



Rachel Croson

GRFP Recipient: 1990

Undergraduate Institution:
B.A. 1990, University of
Pennsylvania

Graduate Institution:
A.M. 1992, Ph.D. 1994, Harvard
University

Graduate Field of Study:
Economics

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Current Position:
Director of The Negotiation
Center, Professor of Econom-
ics and Professor of Organi-
zations, Strategy and Inter-
national Management, The
University of Texas at Dallas

RESEARCH INTERESTS //

Rachel Croson's work focuses on experimental and behavioral economics, and examines how individuals make economic decisions, how those decisions deviate from what might be optimal, and how those decisions could be improved. Her research investigates domains as diverse as bargaining and negotiation, charitable giving, inventory and supply chains, and risk-taking, and ultimately leads to a deeper understanding of why individuals make the decisions they do and how society can structure its institutions to increase the quality of those decisions. She has published over 90 articles, books and book chapters, and trained 20 PhD students. Among her many leadership roles, she has served on Board of Directors of the Committee on the Status of Women in the Economics Profession, where she spearheaded a mentoring workshop aimed at female junior faculty in economics. She recently served a two-year term at the National Science Foundation as the Division Director for Social and Economic Sciences (2010-2012).

A FOND MEMORY FROM MY EXPERIENCE AS A FELLOW //

Rachel reports that the GRF program gave her the intellectual freedom to explore new and uncharted research areas while in graduate school. "I was interested in experimental economics during a time when it was new and relatively unknown. Although the faculty at Harvard were extremely supportive, at that time no one was working in the area. The independent funding that the GRF provided allowed me to attend professional conferences and visit other schools while still a graduate student (a pre-doc), in order to gain expertise and get advice about this newly-emerging field."

AWARDS/ HONORS //

- NSF Faculty Early Career Development (CAREER) Program Grant
- Research Grant from the Corporation for Public Broadcasting
- IZA Research Fellow

POSITION PROFILE //

1994-2000 - Assistant Professor, Department of Operations and Information Management, Wharton School, University of Pennsylvania

2000-2007 - Associate Professor, Wharton School, University of Pennsylvania

2007-Present - Director, the Negotiations Center (<http://www.utdallas.edu/negcent/>), Professor of Economics, Professor of Organizations, Strategy and International Management, University of Texas at Dallas

