

John Beshears

Stanford Graduate School of Business
Knight Management Center
655 Knight Way, Stanford, CA 94305

Education

Ph.D., Business Economics, Harvard University, 2004-2009

A.B., Economics, summa cum laude, Harvard University, 2000-2004

Academic Appointments

Assistant Professor of Finance, Stanford Graduate School of Business, 2010-present

Faculty Research Fellow, National Bureau of Economic Research, 2010-present

Post-Doctoral Fellow, National Bureau of Economic Research, 2009-2010

Awards and Honors

Roger Martin Award for Excellence in Business Economics, Harvard University, 2009

Howard Raiffa Doctoral Student Paper Award, Harvard University, 2009

Price Theory Scholar, Becker Center, University of Chicago, 2006

National Science Foundation Graduate Research Fellowship, 2005-2009

John H. Williams Prize, Seymour E. and Ruth B. Harris Prize, and Thomas Temple
Hoopes Prize, Harvard University, 2004

Phi Beta Kappa, Harvard University, 2003

Research Grants

TIAA-CREF Institute grant, “Annuitization and Retirement Security” (with James J. Choi, David Laibson, Brigitte C. Madrian, and Stephen P. Zeldes), 2011-2012

Social Security Administration grant, “Is the Market Providing the Wrong Kinds of Annuities?” (with James J. Choi, David Laibson, Brigitte C. Madrian, and Stephen P. Zeldes), 2011-2012

Social Security Administration grant, “The Heuristic Savings Hypothesis: Evidence from Roth Accounts in Defined Contribution Plans” (with James J. Choi, David Laibson, and Brigitte C. Madrian), 2011-2012

Social Security Administration grant, “Commitment Savings” (with James J. Choi, David Laibson, and Brigitte C. Madrian), 2010-2011

- Social Security Administration grant, “Low Income Households and 401(k) Auto-Enrollment” (with James J. Choi, David Laibson, and Brigitte C. Madrian), 2010-2011
- Social Security Administration grant, “Retirement Payout Options and Resistance to Annuities” (with James J. Choi, David Laibson, and Brigitte C. Madrian), 2010-2011
- Russell Sage Foundation grant, “Commitment Accounts and Self Control” (with James J. Choi, David Laibson, Brigitte C. Madrian, and Jung Sakong), 2010-2011
- Social Security Administration grant, “The Limits of Default Effects” (with James J. Choi, David Laibson, and Brigitte C. Madrian), 2009-2010
- Social Security Administration grant, “Learning from Your Peers: New Ways to Encourage Savings” (with James J. Choi, David Laibson, and Brigitte C. Madrian), 2009-2010
- National Institute on Aging R01 grant, “Determinants of Saving in 401(k) Plans – Continuation” (with James J. Choi, David Laibson, and Brigitte C. Madrian), 2007-2011
- FINRA Investor Education Foundation grant (with James J. Choi, David Laibson, and Brigitte C. Madrian), 2007-2011
- Social Security Administration grant, “Do Employer Contributions to 401(k) Plans Crowd Out Discretionary Employee Contributions?” (with James J. Choi, David Laibson, and Brigitte C. Madrian), 2006-2007

Journal Articles

- Using Implementation Intentions Prompts to Enhance Influenza Vaccination Rates (with Katherine L. Milkman, James J. Choi, David Laibson, and Brigitte C. Madrian). *Proceedings of the National Academy of Sciences* 108(26), 2011, pp. 10415-10420.
- Do Sell-Side Stock Analysts Exhibit Escalation of Commitment? (with Katherine L. Milkman). *Journal of Economic Behavior and Organization* 77(3), 2011, pp. 304-317.
- Behavioral Economics Perspectives on Public Sector Pension Plans (with James J. Choi, David Laibson, and Brigitte C. Madrian). *Journal of Pension Economics and Finance* 10(2), 2011, pp. 315-336.
- Mental Accounting and Small Windfalls: Evidence from an Online Grocer (with Katherine L. Milkman). *Journal of Economic Behavior and Organization* 71(2), 2009, pp. 384-394.
- Modeling Expert Opinions on Food Healthfulness: A Nutrition Metric (with Jolie M. Martin, Katherine L. Milkman, Max H. Bazerman, and Lisa Sutherland). *Journal of the American Dietetic Association* 109(6), 2009, pp. 1088-1091.
- How Are Preferences Revealed? (with James J. Choi, David Laibson, and Brigitte C. Madrian). *Journal of Public Economics* 92(8-9), 2008, pp. 1787-1794.

Early Decisions: A Regulatory Framework (with James J. Choi, David Laibson, and Brigitte C. Madrian). *Swedish Economic Policy Review* 12(2), 2005, pp. 41-60.

Book Chapters

The Availability and Utilization of 401(k) Loans (with James J. Choi, David Laibson, and Brigitte C. Madrian). Forthcoming in David A. Wise, editor, *Investigations in the Economics of Aging*, Chicago: University of Chicago Press.

How Does Simplified Disclosure Affect Individuals' Mutual Fund Choices? (with James J. Choi, David Laibson, and Brigitte C. Madrian). In David A. Wise, editor, *Explorations in the Economics of Aging*, Chicago: University of Chicago Press, 2011, pp. 75-96.

Public Policy and Saving for Retirement: The "Autosave" Features of the Pension Protection Act of 2006 (with James J. Choi, David Laibson, Brigitte C. Madrian, and Brian Weller). In John J. Siegfried, editor, *Better Living Through Economics*, Cambridge: Harvard University Press, 2010, pp. 274-290.

The Impact of Employer Matching on Savings Plan Participation under Automatic Enrollment (with James J. Choi, David Laibson, and Brigitte C. Madrian). In David A. Wise, editor, *Research Findings in the Economics of Aging*, Chicago: University of Chicago Press, 2010, pp. 311-327.

The Importance of Default Options for Retirement Saving Outcomes: Evidence from the United States (with James J. Choi, David Laibson, and Brigitte C. Madrian). In Stephen J. Kay and Tapen Sinha, editors, *Lessons from Pension Reform in the Americas*, Oxford: Oxford University Press, 2008, pp. 59-87.

Working Papers

The Performance of Corporate Alliances: Evidence from Oil and Gas Drilling in the Gulf of Mexico. November 2011.

The Effect of Providing Peer Information on Retirement Savings Decisions (with James J. Choi, David Laibson, Brigitte C. Madrian, and Katherine L. Milkman). June 2011.

Self Control and Liquidity: How to Design a Commitment Contract (with James J. Choi, David Laibson, Brigitte C. Madrian, and Jung Sakong). April 2011.

Can Psychological Aggregation Manipulations Affect Portfolio Risk-Taking? Evidence from a Framed Field Experiment (with James J. Choi, David Laibson, and Brigitte C. Madrian). March 2011.

The Limitations of Defaults (with James J. Choi, David Laibson, and Brigitte C. Madrian). September 2010.

Simplification and Saving (with James J. Choi, David Laibson, and Brigitte C. Madrian). August 2010.

Professional Activities

Referee for *American Economic Review*, *Economic Inquiry*, *Economic Journal*, *Industrial Relations*, *Journal of Economic Behavior and Organization*, *Journal of the European Economic Association*, *Journal of Finance*, *Journal of Human Resources*, *Journal of Marketing Research*, *Journal of Public Economics*, *Management Science*, *National Tax Journal*, *Quarterly Journal of Economics*, *Quarterly Review of Economics and Finance*

Program Committee for WFA Annual Meetings 2011-2012

Seminars and Conference Presentations

2011: Utrecht University, Maastricht University, Stanford Institute for Theoretical Economics, NBER Aging Summer Institute, UC Berkeley, Princeton University, AEA Annual Meeting, WFA Annual Meeting (discussion)

2010: Cornell University, Social Security Administration Retirement Research Consortium Conference, NBER Labor Studies Summer Institute, NBER Aging Summer Institute, Behavioral Decision Research in Management Conference, London School of Economics, Yale School of Management, Stanford Graduate School of Business, Federal Reserve Board, Harvard Business School, University of Pennsylvania Wharton School, University of Chicago Booth School of Business, RAND Corporation, UC Berkeley Haas School of Business, Boston College Carroll School of Management

2009: Stanford Institute for Theoretical Economics, NBER Household Saving Summer Institute, Harvard Business School / Federal Reserve Bank of Boston Consumer Finance Meeting, AEA Annual Meeting

Other Activities

HelloWallet Academic Advisory Board (unpaid position), 2011-present

Hungry Finance Advisory Board (paid position), 2011-present

revised December 1, 2011