

Personal

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Education

1993 UNIVERSITY OF CALIFORNIA AT BERKELEY
Doctor of Philosophy in Economics

1987 CORNELL UNIVERSITY
Bachelor of Arts in Economics

Academic Positions

Visiting Researcher, University of Colorado Boulder, Aug 2024 - May 2025
Professor, City College of New York (CCNY) and the Graduate Center, CUNY, 2016 -, On Leave 2024-25
Chair, Department of Economics and Business, CCNY, August 2018 - June 2021
Acting Chair, Department of Economics and Business, CCNY, March 2017 - July 2017
Academic Affiliate, Social and Behavioral Sciences Team, The White House, May 2016 - Dec 2016
Associate Professor, City College of New York and the Graduate Center, CUNY, 2015 - 2016
Director, Masters Program in Economics, City College of New York, Jan 2010 - June 2013
Associate Professor, City College of New York, 2008 - 2015
Assistant Professor, Lehman College/CUNY, 2003 - 2008

Research Fields Behavioral Economics, Social Economics, Political Economy, Applied Microeconomics

Articles in Peer-Reviewed Journals

Forthc. [“Altruistic Arbitrage and Climate Change Mitigation: Rethinking the Role of Cap and Trade Policies”](#), *Duke Environmental Law & Policy Forum*, 35.

2023 [“Focusing As Commitment”](#), *Journal of Economic Behavior & Organization*, 216 (December 2023), 520-534.

2023 [“Police Unions, Race, and Trust in the Police”](#) (with D. DiSalvo), *Political Science Quarterly*, 138:2 (Summer 2023), 167-188.

2023 [“Thoughts Matter: A Theory of Motivated Preference”](#), *Theory and Decision*, 94 (February 2023), 211-247.

2021 [“Loving What You Get: The Price Effects of Consumer Self-Persuasion”](#), *Review of Industrial Organization*, 59:3 (November 2021), 529-560.

- 2016 “Lonely Highways: The Role of Social Capital in Rural Traffic Safety” (with N. Ward), *Eastern Economic Journal*, 42:1 (January 2016), 135-156.
- 2015 “Trading Off the Benefits and Costs of Choice: Evidence from Australian Elections”, *Journal of Economic Behavior & Organization*, 114 (June 2015), 1-12 (lead article).
- 2015 “Negative Externalities, Network Effects, and Compatibility”, *International Journal of Economics and Finance*, 7:6 (June 2015), 1-16 (lead article).
- 2014 “The Strategic Significance of Negative Externalities”, *Managerial and Decision Economics*, 35:4 (June 2014), 247-257 (lead article).
- 2013 “On the Rationalizability of Observed Consumers’ Choices When Preferences Depend on Budget Sets: Comment” (with R. H. Frank), *Journal of Economics*, 110:2 (October 2013), 187-198.
- 2013 “Does Social Capital Promote Safety on the Roads?”, *Economic Inquiry*, 51:2 (April 2013), 1218-1231.
- 2013 “Playing Well with Others: The Role of Social Capital in Traffic Accident Prevention”, *Eastern Economic Journal*, 39:2 (Spring 2013), 172-200.
- 2012 “The Use of Indicators for Unobservable Product Qualities: Inferences Based on Consumer Sorting” (with F. Kronenberg, E. J. Kennelly, B. Jiang, and C. Ma), *International Journal of Marketing Studies*, 4:6 (December 2012), 19-34.
- 2011 “Negative Externalities, Competition, and Consumer Choice”, *Journal of Industrial Economics*, 59:3 (September 2011), 396-421.
- 2011 “Pricing for a Credence Good: An Exploratory Analysis” (with F. Kronenberg, E. J. Kennelly, and B. Jiang), *Journal of Product & Brand Management*, 20:3 (2011), 238-249.
- 2008 “Funding Shocks and Optimal University Admissions and Financial Aid Policies”, *Atlantic Economic Journal*, 36:3 (September 2008), 345-358.
- 2007 “Understanding the Internet’s Relevance to Media Ownership Policy: A Model of Too Many Choices”, *The B.E. Journal of Economic Analysis & Policy (Topics)*, 7:1 (2007), Article 29.
- 2006 “An Exploratory Analysis of the Determinants of Cooperative Advertising Participation Rates”, *Marketing Letters*, 17:2 (April 2006), 91-102.
- 2006 “Regulation with an Agenda”, *Commentaries on Law & Economics*, 2:1 (2006), 111-138.
- 2006 “A Lemons ‘Mirage’: Erroneous Perceptions of Asymmetric Information in the Market for Arizona Ranchettes” (with D. E. Osgood), *Mountain Plains Journal of Business and Economics*, 7 (2006), 52-63.
- 2006 “Improving Judgmental Business Forecasts under Severe Organizational Constraints”, *Review of Business Research*, 6:2 (2006), 159-166.
- 1993 “Rather Bait Than Switch: Deceptive Advertising with Bounded Consumer Rationality”, *Journal of Public Economics*, 51:3 (July 1993), 359-378.

Book Chapters

- 2023 “Motivated Preferences” in *Handbook of Research Methods in Behavioural Economics*, ed. M. Altman. Cheltenham, UK: Edward Elgar Publishing.

2019 “Social Capital and Traffic Safety,” in [Traffic Safety Culture: Definition, Foundation, and Application](#), eds. N. J. Ward, B. Watson, and K. Fleming-Vogl. Bingley, UK: Emerald Publishing.

Fiction

2018 “[Eigenstaller’s Market](#)”, *Economic Inquiry (Miscellany)*, 56:4 (October 2018), 2234-2241.

Working Papers

- ☞ “[Keeping You in Sight: The Role of Focusing Effort in Commitment to Exogenous Goals](#)”
- ☞ “[Advertising and Self-Persuasion](#)”
- ☞ “[Incumbency, Generosity, and the Valuation of Power: An Experimental Analysis](#)” (with G. Foster and D. J. Thornton).
- ☞ “[Competition with Price-Dependent Preferences](#)”
- ☞ “[An Economic Theory of Attitudes](#)”

Grants, Fellowships, and Honors

- 2024-25 Sabbatical Fellowship, Bruce D. Benson Center for the Study of Western Civilization, University of Colorado Boulder.
- 2023-24 PSC-CUNY Research Award: to measure the influence of altruism on the endowment effect by means of online experiments (\$3,500).
- 2022-23 Colin Powell School Faculty Development Fellowship, CCNY.
- 2018-19 PSC-CUNY Research Award: measuring choices affecting preferences by means of natural experiments (\$3,498).
- 2016-17 PSC-CUNY Research Award: measuring effect of social capital on crime by means of a natural experiment (\$3,500).
- 2015-16 PSC-CUNY Research Award: model of advertising and competition when consumers adjust to product choice (\$2,700).
- 2013-15 Public Scholarship Program Award, Colin L. Powell School CCNY: to publicize research relating to the economics of attitudes (\$2,000).
- 2013 Excellence in Teaching, CCNY.
- 2011-12 USDOT-RITA Grant: measuring network effects in the motor vehicle market using external cost elasticities of demand (\$30,000).
- 2010-11 PSC-CUNY Research Award: measuring network effects in the motor vehicle market using external cost elasticities of demand (\$3,990).
- 2008-09 PSC-CUNY Research Award: consumer valuations for a credence good (\$3,990).

- 2008-09 Faculty Development Program Award, Lehman College/CUNY: consumer valuations for a credence good (in-kind ~\$6,630)
- 2008 NET Institute Grant: compatibility incentives in markets exhibiting network externalities arising from selective negative externalities (\$3,000).
- 2007 Faculty Fellowship Publications Program, CUNY.
- 2006-07 Faculty Development Program Award, Lehman College/CUNY: perceptual distortions in real estate markets (in-kind ~\$6,630).
- 2005-06 CUNY Salute to Scholars Honoree.
- 2005 NET Institute Grant: adverse network effects in the market for SUVs (\$4,500).
- 2004-05 PSC-CUNY Research Award: choice framing on the Internet (\$4,990).
- 2004 George N. Shuster Research Award, Lehman College/CUNY: to study cooperative advertising contracts (\$1,400).
- 1990-91 Regents' Doctoral Fellowship, University of California at Berkeley.
- 1987-88 Regents' Doctoral Fellowship, University of California at Berkeley.
- 1987 Phi Beta Kappa, Cornell University.
- 1987 Distinction in All Subjects, Cornell University.

Referee Service

National Science Foundation, Columbia University Press, *Journal of Industrial Economics*, *International Journal of Industrial Organization*, *Marketing Science*, *Economic Inquiry*, *Journal of Economics & Management Strategy*, *Journal of Economic Behavior & Organization*, *Theory and Decision*, *Managerial and Decision Economics*, *Journal of Economics*, *Economic Modelling*, *Transportation Research Part A*, *Eastern Economic Journal*, *Economic Bulletin*, *Regional Science*, *Journal of Product & Brand Management*, *Social Indicators Research*, *Journal of Applied Research in Quality of Life*, *International Journal of Business and Economics*, *International Journal of Urban Sciences*, *Italian Economic Journal*.

Invited Seminars and Talks

- 2023 Academy of Political Science, Graduate Center CUNY.
- 2022 Nicolaus Copernicus University (Poland), Graduate Center CUNY.
- 2021 University of Amsterdam, Hunter College CUNY.
- 2019 Case Western Reserve University.
- 2018 University of New South Wales, University of Melbourne, Australian National University, Monash University, Queensland University of Technology, RMIT University, Hunter College CUNY.
- 2016 The White House (Social and Behavioral Sciences Team).

- 2015 University of Washington, University of Toronto (Rotman School of Management), Vassar College.
- 2014 Georgetown University, University of Colorado Boulder, Hunter College CUNY.
- 2013 Bowdoin College, Drexel University, University of Nevada Las Vegas, CCNY Business & Economics Alumni Association.
- 2011 Wesleyan University, Baruch College CUNY (School of Public Affairs).
- 2009 CCNY Division of Social Science.
- 2008 Wesleyan University, CCNY Dean of Science, Omicron Delta Epsilon Honor Society of CCNY, CCNY Finance Students Association.
- 2007 New York University (Deutsches Haus).
- 2005 Baruch College CUNY (School of Public Affairs).
- 2003 Ohio University (McClure School of Communications Management).
- 2002 Rutgers University (Bloustein School of Public Policy), Polytechnic University (Technology Management).

Conference Presentations

- 2024 INFORMS Advances in Decision Analysis in Helsinki; Southern Economic Association in Washington, DC (upcoming); Economic Science Association in Columbus (upcoming).
- 2023 Western Economic Association International (WEAI) in San Diego; SEA in New Orleans.
- 2022 Canadian Economics Association (CEA) in Ottawa; Philosophy, Politics & Economics (PPE) Society 6th Annual Meeting in New Orleans.
- 2021 WEAI, virtual.
- 2019 WEAI in San Francisco.
- 2018 Midwest Theory Meetings at Drexel University in Philadelphia; WEAI in Vancouver.
- 2017 European Association for Research in Industrial Economics (EARIE) in Maastricht (The Netherlands); WEAI in San Diego.
- 2016 WEAI in Portland (Oregon).
- 2015 INFORMS Marketing Science in Baltimore.
- 2013 WEAI in Seattle; Conference of the Industrial Organization Society (IOS) in Boston.
- 2012 WEAI in San Francisco; INFORMS Marketing Science in Boston.
- 2011 IOS in Boston; Eastern Economic Association (EEA) in New York.
- 2010 Society for the Advancement of Behavioral Economics in Cologne; WEAI in Portland (Oregon).
- 2009 INFORMS Marketing Science at Ross School of Business in Ann Arbor; IIOC in Boston, EEA in New York.

- 2008 EEA in Boston.
- 2007 EEA in New York.
- 2006 IOS in Boston.
- 2005 International Atlantic Economic Conference in New York; EEA in New York.

Conference Service

- 2024 Scientific Committee, Society for the Advancement of Behavioral Economics (SABE) / International Association for Research in Economic Psychology (IAREP) Conference in Dundee, Scotland.
- 2024 Session Chair, SEA in Washington, DC (upcoming).
- 2022 Session Organizer and Chair, Canadian Experimental and Behavioural Economics Research Group (CEBERG) and SABE session, CEA in Ottawa.
- 2022 Session Chair, PPE Society in New Orleans.
- 2017 Session Chair, EARIE in Maastricht (The Netherlands).
- 2016 Session Organizer and Chair, SABE session, WEAI in Portland.
- 2012 Session Chair, WEAI in San Francisco.
- 2009 Session Organizer and Chair, EEA in New York.
- 2008 Session Chair, EEA in Boston.
- 2006 Session Chair, IIOC in Boston.

Courses Taught

- Microeconomic Theory, Ph.D. students – CUNY Graduate Center
- Microeconomic Theory, Masters students – CCNY
- Behavioral Economics, Masters students (independent study) – CCNY
- Behavioral Economics, undergraduates – CCNY
- Behavioral Economics, *online*, undergraduates – CCNY
- Intermediate Microeconomics, undergraduates – CCNY
- Intermediate Microeconomics, *hybrid/online*, undergraduates – CCNY
- Consumer Behavior, undergraduates – CCNY and Lehman College/CUNY
- Marketing Research, undergraduates – CCNY and Lehman College/CUNY
- Seminar on Consumerism in America, undergraduates – CCNY
- Principles of Management, undergraduates – Lehman College/CUNY
- Human Resource Management, undergraduates – Lehman College/CUNY
- Econometrics (core), graduate students – UC Berkeley (as graduate instructor)
- Intermediate Microeconomics, undergraduates – UC Berkeley (as graduate instructor)

Thesis Supervision and Mentoring

Ph.D.: Ossama Elhadary (2018-2019), Jun Yoo (2024-present), Oliver Raab (2024-present)

Masters: Marlon Dunbar (2004), Sean Engelking (2015), Ahmed ElKhouly (2016), Constantine Christodoulou (2016), Kieran Yuen (2022)

Honors: Miguel Stewart (2007), Lik Chee Sim (2008), Danielle Carroll (2013), Natalie Burkard (2021-2024)

High School Student Mentoring: Henry Gray (Scarsdale HS, 2016), George Samwick (Scarsdale HS, 2017), Maxson McKinstrie (Columbia HS, 2022)