now.
Permanent Academic Positions	

	Associate Editor: Management Science (2019-Present)
Editorial Positions	

Refereed Articles

- 1. Haruvy, E. E., & Popkowski Leszczyc, P. T. (2024). Social media and nonprofit fundraising: the influence of Facebook likes. *European Journal of Marketing*, 58(1), 33-65.
- 2. Briesch, R., Haruvy, E., Voss, G. B., & Giraud Voss, Z. (2024). The countervailing effects of spatial competition in the performing arts: examining local versus traded market performance. *Journal of Cultural Economics*, 1-48.
- Gonzalez-Arcos, C., Meath, C., Leszczyc, P.P., Haruvy, E., and An, J. (2023). Fostering sustainable investments through micro-investing platforms. *Scientific Reports* 13, 21194.
- 4. Haruvy, E., Nia, M. H., Özer, Ö., & im ek, A. S. (2023). The Winner's Curse in Dynamic Forecasting of Auction Data: Empirical Evidence from eBay. *Manufacturing & Service Operations Management*, 25(3), 1155-1175.
- Haruvy, E., Heinrich, T., & Walker, M. J. (2022). Separating probability weighting and risk aversion in first-price auctions. *Economics Letters*, 221, 110891.
- 6. Lim, B., Xie, Y., & Haruvy, E. (2022). The impact of mobile app adoption on physical and online channels. *Journal of Retailing*, 98(3), 453-470.
- 7. Haruvy, E. and Y. Roth (2022), On the Impact of an Intermediary Agent in the Ultimatum Game, *Games*, *13*(3), 43. https://doi.org/10.3390/g13030043
- 8. Haruvy, E. and P.T.L. Popkowski Leszczyc (2022). A Study of Incentives in Charitable Fundraising, *European Journal of Marketing*, Vol. 56 (1), 283-317
- 9. Zhang, Z., Haruvy, E., & Leszczyc, P. T. P. (2022). On The Reference Point Effect of Reserve and Buy It Now Prices. *Journal of Retailing*, *98*(2), 356-372.
- Haruvy, E., Lim, B. & Leszczyc, P.T.L.P. (2021) The effect of surcharge on price in online auctions. *Electronic Commerce Research*, https://doi.org/10.1007/s10660-021-09508-6
- 11. Haruvy, E., Katok, E., V. Pavlov (2020). Bargaining Process and Channel Efficiency, *Management Science* 66(7), 2845-2860
- 12. Haruvy, Ernan, Peter Popkowski Leszczyc, Greg Allenby, Russell Belk, Catherine Eckel, Robert Fisher, Sherry Xin Li, John A. List, Yu Ma, and Yu Wang. (2020). "Fundraising design: key issues, unifying framework, and open puzzles." *Marketing Letters* 31, no. 4, 371-380.
- 13. Haruvy, E. (2019) On the importance of relative payoffs in two-sided matching, *Journal of Institutional and Theoretical Economics*, 175(1), 58-85.
- 14. Haruvy, E., Katok, E., Ma, Z., & Sethi, S. (2019). Relationship-specific investment and hold-up problems in supply chains: theory and experiments. *Business Research*, 12 (1), 45-74.
- 15. Ariely, D., Gneezy, U., & Haruvy, E. (2018). Social norms and the price of zero. *Journal of Consumer Psychology*, 28(2), 180-191.
- Ernan Haruvy and Peter T.L. Popkowski Leszczyc (2018) A Study of Bidding Behavior in Voluntary-Pay Philanthropic Auctions. Journal of Marketing: May 2018, Vol. 82, No. 3, pp. 124-141.
- Spann, M., Zeithammer, R., Bertini, M., Haruvy, E., Jap, S. D., Koenigsberg, O., V. Mak, P. Popkowski Leszczyc, B. Skiera, & Thomas, M. (2018). Beyond Posted Prices: the Past, Present, and Future of Participative Pricing

- Mechanisms. Customer Needs and Solutions, 5(1-2), 121-136.
- 18. Haruvy, E. E., Ioannou, C. A., & Golshirazi, F. (2018). The Religious Observance of Ramadan and Prosocial Behavior. *Economic Inquiry*, 56(1), 226-237.
- 19. Haruvy, E., Li, S. X., McCabe, K., & Twieg, P. (2017). Communication and visibility in public goods provision.

- 35. Haruvy, E. and E. Katok (2013), Increasing Revenue by Decreasing Information in Procurement Auctions, *Production and Operations Management 22(1)*, 19–35.
- 36. Haruvy, E., T. Li, S. Sethi (2012), Two-Stage Pricing for Custom-Made Products, *European Journal of Operational Research* 219(2), 405–414
- 37. Schoenberg, Eric, and Ernan Haruvy (2012). "Relative Performance Information in Asset Markets: An Experimental Approach." *Journal of Economic Psychology* 33, 1143-1155.
- 38. Haruvy, E. and D. Stahl (2012), Between-Game Rule Learning in Dissimilar Symmetric Normal-Form Games, *Games & Economic Behavior 74*, 208-221.
- 39. Haruvy, E. (2011), Challenges and Opportunities in Economics Experiments in Virtual Worlds, *Southern Economic Journal* 78(1), 1-5.
- 40. Harrison, G., Haruvy, E., and E. Rutstrom (2011), Remarks on Virtual World and Virtual Reality Experiments, *Southern Economic Journal* 78(1), 87-94.

- Behavior & Organization 62, 98-119
- 71. Haruvy, E. and U. Unver (2007), "Equilibrium Selection and the Role of Information in Repeated Matching Markets," *Economic Letters* 94, 284-289.
- 72. Stahl, D. O. and E. Haruvy (2006), Other-regarding preferences: Egalitarian warm glow, empathy, and group size, *Journal of Economic Behavior & Organization* 61, 20-41
- 73. Bass, F., E. Haruvy and A. Prasad (2006), Variable Pricing in Oligopoly Markets, *Journal of Business* 79, 2789-2810.
- 74. Haruvy, E., A. Roth, and U. Unver (2006), "The Dynamics and Unique Characteristics of the Law Clerk Matching: An Experimental Investigation," *J. of Economic Dynamics and Control* 30, 457-486.
- 75. Haruvy, E. and C. Noussair (2006), The Effect of Short Selling on Bubbles and Crashes in Experimental Spot Asset Markets, *Journal of Finance* 61, 1119-1157.
- 76. Haruvy, E. and A. Prasad (2005), "Freeware as a Competitive Deterrent," *Information Economics and Policy 17 (4), 513-534*.
- 77. Erev, I. and E. Haruvy (2005), Generality, Repetition and the Role of Descriptive Learning Models, *Journal of Mathematical Psychology*, 49(5), 357-371
- 78. Gneezy, Uri, E. Haruvy, and H. Yafe (2004), "The inefficiency of splitting the bill," *Economic Journal* 114, 265-280.

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- 103. Haruvy, E. and S. Jap (2012), Designing B2B Markets, Handbook of Business-to-business Marketing, Gary Lilien and Rajdeep Grewal (Eds.), Edward Elgar Publishing, Northampton, 639-658.
- 104. Gneezy, U. and E. Haruvy (2010) The Inefficiency of Splitting the Bill: A Lesson in Institution Design, In Zvika Neeman, Muriel Niederle and Nir Vulkan (Eds.) The Handbook of Market Design, Oxford University Press.
- 105. Haruvy, E., A. Prasad, S. Sethi, and R. Zhang (2005). Optimal Firm Contributions to Open Source Software: Effects of Competition, Compatibility and M4opatibi Tc.y65.3(o a) \$\mathbb{T}\$5.14(087 0 TD.0004 Tc.001 Tw.-6) lool \$8001