

# Paulo Natenzon

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ACADEMIC POSITIONS	Yale University	
	Visiting Assistant Professor, Cowles Foundation	2025–2026
	Visiting Assistant Professor, Department of Economics	2025–2026
	Washington University in Saint Louis	
	Assistant Professor, Olin Business School (on leave)	2019–
	Assistant Professor, Department of Economics	2011–2019
	University of California, Berkeley	
	Visiting Scholar, Department of Economics	Fall 2014
EDUCATION	Ph.D. in Economics, Princeton University	2011
	M.A. in Economics, Princeton University	2007
	M.Sc. in Mathematics, Instituto de Matemática Pura e Aplicada (IMPA)	2005
	B.Sc. in Economics, University of São Paulo (USP)	2003
FIELDS	Economic Theory, Decision Theory, Behavioral Economics	
RESEARCH	“Incomparable!”, with Carlos Alós-Ferrer. <i>Working Paper</i> , April 2025.	
	“Random Choice and Differentiation”, with Junnan He. <i>Working Paper</i> , updated April 2025.	
	“The Thrill of Gradual Learning”, with Faruk Gul, Erkut Ozbay and Wolfgang Pesendorfer. <i>Journal of Political Economy: Microeconomics</i> , Vol. 3, No. 3 (August 2025).	
	“Weighted Linear Discrete Choice”, with Christopher Chambers, Yusufcan Masatlioglu and Collin Raymond. <i>American Economic Review</i> , Vol. 115, No. 4 (April 2025), 1226–1257.	
	“Moderate Utility”, with Junnan He. <i>American Economic Review: Insights</i> , Vol. 6, No. 2 (June 2024), 176–195.	
	“Random Evolving Lotteries and Intrinsic Preference for Information”, with Faruk Gul and Wolfgang Pesendorfer. <i>Econometrica</i> , Vol. 89, No. 5 (September 2021), 2225–2259.	
	“Random Choice and Learning”. <i>Journal of Political Economy</i> , Vol. 127, No. 1 (February 2019), 419–457.	
	“Subjective Ambiguity and Preference for Flexibility”, with Leandro Gorno. <i>Journal of Economic Behavior and Organization</i> , Vol. 145 (October 2018), 24–32.	
	“Preference Reversal or Limited Sampling? Maybe Túngara Frogs are Rational After All”. <i>Working Paper</i> , (November 2016), subsumed by “ <i>Random Choice and Learning</i> ”.	
	“Random Choice as Behavioral Optimization”, with Faruk Gul and Wolfgang Pesendorfer. <i>Econometrica</i> , Vol. 82, No. 5 (September 2014), 1873–1912.	

- RESEARCH (CONT.) “Brazilian Students’ Recent Outcomes: a Revaluation of SAEB Scores”, with Reynaldo Fernandes. Original title in Portuguese: “*A evolução recente do rendimento escolar das crianças brasileiras: uma reavaliação dos dados do Saeb*”. *Estudos em Avaliação Educacional*, No. 28 (December 2003), 3–22.
- INVITED TALKS 2024–2025: FGV-Rio, Purdue, U of Iowa, U Chicago, Hebrew U, TAU Coller, U of Haifa, Cowles Foundation Economic Theory Conference at Yale, Barcelona Summer Forum, UC3M, SAET Ischia, EC’25 Plenary Session *Highlights Beyond EC*, Johns Hopkins (scheduled), U Toronto (scheduled), Duke Fuqua (scheduled), Yale theory lunch (scheduled), LSE (scheduled), PSE/SciencesPo (scheduled).  
 2023–2024: SAET Paris, IIPF Behavioral Public Finance Conference, U of Michigan (theory), UC Berkeley (theory brown bag), Harvard University (behavioral), Princeton University (Conference in Honor of Faruk Gul), Insper B School (econ), RUD at Kellogg.  
 2022–2023: The Ohio State (theory/experimental), Johns Hopkins (theory), Northwestern Kellogg (discussant), University of Ghent (RISL $\alpha\beta$  cognitive economics workshop).  
 2021–2022: London School of Economics (theory), FGV-Rio.  
 2020–2021: University of Maryland (theory/experimental/IO), University of São Paulo.  
 2019–2020: RUD Paris, BRIC Aarhus, AMES Xiamen, SAET Ischia, Sloan-Nomis Workshop on the Cognitive Foundations of Economic Behavior, Rochester (theory).  
 2018–2019: GSE Summer Forum Barcelona (stochastic choice workshop), FUR Conference at the University of York (round table organizer), Sloan-Nomis Workshop on the Cognitive Foundations of Economic Behavior, Princeton University (theory), CIREQ Montréal, UBC (theory), McGill (theory), UC Berkeley (theory), UC Davis (behavioral).  
 2017–2018: European Meetings of the Econometric Society in Lisbon, FGV-Rio (economic theory), UBC (econometrics), Brown University (economic theory).  
 2016–2017: University of Chicago (economic theory), Penn State (econometrics), University of Zurich (neuroeconomics).  
 2015–2016: World Congress of the Econometric Society, CIREQ Montréal, UPenn, IB-MEC, Princeton University, Boston University, Workshop on the Representation of Value and Economic Choice at Columbia University.  
 2014–2015: Duke University, Indiana Bloomington, UC Berkeley, Insper São Paulo, University of Michigan, BRIC Conference at NYU.  
 2013–2014: University of Pittsburgh, Harvard/MIT Theory Workshop.  
 2012–2013: UC Berkeley, SBE Meetings, USP, FGV-SP.  
 2011–2012: ASU, UBC, D-TEA Paris.  
 2010–2011: Princeton, Toronto, WUSTL, IESE Barcelona, University of Alicante, Johns Hopkins Carey Business School, The Hebrew University of Jerusalem, University of Haifa, NYU, D-Day at Yale University, 2011 Kansas Workshop on Economic Theory, 2011 RUD Conference at the Collegio Carlo Alberto, 28th Colloquium of Mathematics at IMPA.
- REFeree WORK AEJ: Microeconomics, American Economic Review, American Economic Review: Insights, Econometrica, Journal of Econometrics, Journal of Economic Behavior and Organization, Journal of Economic Theory, Journal of the European Economic Association, Journal of Political Economy, Management Science, Quarterly Journal of Economics, Theoretical Economics, National Science Foundation.

AWARDS	Weidenbaum Center on the Economy, Gov. and Public Policy small grants	2016, 2018	
	AER Excellence in Refereeing Award	2015	
	Earle H. and Suzanne S. Harbison Faculty Fellow, Washington University	2011	
	Bernard Marcus Fellowship, The Institute for Humane Studies	2010	
	Stephen Goldfeld Summer Research Fellowship, Princeton University	2008, 2009	
	Towbes Prize for Outstanding Teaching, Princeton University	2008	
	Graduate School Fellowship, Princeton University	2005–2010	
	Fulbright Fellowship for Doctoral Studies in the US (declined)	2005	
	IPEA National Research Paper Award (Brazil), runner-up	2004	
	CAPES (National Department for Education, Brazil) Master's Fellowship	2003–2005	
	USP Academic Merit Award (top student in graduating class)	2003	
	São Paulo State Council of Economists Academic Merit Award	2003	
	IMPA Summer Fellowship	2002, 2003	
CNPq (Brazil) Undergraduate Research Fellowship	2000–2001		
SERVICE	<i>Journal of Economic Behavior and Organization</i> Associate Editor	2025–	
	<i>Olin Business School, Washington University in Saint Louis</i> BSBA Curriculum Committee	2020–2023	
	<i>Olin Business School, Washington University in Saint Louis</i> CRES Seminar co-organizer	2019–2025	
	<i>Department of Economics, Washington University in Saint Louis</i> Prelim Exams Director	2016–2019	
	<i>Department of Economics, Washington University in Saint Louis</i> Microeconomics Prelim Committee	2012–2019	
	<i>Department of Economics, Washington University in Saint Louis</i> Faculty Recruiting Committee	2011–2012	
	<i>Department of Economics, Washington University in Saint Louis</i> PhD Admissions Committee	2011–2012	
	<i>University service, Washington University in Saint Louis</i> Olin Fellowship Program Selection Committee	2021–2022	
	<i>University service, Washington University in Saint Louis</i> Study Abroad Advisory Board, Overseas Programs	2014–2019	
	<i>University service, Washington University in Saint Louis</i> Faculty Associate, Wayman Crow Residential College	2012–2014	
	CONFERENCE	Scientific committee, Risk Uncertainty and Decision, Manchester	2025
	ORGANIZING	Scientific committee, Risk Uncertainty and Decision, Evanston	2024
		Scientific committee, Risk Uncertainty and Decision, Kyoto	2023
		Scientific committee, Risk Uncertainty and Decision, Paris	2022
		Scientific committee, Risk Uncertainty and Decision, Virtual	2021
Scientific committee, Risk Uncertainty and Decision, Paris		2019	
Round table organizer, Foundations of Utility and Risk, York		2018	
Scientific committee, Risk Uncertainty and Decision, London		2017	
Session organizer, Society for the Advancement of Economic Theory, Rio		2016	
Session organizer, Society for the Advancement of Economic Theory, Tokyo		2014	
Scientific committee, Latin American Meeting Econometric Society, Sao Paulo		2014	
Scientific committee, Midwest Economic Theory, Saint Louis	2012		

ADVISING	<p><i>Doctoral dissertation defense committee</i></p> <p>Yves-Paul Auffray 2024</p> <p>Antonio Caluz (Insper Business School) 2024</p> <p>Edward Honda 2022</p> <p>Lintao Ye 2022</p> <p>Keh-Kuan Sun 2021</p> <p>Junnan He 2019</p> <p>Emma Dong 2018</p> <p>Nicolas Aguelakakis 2017</p> <p>Jinji Hao 2017</p> <p>Inkee Jang 2017</p> <p>Yu-Hung Chen 2016</p> <p>Heechun Kim 2016</p> <p>Jiemai Wu 2016</p> <p>Ceyhun Coban 2015</p> <p>Brady Vaughan 2015</p> <p>Juan Block 2014</p> <p>Haibo Xu 2014</p> <p>Filippo Massari 2013</p> <p>Rohan Dutta 2012</p> <p>Shota Fujishima 2012</p> <p>Shintaro Miura 2012</p> <p>Kumano Taro 2012</p> <p><i>Undergraduate honors thesis committee</i></p> <p>Ben Zod, mathematics 2016</p> <p>Dalton Guthrie, psychology 2014</p> <p>Charles Yue Yuan, economics (chair) 2012</p>
TEACHING	<p>Latest undergraduate business school evaluations: average 8.54/10; median 9/10.</p> <p>Latest graduate business school evaluations: average 9.93/10; median 10/10.</p> <p><i>Washington University in Saint Louis</i></p> <p>Microeconomics I (PhD)</p> <p>Microeconomics II (PhD)</p> <p>Topics in Advanced Theory I (PhD)</p> <p>Game Theory (undergraduate)</p> <p>Microeconomics (undergraduate)</p> <p><i>Princeton University</i></p> <p>Junior Independent Work (Assistant Instructor for Prof. Peter B. Kenen)</p> <p>Microeconomic Theory I (PhD core, AI for Prof. Faruk Gul)</p> <p>Microeconomic Theory: A Mathematical Approach (AI for Prof. Stephen Morris)</p> <p>Cases in Financial Risk Management (Master's in Finance, AI for Prof. Rossen Valkanov)</p> <p>Intermediate Calculus (Master's in Public Policy, math camp instructor)</p>
LANGUAGES	<p>English (fluent), Spanish (native), Portuguese (native), Hebrew (beginner).</p>