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Adam Brandenburger holds appointments at New York University as J.P. Valles Professor at the Stern School of Business, Distinguished Professor at the Tandon School of Engineering, Faculty Director of the NYU Shanghai Program on Creativity + Innovation, and Global Network Professor. He was a professor at Harvard Business School from 1987 to 2002. He received his B.A., M.Phil., and Ph.D. degrees from the University of Cambridge. Adam researches in the areas of game theory, information theory, and business strategy.

### **Appointments**

2017-present

Global Network Professor, New York University

2016-present

Affiliated Faculty Member, NYU Shanghai

2014-present

Distinguished Professor, Tandon School of Engineering, New York University

2002-present

J.P. Valles Professor, Stern School of Business, New York University

1998-2002

Class of 1958 Professor, Harvard Business School

1996-1998

Professor, Harvard Business School

1992-1996

Associate Professor, Harvard Business School

1987-1992

Assistant Professor, Harvard Business School

### **Education**

1986

Ph.D. in Economics, Churchill College, University of Cambridge

1982

M.Phil. in Economics with Distinction, Trinity College, University of Cambridge

1981

B.A. Double First in Natural Sciences and Economics, Queens' College, University of Cambridge

## Teaching Experience

The Strategist (elective MBA and EMBA course, Stern School of Business; elective undergraduate course, NYU Shanghai; MS course, Stern-NYU Shanghai)  
Creativity Considered (elective undergraduate course, NYU Shanghai)  
Introduction to Game Theory (elective undergraduate course, NYU Shanghai)  
The Project (elective MBA course, Stern School of Business)  
Game Theory (elective MBA and EMBA course, Stern School of Business)  
Business Strategy (core MBA course, Stern School of Business)  
Changing the Game (elective MBA course, Harvard Business School)  
Game Theory (doctoral course, Harvard Business School)  
Seminar in Business Strategy (doctoral course, Harvard Business School)  
Competition & Strategy (core MBA and executive course, Harvard Business School)  
Engineering Sciences 201 (Faculty of Arts and Sciences, Harvard University)  
Engineering Sciences 207 (Faculty of Arts and Sciences, Harvard University)  
Managerial Economics (core MBA course, Harvard Business School)

## Refereed Articles

41. "Agreement and Disagreement in a Non-Classical World," with Patricia Contreras-Tejada, Pierfrancesco La Mura, Giannicola Scarpa, and Kai Steverson, forthcoming in *Philosophical Transactions of the Royal Society A: Mathematical, Physical and Engineering Sciences*, 2023, at <https://doi.org/10.1098/rsta.2023-0004> (link not yet active).
40. "The Relationship between Strong Belief and Assumption," with Amanda Friedenbergh and H. Jerome Keisler, *Synthese*, 201, 2023, 175, at <https://doi.org/10.1007/s11229-023-04167-6>.
39. "Coordination via Delay: Theory and Experiment," by Ye Jin, Zhen Zhou, and Adam Brandenburger, *Games and Economic Behavior*, 137, 2023, 23-49, at <https://doi.org/10.1016/j.geb.2022.11.001>.
38. "Coordination via Delay: Theory and Experiment - Online Appendix," by Ye Jin, Zhen Zhou, and Adam Brandenburger, *Games and Economic Behavior*, 137, 2023, 23-49, at <https://ars.els-cdn.com/content/image/1-s2.0-S0899825622001531-mmc1.pdf>.
37. "Rényi Entropy, Signed Probabilities, and the Qubit," with Pierfrancesco La Mura and Stuart Zoble, *Entropy*, 24, 2022, at <https://doi.org/10.3390/e24101412>.
36. "Divisive Normalization is an Efficient Code for Multivariate Pareto-Distributed Environments," by Stefan Bucher and Adam Brandenburger, *Proceedings of the National Academy of Sciences*, 119, 2022, at <https://doi.org/10.1073/pnas.2120581119>.
35. "Observers of Quantum Systems Cannot Agree to Disagree," by Patricia Contreras-Tejada, Giannicola Scarpa, Aleksander Kubicki, Adam Brandenburger, and Pierfrancesco La Mura, *Nature Communications*, 12, 2021, at <https://doi.org/10.1038/s41467-021-27134-6>.
34. "The Implications of Finite-Order Reasoning," with Alex Danieli and Amanda Friedenbergh, *Theoretical Economics*, 16, 2021, at <https://econtheory.org/ojs/index.php/te/article/viewFile/2889/32397/936>.
33. "Sell/Buy Bundling," with Barry Nalebuff, *CPI Antitrust Chronicle*, 1, Fall 2021, at <https://www.competitionpolicyinternational.com/sell-buy-bundling/>.
32. "Choice-Theoretic Foundations of the Divisive Normalization Model," by Kai Steverson, Adam Brandenburger, and Paul Glimcher, *Journal of Economic Behavior & Organization*, 164, 2019, 148-165, at <https://doi.org/10.1016/j.jebo.2019.05.026>.
31. "Axioms for the Boltzmann Distribution," with Kai Steverson, *Foundations of Physics*, 49, 2019, 444-456, at <https://doi.org/10.1007/s10701-019-00257-z>.
30. "A Canonical Hidden-Variable Space," with H. Jerome Keisler, *Annals of Pure and Applied Logic*, 169, 2018, 1295-1302, at <https://doi.org/10.1016/j.apal.2018.08.003>.

29. "Where Do Great Strategies Really Come From?" *Strategy Science*, 2, 2017, 220-225, at <https://doi.org/10.1287/stsc.2017.0039>.
28. "Team Decision Problems with Classical and Quantum Signals," with Pierfrancesco La Mura, *Philosophical Transactions of the Royal Society A: Mathematical, Physical and Engineering Sciences*, 374, 2016, 20150096.
27. "Comment on 'Towards a Behavioral Theory of Strategy' by Giovanni Gavetti," with Natalya Vinokurova, *Organization Science*, 23, 2012, 286-287.
26. "The Sheaf-Theoretic Structure of Non-Locality and Contextuality," with Samson Abramsky, *New Journal of Physics*, 13, 2011, 113036.
25. "The Relationship between Quantum and Classical Correlation in Games," *Games and Economic Behavior*, 69, 2010, 175-183.
24. "Self-Admissible Sets," with Amanda Friedenberg, *Journal of Economic Theory*, 145, 2010, 785-811.
23. "A Classification of Hidden-Variable Properties," with Noson Yanofsky, *Journal of Physics A: Mathematical and Theoretical*, 41, 2008, 425302.
22. "Intrinsic Correlation in Games," with Amanda Friedenberg, *Journal of Economic Theory*, 141, 2008, 28-67.
21. "Intrinsic Correlation in Games: Online Appendix," with Amanda Friedenberg, October 2007.
20. "Admissibility in Games," with Amanda Friedenberg and H. Jerome Keisler, *Econometrica*, 76, 2008, 307-352.
19. "Admissibility in Games: Online Supplement," with Amanda Friedenberg and H. Jerome Keisler, *Econometrica*, 76, 2008.
18. "The Power of Paradox: Some Recent Developments in Interactive Epistemology," *International Journal of Game Theory*, 35, 2007, 465-492.
17. "Biform Games," with Harborne Stuart, *Management Science*, 53, 2007, 537-549.
16. "Biform Games: Electronic Companion," with Harborne Stuart, *Management Science*, 53, 2007.
15. "Biform Games: Additional Online Material," with Harborne Stuart, July 2006.
14. "An Impossibility Theorem on Beliefs in Games," with H. Jerome Keisler, *Studia Logica*, 84, 2006, 211-240.
13. "Value-Based Business Strategy," with Harborne Stuart, *Journal of Economics & Management Strategy*, 5, 1996, 5-24.
12. "When Managers Cover Their Posteriors: Making the Decisions the Market Wants to See," with Ben Polak, *The RAND Journal of Economics*, 27, 1996, 523-541.
11. "Epistemic Conditions for Nash Equilibrium," with Robert Aumann, *Econometrica*, 63, 1995, 1161-1180.
10. "Hierarchies of Beliefs and Common Knowledge," with Eddie Dekel, *Journal of Economic Theory*, 59, 1993, 189-198.
9. "Knowledge and Equilibrium in Games," *Journal of Economic Perspectives*, 6, 1992, 83-101.
8. "Correlated Equilibrium with Generalized Information Structures," with Eddie Dekel and John Geanakoplos, *Games and Economic Behavior*, 4, 1992, 182-201.
7. "Lexicographic Probabilities and Equilibrium Refinements," with Larry Blume and Eddie Dekel, *Econometrica*, 59, 1991, 81-98.
6. "Lexicographic Probabilities and Choice under Uncertainty," with Larry Blume and Eddie Dekel, *Econometrica*, 59, 1991, 61-79.
5. "A Simple Characterization of Stochastically Monotone Functions," with James Bergin, *Econometrica*, 58, 1990, 1241-1243.
4. "Common Knowledge of an Aggregate of Expectations," with Lars Nielsen, John Geanakoplos, Richard McKelvey, and Talbot Page, *Econometrica*, 58, 1990, 1235-1239.

3. "An Overview of Lexicographic Choice under Uncertainty," with Larry Blume and Eddie Dekel, in *Choice Under Uncertainty*, ed. by Peter Fishburn and Irving LaValle, *Annals of Operations Research*, 19, 1989, 231-246.
2. "Rationalizability and Correlated Equilibria," with Eddie Dekel, *Econometrica*, 55, 1987, 1391-1402.
1. "Common Knowledge with Probability 1," with Eddie Dekel, *Journal of Mathematical Economics*, 16, 1987, 237-245.

### Unpublished Articles

17. "Signed Subjective Expected Utility," with Paolo Ghirardato, Daniele Pennesi, and Lorenzo Stanca, November 2023.
16. "Reevaluating the Shapley Value: A New Justification and Extension," with Barry Nalebuff, November 2023.
15. "Reevaluating the Shapley Value: Uniqueness of the  $\alpha$ -Procedure," with Barry Nalebuff, November 2023.
14. "Reevaluating the Shapley Value: The NTU Case," with Barry Nalebuff, November 2023.
13. "Quantum-Assisted Observatories in Space: Real-Time Coherence in Space Telescope Arrays via Shared Quantum States," with Pierfrancesco La Mura and Giannicola Scarpa, October 2023.
12. "A Brief Explanation of Large Language Models," by Foster Provost with Adam Brandenburger, September 2023.
11. "Allocation of Cognitive Resources Affects Strategic Sophistication in Games," by Vered Kurtz-David, Adam Brandenburger, and Paul Glimcher, February 2023.
10. "Symmetry and the Sixth Force: The Essential Role of Complements," with Barry Nalebuff, June 2022.
9. "Two Approaches to Iterated Reasoning in Games," with Amanda Friedenberg and Terri Kneeland, December 2020.
8. "Using 'Proof-of-Presence' to Coordinate," with Kai Steverson, November 2019.
7. "Axioms for Rényi Entropy with Signed Measures," with Pierfrancesco La Mura, July 2019.
6. "Infinite Cooperative Games," with H. Jerome Keisler and Paula Miret, July 2019.
5. "A Test for Artificial Empathy," with Cheryl Loh, May 2018.
4. "Thinking About Thinking and Its Cognitive Limits," with Xiaomin Li, August 2015.
3. "Are Admissibility and Backward Induction Consistent?" with Amanda Friedenberg, February 2014.
2. "The Relationship between Rationality on the Matrix and the Tree," with Amanda Friedenberg, March 2011.
1. "A Purification Theorem for Perfect-Information Games," with Amanda Friedenberg, January 2007.

### Book Chapters/Conference Proceedings/Cases/Other

44. "Game Theory: A Language of Interaction," July 2023, to appear in *Neuroeconomics*, ed. by Hilke Plassmann, Nathaniel Daw, Paul Glimcher, Joe Kable, and Agnieszka Tymula, Lecture Notes Series, World Scientific.
43. "Choosers Adapt Value Coding to the Environment, But Do Not Attain Efficiency," by Vered Kurtz-David, Kenway Louie, Ambuj Dewan, Paul Glimcher, Vinayak Alladi, Agnieszka Tymula, Stefan Bucher, and Adam Brandenburger, in *Proceedings of the 45th Annual Conference of the Cognitive Science Society*, 2023, ed. by Micah Goldwater, Florencio Anggoro, Brett Hayes, and Desmond Ong, at <https://escholarship.org/uc/item/7cp9r5hc>.
42. "Pinduoduo: Strategy from Contrast," with Emir Lise, September 2022.

41. “Kuaishou: Strategy from Combination,” with Emir Lise, September 2022.
40. “Canva: Strategy from Constraint,” with Emir Lise, September 2022.
39. “Ctrip: Strategy from Context,” with Emir Lise, September 2022.
38. “Rethinking Negotiation,” by Barry Nalebuff and Adam Brandenburger, *Harvard Business Review*, November-December 2021.
37. “The Rules of Co-opetition,” with Barry Nalebuff, *Harvard Business Review*, January-February 2021.
36. “Agreement and Disagreement in a Non-Classical World,” with Patricia Contreras Tejada, Pierfrancesco La Mura, Giannicola Scarpa, and Kai Steverson, in *Proceedings of the 2019 Workshop on Logics for the Formation and Dynamics of Social Norm (LFDSN 2019)*, ed. by Beishui Liao, Fenrong Liu, and Huimin Dong, at <https://www.xilogic.org/events/wp-content/uploads/2022/05/lfdsn2019-proceedings.pdf>.
35. “Are Your Company’s Strengths Really Weaknesses?” *Harvard Business Review*, August 2019.
34. “To Change the Way You Think, Change the Way You See,” *Harvard Business Review*, April 2019. Reprinted in *How to Thrive in a Changing World*, *Harvard Business Review* Special Issue, Spring 2022, 33-35; and *HBR Guide to Critical Thinking*, Harvard Business Review Press, 2023.
33. “Strategy Needs Creativity,” *Harvard Business Review*, March-April 2019.
32. “Wenn die Lichtgeschwindigkeit nicht mehr ausreicht: Quantennetzwerke könnten internationalen Teams helfen,” with Pierfrancesco La Mura, *Frankfurter Allgemeine Zeitung*, July 4, 2016.
31. “Epistemic Conditions for Nash Equilibrium” (extended version), with Robert Aumann, in *Readings in Formal Epistemology: Sourcebook*, ed. by Horacio Arlo-Costa, Vincent Hendricks, and Johan van Benthem, Springer, 2016.
30. “Fiber Products of Measures and Quantum Foundations,” with H. Jerome Keisler, in *Logic & Algebraic Structures in Quantum Computing & Information*, ed. by Jennifer Chubb, Ali Eskandarian, and Valentina Harizanov, in *Lecture Notes in Logic*, Association for Symbolic Logic/Cambridge University Press, 2016.
29. “How Many Levels Do Players Reason? Observational Challenges and a Solution,” extended abstract, with Alex Danieli and Amanda Friedenberg, in *Proceedings of the 15th Conference on Theoretical Aspects of Rationality and Knowledge (TARK)*, 2015, at <http://www.imsc.res.in/tark/TARK2015-proceedings.pdf>.
28. “No-Signalling is Equivalent to Free Choice of Measurements,” with Samson Abramsky and Andrei Savochnik, in *Electronic Proceedings in Theoretical Computer Science*, 171, 2014, Proceedings of the 10th International Workshop on Quantum Physics and Logic, at <http://eptcs.web.cse.unsw.edu.au/paper.cgi?QPLX.1>.
27. “An Operational Interpretation of Negative Probabilities and No-Signalling Models,” with Samson Abramsky, in *Horizons of the Mind: A Tribute to Prakash Panangaden*, ed. by Franck van Breugel, Elham Kashefi, Catuscia Palamidessi, and Jan Rutten, *Lecture Notes in Computer Science* 8464, Springer, 2014, 59-75; also at <http://arxiv.org/abs/1401.2561>.
26. “Use of a Canonical Hidden-Variable Space in Quantum Mechanics,” with H. Jerome Keisler, in *Computation, Logic, Games, and Quantum Foundations: The Many Facets of Samson Abramsky*, ed. by Bob Coecke, Luke Ong, and Prakash Panangaden, *Lecture Notes in Computer Science* 7860, Springer, 2013, 1-6.
25. “Fixed Points in Epistemic Game Theory,” with Amanda Friedenberg and H. Jerome Keisler, in *Mathematical Foundations of Information Flow*, ed. by Samson Abramsky and Michael Mislove, *Proceedings of Symposia in Applied Mathematics*, Vol. 71, American Mathematical Society, 2012, 49-60.
24. “Origins of Epistemic Game Theory,” in *Epistemic Logic: Five Questions*, ed. by Vincent Hendricks and Olivier Roy, Automatic Press, 2010, 59-69.

23. "Epistemic Game Theory: An Overview," in *The New Palgrave Dictionary of Economics*, 2nd edition, ed. by Steven Durlauf and Lawrence Blume, London: Palgrave Macmillan, 2008.
22. "Epistemic Game Theory: Complete Information," in *The New Palgrave Dictionary of Economics*, 2nd edition, ed. by Steven Durlauf and Lawrence Blume, London: Palgrave Macmillan, 2008.
21. Interview, in *Game Theory: Five Questions*, ed. by Vincent Hendricks and Pelle Guldborg Hansen, Automatic Press, 2007, 41-48.
20. "A Note on Kuhn's Theorem," in *Interactive Logic: Proceedings of the 7th Augustus de Morgan Workshop, London*, Texts in Logic and Games 1, Amsterdam University Press, 2007, 71-88.
19. "On the Existence of a 'Complete' Possibility Structure," in *Cognitive Processes and Economic Behavior*, ed. by Marcello Basili, Nicola Dimitri, and Itzhak Gilboa, Routledge, 2003, 30-34.
18. "Porter's Added Value: High Indeed!" (Commentary on *Competitive Strategy*, by Michael Porter, New York: Free Press, 1980), in *Academy of Management Executive*, 18, 2002, 58-60.
17. Review of *Judo Strategy*, by David Yoffie and Mary Kwak, Boston: Harvard Business School Press, 2001, in *Manageris*, 101, February 2002, 10.
16. "Epistemic Conditions for Iterated Admissibility," with H. Jerome Keisler, in *Theoretical Aspects of Rationality and Knowledge: Proceedings of the Eighth Conference*, ed. by Johan van Benthem, Morgan Kaufmann, 2001, 31-37.
15. "The Added-Value Theory of Business," with Barry Nalebuff, *Strategy & Business*, Fourth Quarter 1997.
14. "Complementors in the Digital Economy," with Barry Nalebuff, *Oracle Alliance*, March-April 1997.
13. "Entry and Deterrence in British Satellite Broadcasting," with Pankaj Ghemawat, in *Games Businesses Play: Cases and Theory*, by Pankaj Ghemawat, MIT Press, 1997, 177-204.
12. "Strategic and Structural Uncertainty in Games," in *Wise Choices: Decisions, Games, and Negotiations*, ed. by Richard Zeckhauser, Ralph Keeney, and James Sebenius, Harvard Business School Press, 1996, 221-232.
11. "Inside Intel," review of *Only the Paranoid Survive*, by Andrew Grove, Currency/Doubleday, 1996, with Barry Nalebuff, in *Harvard Business Review*, November-December 1996, 168-175.
10. "The Right Game: Use Game Theory to Shape Strategy," with Barry Nalebuff, *Harvard Business Review*, July-August 1995, 57-71.
9. "Power Play (A): Nintendo in 8-bit Video Games," Harvard Business School Case 795102-PDF-ENG.
8. "Power Play (B): Sega in 16-bit Video Games," Harvard Business School Case 795103-PDF-ENG.
7. "Power Play (C): 3DO in 32-bit Video Games," Harvard Business School Case 795104-PDF-ENG.
6. "Bitter Competition: The Holland Sweetener Co. vs. NutraSweet (A)-(G)," Harvard Business School Cases 794079-PDF-ENG to 794085-PDF-ENG.
5. Review of *Thinking Strategically*, by Avinash Dixit and Barry Nalebuff, New York: Norton, 1991, in *Journal of Economics & Management Strategy*, 2, 1993, 325-332.
4. "Lexicographic Probabilities and Iterated Admissibility," in *Economic Analysis of Markets and Games: Essays in Honor of Frank Hahn*, ed. by Partha Dasgupta, Douglas Gale, Oliver Hart, and Eric Maskin, MIT Press, 1992, 282-290.
3. "Common Knowledge and Game Theory," with Ken Binmore, in *Essays on the Foundations of Game Theory*, by Ken Binmore, Basil Blackwell, 1990, 105-150.

2. "The Role of Common Knowledge Assumptions in Game Theory," with Eddie Dekel, in *The Economics of Missing Markets, Information, and Games*, ed. by Frank Hahn, Oxford University Press, 1989, 46-61.
1. Review of *Economic Organizations as Games*, ed. by Ken Binmore and Partha Dasgupta, Basil Blackwell, 1986, in *Economica*, 55, 1988, 278-279.

### **Books**

3. *A Mathematical Theory of Strategy*, with Harborne Stuart, in progress with World Scientific.
2. *The Language of Game Theory: Putting Epistemics into the Mathematics of Games*, World Scientific Series in Economic Theory, ed. by Eric Maskin, World Scientific, 2014. Published in Chinese by Truth & Wisdom Press, Shanghai, May 2019.
1. *Co-opetition*, with Barry Nalebuff, Currency/Doubleday, 1996. Translated into Bahasa, Chinese, Dutch, French, German, Greek, Hebrew, Japanese, Korean, Portuguese, Russian, Spanish, Swedish, Thai, Turkish, Vietnamese.

### **Teaching Videos**

<https://minicourse.shanghai.nyu.edu>

Prisoner's Dilemma, Battle of the Sexes, Coordination Game, Weakness-Strength Games, Matching Pennies

### **Patents**

"Quantum-Assisted Load Balancing in Communication-Constrained Wide-Area Physical Networks," U.S. patent #10056983 (with New York University and Pierfrancesco La Mura)

### **Recent Invited Talks**

- "Agreement and Disagreement in a Non-Classical World," invited talk at the 2023 Inaugural Science of Decision Making (SDM) Conference, Hong Kong University, June 2023.
- "Quantum-Assisted Team Decision Problems: Theory and Applications," at X - The Moonshot Factory, April 2023.
- "Theory of Mind and Game Theory," invited talk at AI, Blockchain, and Fintech Conference, United International College, Beijing Normal University-Hong Kong Baptist University, Zhuhai, April 2023.
- "Agreement and Disagreement in a Non-Classical World," invited talk at the 5th Workshop on Quantum Contextuality in Quantum Mechanics and Beyond, Czech Association of Scientific and Technological Societies, December 2022.
- "Epistemic Game Theory," invited talk at Behavioral Implications of Uncertainty in Macroeconomics Capstone Conference, University of Chicago, September 2022.
- "Rethinking Strategy & Globalization: Celebrating Professor Ghemawat's Contributions," invited contribution, IESE, Barcelona, September 2022.
- "Agreement and Disagreement in a Non-Classical World," invited talk at the 30th European Workshop on Economic Theory, SGH Warsaw School of Economics, July 2022.
- "Co-opetition," keynote talk at Harvard Business Review China Annual Forum 2021, November 2021.
- "Co-opetition," keynote talk at ABRAS Brazil, September 2021.
- "Using 'Proof-of-Presence' to Coordinate," invited talk at Society for the Advancement of Economic Theory, Seoul, June 2021.

“Epistemic Game Theory,” NYU Neuroeconomics Summer School, NYU Shanghai, July 2019.

“Agreement and Disagreement in a Non-Classical World,” keynote talk at LFDSN 2019, Zhejiang University, Hangzhou, May 2019.

“Agreement and Disagreement in a Quantum World,” invited talk at Encapsulated Agents in Quantum Theory: Re-examining Wigner’s Friend, workshop, UMass Boston, March 2019.

“Using Proof-of-Work to Coordinate,” keynote talk at the 8th China International Conference on Game Theory and Its Applications, University of Shanghai for Science and Technology, September 2018.

“Strategy Needs Creativity,” distinguished scholar lecture at Southern University of Science and Technology, Shenzhen, June 2018.

“Strategy Needs Creativity,” leadership workshop at Schwarzman College, May 2018.

“Epistemic Game Theory,” Tsinghua University, May 2018.

“Strategy Needs Creativity,” keynote talk at 2017 Global Cre8 Summit, Shenzhen, December 2017.

“Where Do Great Strategies Really Come From?” *Strategy Science* workshop, Apple University, September 2017.

“Epistemic Game Theory” and “Normalization Models: Normative Foundations,” NYU Neuroeconomics Summer School, NYU Shanghai, July 2017.

“Strategy from Creativity,” keynote talk at AMT Quarterly Partners Summit, Shanghai, April 2017.

“The Father of Singularity: A Case Study in Creativity and Innovation,” public talk, East China Normal University, March 2017.

“Mentoring,” invited talk at Entrepreneurs’ Organization Accelerator APAC Mentorship Summit, Shanghai, February 2017.

“Your Idea Is, Of Course, Crazy,” keynote talk at Global Cre8 Summit, Shenzhen, October 2016.

“Epistemic Game Theory: Language and Observation,” public talk, NYU Shanghai, October 2015.

“Entropy and Simulation of No-Signaling Models,” inaugural lecture at Institute for Quantum Social and Cognitive Science, University of Leicester, October 2015.

“Entropy and Simulation of No-Signaling Models,” at Logic Colloquium 2015, University of Helsinki, August 2015.

“Game Theory,” NYU Shanghai Neuroeconomics Summer School, NYU Shanghai, July 2015.

“Formal Methods,” keynote talk at Vienna Conference on Strategy, Organizational Design, and Innovation, University of Vienna, June 2015.

“Epistemic Game Theory: Language and Observation,” at 8th Pan-Pacific Conference on Game Theory, Academia Sinica, Taiwan, May 2015.

“Deriving the Qubit from Entropy Principles,” at Conference on Quantum Probability and the Mathematical Modelling of Decision Making, Fields Institute, University of Toronto, March 2015.

“Deriving the Qubit from Entropy Principles,” at Workshop on Correlated Information Change, University of Amsterdam, November 2014.

“Epistemic Game Theory,” at 2014 China Meeting of the Econometric Society, Xiamen University, China, June 2014.

### **Awards and Achievements**

2023 “Coordination via Delay: Theory and Experiment” was a top-8 download (last 90 days) in *Games and Economic Behavior*, March 2023



- 2022 “Observers of Quantum Systems Cannot Agree to Disagree” won best poster award at PUZZLE X, Barcelona, November 2022, <https://www.puzzlex.io/>
- 2021 “Observers of Quantum Systems Cannot Agree to Disagree” was a top-25 article in *Nature Communications* 2021; at <https://www.nature.com/collections/iajigabbdg>
- 2020 “Strategy Needs Creativity” appeared in *HBR’s 10 Must Reads 2020: The Definitive Management Ideas of the Year*, Harvard Business Review Publishing, 2020
- 2017 Fellow of the Game Theory Society
- 2008 NYU Stern Teaching Excellence Award
- 2006 NYU Stern MBA 2006 Professor of the Year
- 2004 Fellow of the Econometric Society
- 1985-1987 Research Fellowship, Churchill College, University of Cambridge
- 1983-1985 Harkness Fellowship
- 1981 College Prize and Foundation Scholarship, and University Wrenbury Scholarship in Economics
- 1979 College Prize and Venn Prize in Natural Sciences for top College Natural Sciences Tripos result
- 1978 Open Scholarship to Queens’ College, University of Cambridge

### **Doctoral Students**

Sam (Yuqing) Li, New York University, current  
 Raja Panjwani, New York University, current  
 Jessy Hsieh, New York University, current  
 Dan Sands, New York University, PhD 2021, UCL  
 Stefan Bucher, New York University, PhD 2021, University of Tübingen and Max Planck Institute  
 Elliot Lipnowski, New York University, PhD 2016, Columbia University  
 Sandy Yu, New York University, PhD 2015, University of Minnesota  
 Shellwyn Weston, New York University, PhD 2013  
 Natalya Vinokurova, New York University, PhD 2012, University of Pennsylvania  
 Andrei Savochkin, New York University, PhD 2012, New Economic School, Moscow  
 Andrea Prado, New York University, PhD 2011, INCAE, Costa Rica  
 Matthew Grennan, New York University, PhD 2010, University of Pennsylvania  
 Konrad Grabiszewski, New York University, PhD 2008, HEC Paris in Qatar  
 Amanda Friedenbergh, Harvard University, PhD 2003, University of Michigan  
 Terence Burnham, Harvard University, PhD 1997  
 Hong Hu, Harvard University, PhD 1996  
 Harborne Stuart, Harvard University, PhD 1992, Columbia University

**Selected Service**

Faculty Director, NYU Shanghai Program on Creativity + Innovation (PCI)

Faculty Mentor, NYU Shanghai Minor in Creativity + Innovation

Area Head, NYU Shanghai Economics, Spring 2021-

Member, NYU Abu Dhabi MBA Advisory Board

Member, committee on Stern-Shanghai Masters Program in Organization Management and Strategy

Member, Stern Faculty Scholars Program

Member, NYU Stern Honorifics Committee, 2021-2024

Member, NYU Innovation Council

Member, NYU Shanghai Study Away Committee

Chair, Elective Curriculum Committee, NYU Stern School of Business, 2021

Co-Area Head, NYU Shanghai Economics, Spring 2017

Member, NYU Stern Senior Faculty Peer Review Committee, 2018-2021

Member, All-University Graduate Program Committee, NYU, 2014-2016

Vice Dean for Innovation, NYU Stern School of Business, 2011-2014

Co-Coordinator, Economics PhD program, NYU Stern School of Business, 2006-2011

Chair and Member, Schoolwide Promotion & Tenure Committee, NYU Stern School of Business, 2003-2009

Chair, Business Economics PhD program, Harvard University, 2000-2002