

ALA AVOYAN

www.alaavoyan.com avoyan.ala@gmail.com

CURRENT POSITIONS

Assistant Professor of Economics, Indiana University	2018–present
CESifo Research Network, Affiliate	2019–present
Co-founder and the Board member, Georgian Economic Association	2020–present

EDUCATION

Ph.D. in Economics, New York University	2012–2018
M.A. in Economics, <i>Summa Cum Laude</i> , ISET	2010–2012
B.Sc. in Mathematics, <i>with Honors</i> , Tbilisi State University	2006–2010

PUBLICATIONS

5. Behavioral Market Design for Online Gaming Platform (with Robizon Khubulashvili and Giorgi Mekerishvili) *Management Science*, forthcoming.
4. A Road to Efficiency Through Communication and Commitment (with João Ramos) *American Economic Review*, 113(9), (2023).
3. Planned vs. Actual Attention (with Mauricio Ribeiro, Andrew Schotter, Elizabeth R. Schotter, Mehrdad Vaziri, and Minghao Zou) *Management Science*, (2023).
2. Paying For Inattention (with Giorgia Romagnoli) *Economics Letters*, 226, (2023).
1. Attention In Games: An Experimental Study (with Andrew Schotter) *European Economic Review*, 124, (2020).

WORKING PAPERS

1. Communication in Global Games: Theory and Experiment
2. Team Work under Time Constraints (with Haoran He and Kelin Lu)
3. Contracting with Independent Contractors: Theory and Experiment (with Mauricio Ribeiro and Andrew Schotter)
4. How do Groups Speak and How are They Understood? (with Paula Onuchic)
5. Commitment vs. Flexibility in Information Disclosure: the Case of Kickstarter (with Robizon Khubulashvili and Giorgi Mekerishvili), *R&R, Journal of Industrial Economics*
6. Optimal Disclosure on Crowdfunding Platforms (with Robizon Khubulashvili and Giorgi Mekerishvili)

7. Strategic Uncertainty and Sequential Play (with Daniela Valdivia)
8. Meta-Study: Past, Present, and Future of Minimum Effort Games

PUBLICATIONS OUTSIDE OF ECONOMICS

1. Tsirekidze, David and Ala Avoyan (2013) “Decomposition of an integer as a sum of two cubes to a fixed modulus,” *Matematički Vesnik*, Vol. 65, No. 3, pp. 383-386.
2. Avoyan, Ala (2013) “On the Galois Group of some Fuchsian Systems,” *Journal of Mathematical Sciences*, Vol. 193, Issue 3, pp. 359-363.

REFEREE ACTIVITY

American Economic Review, Econometrica, Journal of Economic Theory, Economic Journal, Games and Economic Behavior, Journal of Economic Behavior and Organization, Studies in Microeconomics, Review of Economics and Statistics, American Economic Journal: Microeconomics, Management Science, Economic Inquiry, Experimental Economics, RAND Journal of Economics, Journal of the European Economic Association, National Science Foundation (US), European Economic Review, Journal of Politics.

TEACHING

Micro Theory II (PhD Core), IU	Spring 2023-24
Experimental Economics (PhD+undergraduate), IU	Fall 2018-19, Spring 2019, 2021-23
MS Microeconomic Theory II, IU	Fall 2019, Spring 2021-22
MS Microeconomic Theory I, IU	Spring 2019
Intermediate Microeconomics, NYU	Summer 2016

ADVISING

1. Kelin Lu, Assistant Professor, Huazhong University of Science and Technology 2023
2. Joe Seidel, Discover Financial Services 2022
3. Marcos Cardozo, Postdoctoral Researcher, Purdue University 2022

GRANTS, AWARDS AND SCHOLARSHIPS

2024	NSF grant SES 2417765, “Ninth Biennial Conference on SD,” co-PI
2021, 2024	Trustees Teaching Award, IU
2017–2018	Dean’s Dissertation Fellowship, NYU
2012–2017	Henry M. McCracken Fellowship, NYU
2012–2014	Dean’s Supplementary Fellowship Grant, NYU
2010–2012	Future Leader Scholarship, ISET
2010–2012	Full scholarship for MA program, TSU
2007–2010	Presidential Scholarship, TSU
2006–2010	Full scholarship for BSc program, TSU

PROFESSIONAL ACTIVITIESCONFERENCES AND SEMINAR PRESENTATIONS

- 2024 Florida State University, Penn State (Smeal), 88th Annual Meetings of the Midwest Economic Association, GEA 1st International Conference.
- 2023 MIT Sloan, University of Bristol, University of Innsbruck, University of Amsterdam, ESA World Meeting, Penn State (Smeal College of Business), ESA North American Meeting.
- 2022 University of Pittsburgh, Frontiers of Bargaining: Theory and Experiments, World ESA Meeting, Boston/Cambridge, The Eighth Biennial Meeting of the Social Dilemmas Working Group, NRET Fest at NYU, GEA seminar series, Helsinki GSE, University of Virginia, ESA North American Meetings, Choice Process Data Workshop.
- 2020-21 Purdue University, University of Essex, Ohio State University, Ostrom-Smith conference, ESA North American Meeting, Tucson.
- 2019 University of Maryland, UC Davis, Humboldt University, University of Zurich, Theory and Finance Workshop, Tsinghua University, CESifo Area Conference on Behavioral Economics, SAET meeting in Ischia, 2019 Workshop on Attention and Choice, ISET, Jordan-Wabash Conference, Midwest Economic Theory Conference.
- 2018 Indiana University, Northwestern (Kellogg), Chapman University, CERGE-EI, BI Norwegian Business School, Kansas Workshop in Economic Theory.
- 2017 SITE Conference at Stanford University; Barcelona GSE Summer Forum; 28th International Conference on Game Theory at Stony Brook; ESA World Meeting; Columbia-NYU-Wharton Conference in Experimental Economics; ESA North American Meeting.
- 2016 SITE at Stanford University; Barcelona GSE Summer Forum; Columbia-NYU-Wharton Conference; 27th International Conference on Game Theory at Stony Brook; ESA North American Meeting.
- 2015 ESA North American Meeting, Dallas, Texas.

SUMMER SCHOOLS

- Russell Sage Foundation 12th Summer Institute in Behavioral Economics.
- 2018 Summer School on Cognitive Foundations of Economic Behavior.