

# Tristan Gagnon-Bartsch

---

Florida State University  
262 Bellamy Building  
Tallahassee, FL 32306-2180

Email: [tgagnonbartsch@fsu.edu](mailto:tgagnonbartsch@fsu.edu)

Homepage: [gagnon-bartsch.com](http://gagnon-bartsch.com)

## Academic Positions

Assistant Professor, Department of Economics, Florida State University	2022 –
Research Fellow, Department of Economics, Harvard University	2018 – 2022
Visiting Lecturer, Department of Economics, Dartmouth College	2017 (Fall)
Visiting Scholar, NOM Unit at Harvard Business School	2014 – 2022
Postdoctoral Fellow, Department of Economics, Harvard University	2014 – 2018

## Education

Ph.D., Economics, University of California, Berkeley	2014
B.A., Economics and Mathematics (Minor in Physics), University of California, Berkeley	2008

## Research Interests

Microeconomic Theory, Behavioral Economics, Experimental Economics

## Research

### *Publications*

“Failures in Forecasting: An Experiment on Interpersonal Projection Bias” (with Benjamin Bushong). Forthcoming. *Management Science*.

“Reference Dependence and Attribution Bias: Evidence from Real-Effort Experiments” (with Benjamin Bushong). 2023. *American Economic Journal: Microeconomics*, 15(2): 271–308.

“Learning with Misattribution of Reference Dependence” (with Benjamin Bushong). 2022. *Journal of Economic Theory*, 203, 105473.

“Projection of Private Values in Auctions” (with Marco Pagnozzi and Antonio Rosato). 2021. *American Economic Review*, 111(10): 3256–3298.

### *Working Papers*

“Channeled Attention and Stable Errors” (with Matthew Rabin and Joshua Schwartzstein). Revise and Resubmit at *Quarterly Journal of Economics*

“Quality is in the Eye of the Beholder: Taste Projection in Markets with Observational Learning” (with Antonio Rosato). Revise and Resubmit at *American Economic Review*

“Inference from Biased Polls” (with Andy Brownback and Nathaniel Burke). Revise and Resubmit at *Games and Economic Behavior*

“Heterogeneous Tastes and Social (Mis)Learning” (with Benjamin Bushong)  
 “Naive Social Learning, Mislearning, and Unlearning” (with Matthew Rabin)  
 “Taste Projection in Models of Social Learning”

### *Work In Progress*

“Non-Common Priors, Private Information, and Trade” (with Erik Eyster and Mathew Rabin)  
 “Taste Projection in Bilateral Trade” (with Marco Pagnozzi and Antonio Rosato)  
 “The Person or the Situation? Projection Bias and Inferences About Others” (with Benjamin Bushong and Jeongbin Kim)

## Seminars and Conferences

### *Invited Presentations*

2023: University of Iowa, Economic Science Association World Meeting  
 2022: University of Queensland; Florida State University; Boston College; International Industrial Organization Conference (Boston); Stony Brook International Conference on Game Theory; CEPR Virtual IO Seminar; Latin American Workshop in Economic Theory  
 2021: Early Career Behavioral Economics Conference; University of California, Santa Barbara; Purdue University  
 2020: ASSA Meetings (San Diego)  
 2019: Brandeis; European Behavioral Economics Meeting (Bonn, Germany); European Summer Symposium in Economic Theory (Gerzensee, Switzerland)  
 2018: University of Melbourne; University of New South Wales, University of Technology Sydney  
 2017: University of California, San Diego; London School of Economics, Stanford Institute for Theoretical Economics (SITE), Dartmouth  
 2016: Cornell University; Norwegian School of Economics; Harvard University; University of California, Berkeley; Princeton University; Stanford University  
 2015: CSEF-IGIER Symposium on Economics and Institutions (Capri, Italy); Early Career Behavioral Economics Conference (Chicago)  
 2014: London School of Economics; Harvard University

### *Conference Organization*

2019: Society for the Advancement of Economic Theory Conference (Ischia, Italy), Co-organizer of the session “Misperceptions in Strategic Settings” with Marco Pagnozzi and Antonio Rosato

## Grants and Awards

### *Grants*

2023: FSU First Year Assistant Professor Grant, \$20,000  
 2022: Co-Principal Investigator (with Marli Dunietz, Valeria Burdea, and Jens Großer), “Leave Me Out of It: Learning from Personal and Impersonal Discussion,” Institute of Politics Civic Engagement and Political Participation Research Grant Program at Florida State University, \$20,000

2016 – 2017: Co-Principal Investigator (with Benjamin Bushong), “Learning with Misattribution of Reference Dependence,” Foundations for Human Behavior Initiative at Harvard University, \$5000

2015 – 2016: Co-Principal Investigator (with Andy Brownback and Shengwu Li), “On the Elicitation of Willingness-to-Pay for Stigmatized Goods,” Russell Sage Foundation Small Grants in Behavioral Economics, \$3,666.90

### *Awards, Fellowships, and Institutes*

Russell Sage Foundation Summer Institute in Behavioral Economics	2014
Dean’s Fellowship, UC Berkeley	2012 – 2013
Participant, Yale Summer School in Behavioral Finance	2011
National Science Foundation Graduate Research Fellowship	2008 – 2011
Percy Lionel Davis Award for Excellence in Mathematics, UC Berkeley	2007

## Teaching

### *Florida State University*

Behavioral Economics (Grad)  
Intermediate Microeconomics

### *Dartmouth College*

Intermediate Microeconomics

## Referee Service

American Economic Journal: Microeconomics, American Economic Review, B.E. Journal of Theoretical Economics, Econometrica, Economic Journal, Economic Theory, European Economic Review, Experimental Economics, Games and Economic Behavior, International Journal of Game Theory, Journal of Economic Behavior & Organization, Journal of Economic Theory, Journal of the European Economic Association, Journal of Mathematical Economics, Journal of Political Economy, Journal of Public Economics, Management Science, PNAS, Quarterly Journal of Economics, RAND, Review of Economic Studies, Scandinavian Journal of Economics, Theoretical Economics