

## SAORI CHIBA

Senior Lecturer  
Graduate School of Economics  
Kyoto University  
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### EDUCATION

Ph.D., Economics, Boston University, Boston MA USA, September 2013  
Dissertation Title: *Three Essays on Communication Games and Behavioral Economics*  
Main advisor: Barton Lipman  
Dissertation Committee: Barton L. Lipman, Sambuddha Ghosh, Andrew F. Newman

M.A., Economics, Boston University, Boston MA USA, 2006  
M.B.A. (Honors), Boston University, Boston MA USA, 2006  
B.A., Economics, University of Tokyo, Tokyo Japan, 1994  
B.A., Business and Administration, University of Tokyo, Tokyo Japan, 1993

### FIELDS OF INTEREST

Microeconomic Theory, Bayesian Games (Communications, Information, Organizations)

### ACADEMIC EXPERIENCES

Senior Lecturer, Kyoto University (Graduate School of Economics),  
Kyoto, Japan, 2015-  
Teaching: Communications and Information Aggregation in Game Theory (graduate,  
English), Microeconomics (graduate, English), Corporate Finance (undergraduate),  
English for Economics A/B (undergraduate), Mathematics for Economics I/II  
(undergraduate)

Postdoctoral Scholar, Universita Ca' Foscari Venezia (Dep. of Management),  
Venice Italy, 2013-2015  
Robust Decisions in Markets and Organizations (with Marco LiCalzi, Professor)

Lecturer, Simmons College (Dep. of Economics), Boston MA USA, 2012-2013  
Public Economics (MA level), Industrial Organization, Intermediate Microeconomics

Research Assistant, Keith N. Hylton (Professor, Boston University), 2012-2013  
Research Assistant, Barton Lipman (Professor, Boston University), 2011-2012  
Teaching Fellow, Boston University (Dep. of Economics), Boston MA USA, 2008-2009, 2011  
Microeconomics (MA level), Industrial Organization (MA level), Behavioral Economics

### OTHER WORKING EXPERIENCES

Bank of Tokyo Mitsubishi, Ltd. [Mitsubishi UFJ Financial (NYSE: MTU)], Japan, 1994-2004  
Manager, Debt Finance Division, Non-Performing Loan (NPL) Liquidation Team  
Associate Manager, Credit Policy & Planning Division, NPL Liquidation Team  
Associate Manager, Kyobashi Branch & Ginza Dori Branch, Corporate Finance Team

**GRANTS**

Japan Society for the Promotion Science, Grants-in-Aid for Scientific Research (C), 2016-2019  
"Two-dimensional Conflicts of Interest and Information Transmission in Cheap Talk  
Models with Outside Options"

**FELLOWSHIPS AND AWARDS**

Distinction in Macroeconomics Qualifying Exam, Boston University, 2008  
Special Research Fellowship, Boston University (Dep. of Economics), 2010  
Teaching Fellowship, Boston University (Dep. of Economics), 2008-2009, 2011  
Dean's Achievement Scholarship, Boston University (School of Management), 2004-2006

**LIST OF PUBLICATIONS AND WORKING PAPERS**

See the attachment

**CONFERENCES AND PRESENTATIONS**

See the attachment

**REFeree EXPERIENCES**

Games and Economics Behavior, Japanese Economics Review, Journal of Applied Regional  
Science, Keizai Ronso, Kyoto Economic Review, Singapore Economics Review

**MEMBERSHIPS OF PROFESSIONAL ASSOCIATIONS**

American Economic Association, Econometric Society, European Economic Association,  
Game Theory Society, Japanese Economic Association

**LANGUAGES:** English (fluent), Japanese (native), Italian (basic)

**COMPUTER SKILLS:** Mathematica, Microsoft Office, STATA

**CITIZENSHIP:** JAPAN

**REFERENCES**

**Barton L. Lipman, Professor, Chair**

Department of Economics  
Boston University  
270 Bay State Road,  
Boston, MA 02215, USA

**Marco LiCalzi, Professor**

Department of Management  
Università Ca' Foscari Venezia  
San Giobbe, Cannaregio 873  
30121 Venezia, Italy

**Sambuddha Ghosh, Associate Professor**

School of Economics  
Shanghai University of Finance and Economics  
777 Guoding Rd  
Shanghai 200433, China

**Masato Aoki, Associate Professor, Chair**

Department of Economics  
Simmons College  
300 The Fenway  
Boston MA 02215 USA

**LIST OF PUBLICATIONS AND WORKING PAPERS, CONFERENCES AND PRESENTATIONS**


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**PUBLICATIONS**

- Behavioral Economics of Crime Rates and Punishment Levels (with K. Leong), *Journal of Institutional and Theoretical Economics*, 172(4), 2016, 727-754  
 An Example of Conflicts of Interest as Pandering Disincentives (with K. Leong), *Economics Letters*, 131(C), 2015, 20-23

**WORKING PAPERS**

- Can a lengthy application title make your application successful? A perspective of information theory* (with S. Lin, C. Sher, & M. Tsai)  
*Cheap Talk with Outside Options: Theory and Experiment* (with K. Leong)  
*Hidden Profiles and Persuasion Cascades in Group Decision-Making*, Kyoto University GSE DP E-18-001  
*Information Aggregation and Countervailing Biases in Organizations* (with K. Leong)  
*Strategic Information Transmission when Principal is Privately Informed* (with K. Hori)  
*Vagueness of Language: Indeterminacy under Two-Dimensional State Uncertainty*

**CONFERENCES AND PRESENTATIONS**

- 2018: The 2nd Joint Economics Symposium of 4 Leading Universities in Taiwan and Japan (Osaka, Japan)  
 2017: Annual Congress of the European Economic Association (Lisbon, Portugal)  
 2016: Asian Meeting of the Econometric Society (Kyoto, Japan), Australasia Meeting of the Econometric Society (Sydney, Australia), Japan-Taiwan-Hong-Kong Contract Theory Conference (Tainan, Taiwan), UECE Lisbon Meetings in Game Theory and Applications (Lisbon, Portugal), DC conference (Kyoto, Japan), Spring Meeting of the Japanese Economic Association (Nagoya, Japan), Fall Meeting of the Japanese Economic Association (Tokyo, Japan), Hitotsubashi U. (Japan), Tsukuba U. (Japan)  
 2014: Simposio de la Asociacion Espanola de Economia (Palma de Majorca, Spain), Jornadas de Economia Industrial (Barcelona, Spain), Hitotsubashi U. (Japan), Tsukuba U. (Japan)  
 2013: European Meeting of the Econometric Society (Gothenburg, Sweden), RES PhD Presentation Meeting (London, UK)  
 2012: North American Summer Meeting of the Econometric Society (Evanston IL, USA), Spring Meeting of the Japanese Economic Association (Hokkaido, Japan), Hitotsubashi U. (Japan), U. Birmingham (UK), U. Manchester (UK)  
 2011: North American Summer Meeting of the Econometric Society (St. Louis, MO, USA), Yokohama National U. (Japan)