

**Office Contact Information**

Haas School of Business  
University of California, Berkeley  
2220 Piedmont Avenue  
Berkeley, CA 94720-1900  
Office #692

**Personal Information:**

Born: January 31, 1985  
Sex: Male  
Marital Status: Married, three children  
Citizenship: Japanese

**Present Employment:**

**University of California, Berkeley**, Haas School of Business, Professor, 2023-present (100%), Arno  
A. Rayner Chair in Finance and Management (2022-)  
**University of Tokyo**, Global Fellow, 2021-present (25%)

**Past Employment:**

**University of California, Berkeley**, Haas School of Business, Assistant Professor, 2019-2023  
**NTT Research**, Scientist, 2020-2022 (10%)  
**University of California, Berkeley**, Haas School of Business, Assistant Professor, 2013-2019  
**Yale University**, Cowles Foundation for Research in Economics, Postdoctoral Associate, 2012-2013

**Education:**

Ph.D., Economics, Harvard University, 2007-2012  
The dissertation title: “Essays in Revision Games”  
Committee: Drew Fudenberg (chair), Attila Ambrus, Alvin Roth, Tomasz Strzalecki  
B.Agr., Agriculture, The University of Tokyo, March 2007

**Research Fields:**

Primary fields: Game Theory, Political Economy, Market Design, Marketing  
Secondary field: Decision Theory

**Teaching:**

*At UC Berkeley:*

Fall 2025	EW MBA 269: Pricing (planned)
Fall 2024	EW MBA 269: Pricing, UG BA 169: Pricing, PH DBA 269D: Special Research Topics in Marketing (Game Theory)
Spring 2024	EW MBA 269: Pricing, UG BA 169: Pricing
Fall 2023	PH DBA 269D: Special Research Topics in Marketing (Game Theory)
Spring 2023	UG BA 169: Pricing, Econ 201B (PhD Core Micro)
Fall 2022	PH DBA 269D: Special Research Topics in Marketing (Game Theory)
Spring 2022	EW MBA 269: Pricing, PH DBA 269D: Special Research Topics in Marketing (Game Theory), and Econ 201B (PhD Core Micro)
Fall 2021	PH DBA 269S: Research Seminar in Marketing

Spring 2021	FTEWMBA 269: Pricing, UGBA 169: Pricing, and PHDBA 297T: Game Theory
Fall 2020	PHDBA 269S: Research Seminar in Marketing
Spring 2020	PHDBA 297T: Game Theory
Spring 2019	PHDBA 297T: Game Theory
Fall 2018	EW MBA 269: Pricing and PHDBA 269S: Research Seminar in Marketing
Spring 2018	EW MBA 269: Pricing
Fall 2017	EW MBA 269: Pricing and PHDBA 269S: Research Seminar in Marketing
Spring 2017	EW MBA 269: Pricing and UGBA 169: Pricing
Fall 2016	PHDBA 269S: Research Seminar in Marketing
Spring 2016	EW MBA 269: Pricing and UGBA 169: Pricing
Spring 2015	UGBA 106: Marketing and PHDBA 269S: Research Seminar in Marketing
Spring 2014	UGBA 106: Marketing and PHDBA 269S: Research Seminar in Marketing

*At University of Tokyo:*

Spring 2025	Advanced Game Theory of Komaba Students
Spring 2024	Advanced Game Theory of Komaba Students
Spring 2023	Advanced Game Theory of Komaba Students
Spring 2022	Advanced Game Theory of Komaba Students
Spring 2021	Advanced Game Theory of Komaba Students

**Teaching Assistant:**

Spring, 2010	Game Theory I: Equilibrium Theory (Graduate), Harvard University, teaching fellow for Professor Drew Fudenberg
Spring, 2010	Advanced Game Theory (Undergraduate), Harvard University, teaching fellow for Professor Markus Mobius
Fall, 2008	Theories of Decisionmaking in Economics (Undergraduate), Harvard University, teaching fellow for Professor Barton Lipman

**Research Assistant:**

2009-2011	Harvard University, research assistant for Drew Fudenberg
2009	Harvard University, research assistant for Markus Mobius

**Professional Activities**

**Editorial Services:**

Associate Editor, *Theoretical Economics* (2018-2024)  
Associate Editor, *Management Science* (ad hoc)  
Associate Editor, *Journal of Mechanism and Institution Design* (2017-present).

**Referee Services:**

*American Economic Journal: Microeconomics, American Economic Review, American Economic Review: Insights, American Journal of Political Science, American Mathematical Monthly, American Political Science Review, B.E. Journal of Theoretical Economics, Dynamic Games and Applications, Econometrica, Economic Inquiry, Economic Journal, Economic Modelling, Economics Letters, Economic Theory, Financial Cryptography and Data Security 2022, Games, Games and Economic Behavior, International Economic Review, International Journal of Economic Theory, International Journal of Game Theory, Japanese Economic Review, Journal of Economic Behavior & Organization, Journal of Economic Theory, Journal of Economics & Management Strategy, Journal of European Economic Association, Journal of Institutional and Theoretical Economics, Journal of Mathematical Economics, Journal of Political Economy, Journal of Political Economy Microeconomics, Journal of Public Economics, Journal of Marketing Research, Journal of Public Economic Theory, Management Science, Marketing Science,*

*Mathematical Social Sciences, Mathematics of Operations Research, National Science Foundation, Operations Research, Public Choice, Quantitative Marketing and Economics, Quarterly Journal of Economics, Quarterly Journal of Political Science, RAND Journal of Economics, Review of Economic Design, Review of Economic Studies, Review of Industrial Organization, Social Choice and Welfare, Theoretical Economics, Theory and Decision, Transactions on Economics and Computation.*

#### **Seminar/Conference Presentations:**

##### **Seminars (the list does not include internal-purpose talks):**

2023: University of Rochester  
 2022: Stony Brook University, Boston College, Waseda University, Japan Institute of Marketing Science Workshop of Computational Social Science for Marketing, Tohoku University.  
 2020: Keio University, Osaka University, Yokohama National University.  
 2019: Chuo University, Hitotsubashi University, Japan Institute of Marketing Science Workshop of Computational Social Science for Marketing, University of Southern California, University of Tokyo  
 2018: Hitotsubashi University, Japan Institute of Marketing Science Workshop of Computational Social Science for Marketing, University of California at Los Angeles, University of Tokyo  
 2017: Massachusetts Institute of Technology, Stanford University  
 2016: Chinese University of Hong Kong, Harvard University/Massachusetts Institute of Technology, University of California at Berkeley, University of California at Davis  
 2015: Osaka University, University of Chicago, University of Chile, University of Tokyo, Yale University, Yokohama National University  
 2014: Stanford University  
 2013: Arizona State University, Hitotsubashi University, Japan Institute of Marketing Science Workshop of Marketing Dynamics, Simon Fraser University, University of California at Berkeley, University of Maryland, University of Tokyo (2x)  
 2012: Toulouse School of Economics, University of California at Berkeley (2x), University of California at Los Angeles, University of Illinois at Urbana-Champaign, University of Pennsylvania, Washington University in St. Louis, Yale University (2x)  
 2011: Brown University, Hitotsubashi University, University of Tokyo  
 2009: Hitotsubashi University, University of Tokyo

##### **Conferences:**

1. The 15th DC Conference (at National Graduate Institute for Policy Studies), 2009.
2. The 2009 Far East and South Asia Meeting of the Econometric Society (at University of Tokyo), 2009.
3. The 21st Summer Festival on Game Theory, International Conference on Game Theory (at Stony Brook University), 2010.
4. Economic Society World Congress 2010 (at Shanghai Jiao Tong University), 2010.
5. Chinese Game Theory and Experimental Economics Association, the first conference (at University of International Business and Economics in Beijing), 2010.
6. (Invited) MOVE-Urrutia Elejalde Workshop on Information, Dynamics and Political Decisions Making (at Universitat Autònoma de Barcelona), 2010.
7. The 22nd Summer Festival on Game Theory, International Conference on Game Theory (at Stony Brook University), 2011.
8. (Invited) 6th Pan-Pacific Conference on Game Theory (at Tokyo Institute of Technology), 2011.
9. (Invited) Concentration on Conflict (at Universitat Autònoma de Barcelona), 2011.
10. (Invited) 10th Biennial Pacific Rim Conference (at Keio University), 2013.
11. (Invited) WCU-Economics 2013 Conference (at Yonsei University), 2013

12. Allied Social Sciences Associations (in Philadelphia, discussant), 2014.
13. ISMS 36<sup>th</sup> Marketing Science Conference (at Emory University), 2014
14. (Invited) The 12<sup>th</sup> Meeting of the Society of Social Choice and Welfare (at Boston College), 2014
15. The 25th Summer Festival on Game Theory, International Conference on Game Theory (at Stony Brook University), 2014.
16. 14<sup>th</sup> SAET Conference on Current Trends in Economics (at Waseda University), 2014.
17. 13<sup>th</sup> Summer Institute in Competitive Strategy (at University of California, Berkeley), 2015.
18. SWET2015 (at Otaru University of Commerce), 2015.
19. Allied Social Sciences Associations (in San Francisco), 2016.
20. ISMS 39<sup>th</sup> Marketing Science Conference (at University of Southern California), 2017.
21. SWET2017 (at Otaru University of Commerce), 2017.
22. ISMS 40<sup>th</sup> Marketing Science Conference (at Temple University), 2018.
23. 17<sup>th</sup> Summer Institute in Competitive Strategy (at University of California, Berkeley), 2019.
24. NTT Research Upgrade 2021 (at NTT Research), 2021.
25. (Invited) Conference and Celebration of Drew Fudenberg's 65th Birthday, 2022.
26. 20<sup>th</sup> Summer Institute in Competitive Strategy (at University of California, Berkeley, discussant), 2022.
27. (Invited) Microeconomic Theory Workshop in Honor of Professor Michihiro Kandori, 2024.
28. (Invited) CLIMB Workshop (at University of California, Berkeley), 2024.

#### **Internal Service:**

Undergraduate Program Committee for Haas School of Business (2015-2017, 2021-2023).  
 Demonstration and Student Actions Committee for the UC Berkeley Campus (2023-2024).  
 Marketing Group Chair (planned): 2025-

#### **Outside Services:**

MATCH-UP 2015, 3<sup>rd</sup> International Workshop on Matching Under Preferences, programme committee.  
 EC'16, 17<sup>th</sup> ACM Conference on Economics and Computation, program committee.  
 18<sup>th</sup> Summer Institute in Competitive Strategy (at University of California, Berkeley), Co-Chair 2020.  
 An International Conference in Market Design (at University of Tokyo), Co-Organizer, 2021.  
 19<sup>th</sup> Summer Institute in Competitive Strategy (at University of California, Berkeley), Co-Chair 2021.  
 IEEE International Conference on Blockchain and Cryptocurrency, technical program committee, 2022.  
 Microeconomic Theory Workshop in Honor of Professor Michihiro Kandori, Co-Organizer, 2024.  
 EC'25, ACM Conference on Economics and Computation, program committee.  
 Econometric Society World Congress 2025, program committee, 2025.

#### **Honors, Scholarships, Fellowships, and Awards:**

2007-2012	Harvard Grant
2007-2011	Kiyo Sakaguchi Scholarship
2015-present	Barbara and Gerson Bakar Faculty Fellow
2016	Club 6 (undergraduate teaching)
2017	Club 6 (EW MBA teaching (twice) and undergraduate teaching)
2018	Club 6 (EW MBA teaching)
2019	Schwabacher Award
2020	NISTEP selection (The Researchers with Nice Step) by National Institute of Science and Technology Policy (Ministry of Education, Culture, Sports, Science and

	Technology, Japan)
2021	Club 6 (undergraduate teaching) <i>AEJ Micro</i> Excellence in Reviewing Award (for 2019-2020)
2022	Club 6 (EWMBA teaching), Suntory Prize for Social Sciences and Humanities (for the book <i>Raijin to Kokoro ga Yomeru Henna Tane</i> ) Arno A. Rayner Chair in Finance and Management (2022-)
2023	Club 6 (undergraduate teaching)
2024	Club 6 (EWMBA teaching (twice) and undergraduate teaching (twice))

### Students:

Ivan Balbuzanov (graduated 2015, first job: University of Melbourne, Department of Economics)

Eddie Ning (graduated 2019, first job: Cheung Kong Graduate School of Business. Current Job: University of British Columbia, Sauder School of Business)

Harry Zihao Zhou (Co-Chair; graduated 2021, first job: University College London, School of Management)

Cristian Ugarte (graduated 2022, first job: University of California, Berkeley, postdoc)

Jesse Yunfei Yao (graduating 2023, first job: Chinese University of Hong Kong (CUHK) Business School)

### Publications/Accepted Papers (the most recent information appears on my webpage):

1. "Strongly Consistent Self-Confirming Equilibrium" (2010), *Econometrica* 78(2): 823-832.
2. "Information Can Wreck Cooperation: A Counterpoint to Kandori (1992)" (2010), (joint with Scott D. Kominers), *Economics Letters* 107(2): 112-114.
3. (non-refereed, invited) "Matching Theory and Its Applications: "Regional Imbalance of Medical Residents" and Its Solutions" (2011) (in Japanese) (joint with Fuhito Kojima and Jun Wako), *Iryo-Keizai Kenkyu (Research in Health Economics)* 23(1): 5-19.
4. "Stability and Strategy-Proofness for Matching with Constraints: A Problem in the Japanese Medical Matching and Its Solution" (2012) (joint with Fuhito Kojima), *American Economic Review Papers & Proceedings* 102(3): 366-370.
5. "Hierarchical cheap talk" (2013) (joint with Attila Ambrus and Eduardo Azevedo), *Theoretical Economics* 8(1): 233-261.
6. "Asynchronicity and Coordination in Common and Opposing Interest Games" (2014) (joint with Riccardo Calcagno, Stefano Lovo, and Takuo Sugaya), *Theoretical Economics* 9(2): 409-434. (This is a merger between "Preopening and Equilibrium Selection" by Calcagno and Lovo, and "Asynchronous Revision Games with Deadline: Unique Equilibrium in Coordination Games" by Kamada and Sugaya.)
7. "The Equivalence Between Costly and Probabilistic Voting Models" (2013) (joint with Fuhito Kojima), *Games and Economic Behavior* 80: 179-185.
8. "Legislative committees as information intermediaries: a unified theory of committee selection and amendment rules" (2013) (joint with Attila Ambrus, Eduardo Azevedo, and Yuki Takagi), *Journal of Economic Behavior & Organization* 94: 103-115.
9. "Voter Preferences, Polarization, and Electoral Policies" (2014) (joint with Fuhito Kojima), *American Economic Journal: Microeconomics* 6(4): 203-236.
10. "Rationalizable Partition-Confirmed Equilibrium" (2015) (joint with Drew Fudenberg), *Theoretical Economics* 10(3): 775-806.
11. "Efficient Matching under Distributional Constraints: Theory and Applications" (2015) (joint with Fuhito Kojima), *American Economic Review* 105(1): 67-99.
12. "Social Distance and Network Structures" (2017) (joint with Ryota Iijima), *Theoretical Economics*, 12(2): 655-689.
13. "Stability Concepts in Matching under Distributional Constraints" (2017) (joint with Fuhito Kojima), *Journal of Economic Theory*, 168: 107-142.
14. "Recent Developments in Matching with Constraints" (2017) (joint with Fuhito Kojima),

- American Economic Review Papers & Proceedings*, 107(5): 200-204.
15. "Stability and Strategy-Proofness for Matching with Constraints: A Necessary and Sufficient Condition" (2018) (joint with Fuhito Kojima), *Theoretical Economics*, 13(2): 761-794.
  16. "Rationalizable Partition-Confirmed Equilibrium with Heterogeneous Beliefs" (2018) (joint with Drew Fudenberg), *Games and Economic Behavior*, 119: 364-381.
  17. "Accommodating Various Policy Goals in Matching with Constraints" (2019) (joint with Fuhito Kojima), *Japanese Economic Review*, 71 (Special Issue):101-133.
  18. "Contracting with Word-of-Mouth Management" (joint with Aniko Oery), May 2019, Accepted, *Management Science*.
  19. "Revision Games" (2020) (joint with Michihiro Kandori), *Econometrica*, 88(4): 1599-1630.
  20. "Extreme Donors and Policy Convergence" (2020) (joint with Daisuke Hirata), *Social Choice and Welfare*, 55, 149-176.
  21. "Optimal Timing of Policy Announcements in Dynamic Election Campaigns" (joint with Takuo Sugaya), February 2020, Accepted, *Quarterly Journal of Economics*.
  22. "Negotiations with Limited Specifiability" (joint with Satoshi Fukuda), December 2019, Accepted, *American Economic Journal: Microeconomics*.
  23. "Cooperation in Revision Games and Some Applications" (2020) (joint with Michihiro Kandori), *Global Economy Review* (Cho Prize Paper), 49(4): 329-348.
  24. "Fair Matching with Constraints: Theory and Applications" (joint with Fuhito Kojima), October 2020, Accepted, *Review of Economic Studies*.
  25. "Synthesis of the Theory of Matching with Constraints and the Application to the Japanese Medical Matching Market" (in Japanese) (joint with Fuhito Kojima), March 2021, Accepted, *Keizai Bunseki*.
  26. "Improving Access to Daycare/Nursery Schools: A Matching Theory Approach" (in Japanese) (joint with Fuhito Kojima), March 2021, Accepted, *Keizai Bunseki*.
  27. "Choice or Competition: Does Integration Benefit Everyone?" (joint with Fuhito Kojima), 2025, Accepted, *Theoretical Economics*.

**Revise and Resubmit Papers (the most recent information appears on my webpage):**

No papers in this category!

**Working Papers (the most recent information appears on my webpage):**

1. "A Comment on "Asynchronous Choice in Repeated Coordination Games"" (joint with Satoshi Fukuda), 2025.
2. "Robust Exchange under Single-Peaked Preferences" (joint with Yosuke Yasuda), 2025.
3. "Flash Pass with Multiple Types" (joint with Zihao Zhou), 2025.
4. "Anything Goes in Squid Game: Sequential Voting with Informed and Uninformed Voters" (joint with Yosuke Yasuda), 2023.
5. "Coordination in Games with Private Timing" (joint with Sofia Moroni), June 2023.
6. "Dynamic User Competition and Miner Behavior in the Bitcoin Market" (joint with Shunya Noda), 2025.
7. "Unprecedented" (joint with Satoshi Fukuda), 2024.
8. "Ekkyo Matching: How to Connect Separate Matching Markets for Welfare Improvement" (joint with Fuhito Kojima), 2023.
9. "Strategies in Stochastic Continuous-Time Games" (joint with Neel Rao), December 2023.
10. "Sequential Exchange with Stochastic Transaction Costs" (joint with Neel Rao), August 2018.
11. "Flash Pass" (joint with Zihao Zhou), 2025.
12. "Naive and Sophisticated Choices under Intransitive Indifference" January 2016.
13. "Multi-Agent Search with Deadline," (joint with Nozomu Muto), January 2015.
14. "Timing of Trades, Welfare and Price Discrimination," (joint with Ryota Iijima), 2014.
15. "Asynchronous Revision Games" (joint with Michihiro Kandori), February 2012.
16. "The Effect of Correlated Inertia on Coordination" (joint with Yuhta Ishii), April 2011.

17. “Bounded Behavior,” March 2007.

**Books:**

***Raijin to Kokoro ga Yomeru Henna Tane*** (in Japanese, meaning “Raijin and the Weird Seeds that Let Me Read Minds”), Kawade Shobo Shinsha, Publishers, 2022. Selected for Suntory Prize for Social Sciences and Humanities.

***16 Sai Kara no Hajimete no Geemu Riron: “Yononaka no Ishikettei” wo Tokiaku 6.5 ko no Monogatari*** (in Japanese, meaning “First Game Theory from 16 Years Old: 6.5 Stories that Unravel “Decision-Making in the Society”), Diamond, Inc., 2020.

***Geemu Riron Nyuumon no Nyuumon*** (in Japanese, meaning “Introduction to Introduction to Game Theory”), Iwanami Shoten, Publishers, 2019.