

# Jack Fanning

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## Education

Ph.D., Economics. New York University (2008-2014), Advisor: Ennio Stacchetti  
Postgraduate Diploma, Economics. Birkbeck University of London (2007-2008)  
B.A., Philosophy, Politics and Economics, Oxford University (2003-2006)

## Employment

The Michael Wu Assistant Professor of Economics. Brown University (2020-present)  
Assistant Professor of Economics. Brown University (2014-present)  
Visiting scholar at Cowles Foundation in the Economic Theory. Yale University (2018-2019)

## Research Areas

Microeconomic Theory, Experimental Economics

## Publications

Reputational bargaining and deadlines (*Econometrica*, 2016),  
No compromise: uncertain costs in reputational bargaining (*JET*, 2018),  
Finding cooperators: Sorting through repeated interaction *with Mark Bernard and Sevgi Yuksel (JEBO, 2018)*  
Mediation in reputational bargaining (*AER*, 2021)  
An experimental test of the Coase conjecture: fairness in dynamic bargaining *with Andrew Kloosterman (RAND, 2022)*  
Bargaining over contingent contracts under incomplete information *with Geoffroy de Clippel and Kareen Rozen (AER, 2022)*  
Reputational bargaining *with Alexander Wolitzky (in Bargaining: Current Research and Future Directions, 2022, Palgrave-MacMillan, eds: Hyndman and Karagözoglu)*  
Fairness and the Coase Conjecture (*JOEP, 2022*)

## Working Papers

Optimal dynamic mediation (Revise and resubmit at JPE)  
Reputation and competitive selection *with Joyee Deb*  
Outside options, reputations, and the partial success of the Coase conjecture

## Awards and Grants

2008-2014: *Henry M. MacCracken Fellowship, N.Y.U.*

2011: *National Science Foundation, Doctoral Dissertation Research Grant: SES-1058380*

2018: *Excellence in Refereeing Award 2018, American Economic Review*

## Seminars

2022: *UPenn, NYU, Chicago, UIUC, LSE, Boston College,*

2020: *Johns Hopkins University*

2019: *Columbia*

2018: *Queen Mary University of London, NYU Abu Dhabi, Yale, MSU*

2017: *University of Virginia, Northwestern Kellogg*

2016: *Stanford GSB, UC San Diego, UC Santa Barbara*

2015: *Yale, Boston University*

2014: *Harvard/MIT*

## Conference Presentations

2022: *Stony Brook Game Theory, Abu Dhabi Bargaining Workshop*

2021: *ASU Economic Theory, ASSA Annual Meeting, Game Theory World Congress*

2020: *ASSA Annual Meeting*

2019: *SAET, Stony Brook Game Theory*

2018: *Bargaining: Experiments, Empirics, and Theory*

2017: *Southern Economic Association*

2016: *Bargaining: Theory and Experiments*

2015: *Econometric Society World Congress; Stony Brook Game Theory*

## Refereeing

*Econometrica, American Economic Review, Journal of Political Economy, The Quarterly Journal of Economics, Theoretical Economics, Journal of Public Economics, American Economic Journal: Microeconomics, European Economic Review, Games and Economic Behavior, Management Science, International Journal of Game Theory, Economic Letters*

## Teaching

Undergraduate:

*Bargaining Theory and Applications 1470*

*Intermediate Microeconomics 1110*

*Economic Theory 125 (at Yale University)*

Graduate:

*Game Theory 2180*

PhD defense committee for:

*Oleg Semenov, Kristin Petersmann, Zeky Murra Anton*