

## Alex Gershkov

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Don Patinkin Chair in Economics, The Hebrew University of Jerusalem, Israel

Professor of Economics, University of Surrey, UK

Member of The Federmann Center for the Study of Rationality, The Hebrew University of Jerusalem, Israel

### Previous positions

Associate Professor, The Hebrew University of Jerusalem

Senior Lecturer, The Hebrew University of Jerusalem

Junior Professor, University of Bonn

Research fellow, University of Bonn

### Education

2006 PhD Economics, The Hebrew University of Jerusalem.

2002 MA Economics, The Hebrew University of Jerusalem (Summa cum Laude)

2001 BA Economics and Accounting, The Hebrew University of Jerusalem (Magna cum Laude)

### Editorial Positions

2021 – Advisory Editor, *Games and Economic Behavior*

2011 – Associate Editor, *International Journal of Game Theory*

2017 – Associate Editor, *Journal of Mechanism and Institutional Design*

2010 – 2018 Editorial Board Member, *Review of Economic Studies*

Program committee member of ESEM 2014, EEA 2014, ESEM 2013, ESEM 2012, EC 2010, World Congress of the Econometric Society 2015 (Lead Committee Member - Applied Theory), ESEM 2016, ESEM 2017, ESEM 2019

## Publications

### Books

"*Dynamic Allocation and Pricing: A Mechanism Design Approach*," joint with Benny Moldovanu, the MIT Press (2014)

### Papers

- "*Optimal Insurance: Dual Utility, Random Losses and Adverse Selection*," (2023) joint with Benny Moldovanu, Philipp Strack and Mengxi Zhang, **American Economic Review**, 113 (10), 2581-2614
- "*Voting with Interdependent Values: The Condorcet Winner*," (2023) joint with Andreas Kleiner, Benny Moldovanu and Xianwen Shi, **Games and Economic Behavior**, 142, 193-208.
- "*Gainers and Losers in Priority Services*," (2023) joint with Eyal Winter, **Journal of Political Economy**, 131 (11), 3103-3155..
- "*Optimal Auctions: Non-Expected Utility and Constant Risk Aversion*," (2022) joint with Benny Moldovanu, Philipp Strack and Mengxi Zhang, **Review of Economic Studies**, 89(5), 2630-2662.
- "*A Theory of Auctions with Endogenous Valuations*," (2021) joint with Benny Moldovanu, Philipp Strack and Mengxi Zhang, **Journal of Political Economy**, 129 (4), 1011-1051.
- "*Monotonic Norms and Orthogonal Issues in Multidimensional Voting*," (2020) joint with Benny Moldovanu and Xianwen Shi, **Journal of Economic Theory**, 189, 105103.
- "*Voting on Multiple Issues: What to Put on the Ballot*," (2019) joint with Benny Moldovanu and Xianwen Shi, **Theoretical Economics**, 14 (2), 555-596.
- "*Revenue Maximizing Mechanisms with Strategic Customers and Unknown Markovian Demand*," (2018) joint with Benny Moldovanu and Philipp Strack, **Management Science**, 64(5), 2031-2046.
- "*Optimal Voting Rules*" (2017) joint with Benny Moldovanu and Xianwen Shi, **Review of Economic Studies**, 84, 688-717.

- "How to Share it Out: The Value of Information in Teams," (2016) joint with Jianpei Li and Paul Schweinzer, *Journal of Economic Theory*, Vol 162, 261-304.
- "Formal vs. Informal Monitoring in Teams," (2015) joint with Eyal Winter, *American Economic Journal: Microeconomics*, Vol 7(2), 27-44.
- "On Seller Estimates and Buyer Returns," (2013) joint with Flavio Toxvaerd, *Economic Theory Bulletin*, Vol 1(1), 47-55.
- "Non-Bayesian Optimal Search and Dynamic Implementation," (2013) joint with Benny Moldovanu, *Economics Letters*, Vol 118, 121-125.
- "On the Equivalence of Bayesian and Dominant Strategy Implementation," (2013) joint with Jacob K. Goeree, Alexey Kushnir, Benny Moldovanu and Xianwen Shi, *Econometrica*, Vol 81(1), 197-220.
- "Dynamic Allocation and Pricing: A Mechanism Design Approach," (2012) joint with Benny Moldovanu, *International Journal of Industrial Organization*, Vol 30(3), 283-286.
- "Optimal Search, Learning and Implementation," (2012) joint with Benny Moldovanu, *Journal of Economic Theory*, Vol 147, 881-909.
- "Dynamic Contracts with Moral Hazard and Adverse Selection" (2012) joint with Motty Perry, *Review of Economic Studies*, Vol 79(1), 268-306.
- "Revenue Maximization in the Dynamic Knapsack Problem" (2011) joint with Deniz Dizdar and Benny Moldovanu, *Theoretical Economics*, Vol. 6(2), 157-184.
- "When Queueing is Better than Push and Shove," (2010) joint with Paul Schweinzer, *International Journal of Game Theory*, Vol. 39(3), 409 – 430.
- "Efficient Sequential Assignment with Incomplete Information," (2010) joint with Benny Moldovanu, *Games and Economic Behavior*, Vol. 68 (1), 144-154.
- "Optimal Auctions and Information Disclosure," (2009), *Review of Economic Design*, Vol. 13 (4), 335-344.
- "Learning about the Future and Dynamic Efficiency," (2009) joint with Benny Moldovanu, *American Economic Review*, Vol. 99 (4), 1576-1587.
- "Efficient Tournaments within Teams," (2009) joint with Jianpei Li and Paul Schweinzer, *Rand Journal of Economics*, Vol. 40 (1), 103-119.

- “*Dynamic Revenue Maximization with Heterogeneous Objects: A Mechanism Design Approach*,” (2009) joint with Benny Moldovanu, *American Economic Journal: Microeconomics*, Vol. 1 (2), 168-198. (**Best Paper Prize**)
- “*Tournaments with Midterm Reviews*,” (2009) joint with Motty Perry, *Games and Economic Behavior*, Vol. 66, 162-190.
- “*Optimal Voting Schemes with Costly Information Acquisition*,” (2009) joint with Balázs Szentes, *Journal of Economic Theory*, Vol. 144 (1), 36-68 (reviewed at NAJ Economics 2004 Vol. 7).

## Teaching Experience

University of Bonn: Microeconomics (graduate), Topics in Microeconomics (graduate)  
 The Hebrew University of Jerusalem: Advanced Microeconomic Theory (graduate),  
 Introductory Microeconomics (undergraduate), Information Economics (undergraduate),  
 Information Economics and Non-competitive Markets (undergraduate), Price Theory  
 (undergraduate) Topics in Mechanism Design (graduate), Advanced Topics in Mechanism  
 Design (graduate), Game Theory (undergraduate)  
 University of Surrey: Games, Markets and Information (undergraduate), Microeconomics of  
 Public Sector (graduate)

## Awards and Grants

- 2009 Excellence in Refereeing Award, *American Economic Review*
- 2011 Excellence in Refereeing Award, *American Economic Review*
- 2011 Dean's Prize for Young Researcher (The Hebrew University of Jerusalem)
- 2011 American Economic Journal - Microeconomics, Best paper prize
- 2013 Dean's Prize for excellence in research (The Hebrew University of Jerusalem)
- 2009-2011 Israel Science Foundation, project “*Contracts for Providers of Medical Treatments*” with Motty Perry (218,000 NIS)
- 2010-2013 Google Research grant (100,000 USD)
- 2012-2015 German-Israeli Foundation, project “*Incentive Mechanisms in Teams and Markets*” with Benny Moldovanu and Eyal Winter (198,000 Euros)
- 2012-2015 Israel Science Foundation, Project “*Theoretical Study of the Venture Capital Markets*” with Motty Perry (240,000 NIS)

2016-2018 Israel Science Foundation, Project "*Dynamic Incentives and Regeneration*" (245,000 NIS)

2018-2021 Israel Science Foundation, Project "*Mechanism Design without Monetary Transfers: Theory and Applications*" (270,000 NIS)

2022-2026 Israel Science Foundation, Project "*Insurance Contracts and Non-Expected Utility Preferences*" (493,000 NIS)