

Date: sept. 2024  
Eyal Winter

## CURRICULUM VITAE

**Silvezweig Professor of Economics, The Hebrew University fo Jerusalem  
and  
Andrew and Eizabeth Bruner Professor of Economics, Lancaster University**

### **1. Personal Details**

Nationality: Israel, Germany

Languages: Hebrew, English, German

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### **2. Research Interests**

Microeconomic Theory, Game Theory, Mechanism Design, Finance, Experimental/Behavioral  
Economics, Industrial Organization.

### **3. Higher Education**

1983 B.Sc. Mathematics, Statistics and Economics. The Hebrew University of Jerusalem.

1989 Ph.D. Game Theory. The Hebrew University of Jerusalem.

### **4. Academic Positions**

The Andrew and Elisabeth Bruner Professor of Economics, Lancaster University and the

Silverzweig Professor of Economics The Center for the Study of Rationality, The Hebrew University

2006-2008 Chairman of the Economics Department, the Hebrew University of Jerusalem.

2008-2012 Director of the Center for the Study of Rationality, The Hebrew University

### **Former Senior Positions at Other Institutions**

Department of Economics, the European University Institute, Florence. Full Professor.

Department of Economics, and the Center for Political Economy, Washington University in St. Louis. Full Professor.

School of Economic Studies, University of Manchester, UK. Full Professor - Research Professorship in Economic Theory.

### **Former Junior Positions in Other Institutions**

Department of Economics, University of Bonn, Germany

Department of Economics University of Pittsburgh.

## **5. Prizes and Honors**

2011 Humboldt Prize (Germany) in recognition of lifetime's research achievements

Elected Council Member of the Game Theory Society

Fellow of the Economic Theory Association

## **6. Other Academic Activities**

Advisory Editor for *Games and Economic Behavior*.

Advisory Board for *Mathematical Economics and Game Theory* - monograph series published by World Scientific Publishing Co. Ltd.

Co-Director (with Kenneth Arrow and Eric Maskin) of the Jerusalem Summer School in Economic Theory 1999 - 2014.

ERC panel member for the 2013, 2015 calls.

Advisory Board Member of the New Uzbekistan University (leading university in the country).

Former Panel Member for the Israeli Science Foundation.

Committee chair and reviewer for the Israeli Council of Higher Education (MALAG) in accreditation committees of Economics programs.

Heading an interdisciplinary research group at the Van Leer Institute on Music, Rationality and Emotions in 2014.

Heading an interdisciplinary research Group at the Van Leer Institute on Plastic Art, Rationality and Emotions in 2021.

Member of the Hebrew University Tenure Committee.

Reviewer for the following journals: *Econometrica*, *American Economic Review*, *Journal of Political Economy*, *Quarterly Journal of Economics*, *American Political Science Review*, *Review of Economic Studies*, *Journal of Economic Theory*, *Games and Economic Behavior*, *Economic Journal*, *International Economic Review*, *Journal of Labor Economics*, *Journal of Finance*, *International Journal of Game Theory*, *Journal of Law, Economics and Organization*, *Social Choice and Welfare*, *Theory and Decision*, *Mathematical Social Sciences*, *Mathematics of Operations Research*, *Economic Behavior and Organization*, *Journal of Group Decision and Negotiations*, *Journal of Mathematical Psychology*, and reviewer of proposals for various funding institutions including NSF, ISF, GIF, BSF.

## **7. Research Grants**

**Jan. 2022** 3-year ESRC grant "Incentive Mechanisms for Users and Platforms of Social Networks" £255,785.

**Jan. 2022** 2-year "Israel Innovation Authority" grant "The Signaling Effect of Startup Government Funding on Subsequent Raising of Capital" \$41,000.

**Oct. 2021** 2-year "The Israeli Center for Smart Transportation" Peer Effects and Workers Preferences Regarding Working from Home with Yevgeny Mugerman and Yoram Shifan \$30,000.

**July 2020** 2-year "Israel Cyber Authority" Behavioral Tools for Increasing Awareness for Cyber Risks with Yevgeny Mugerman \$30,000.

**Oct. 2018** 2-year Israel Social Security Institute Unintended Consequences in Retirement Policies" with Orly Sade \$15,000.

**Oct. 2017** 3-year Israel Science Foundation "Annuities and Behavioral Biases" joint with Yevgeny Mugerman and Orly Sade (Total Grant \$60,000)

**Jan 2016** Sloan Foundation Grant USD 15,000.

**Jan. 2013** 2-year Niedersachsen Ministry of Education 'Competitive Group Selection with Heterogeneous Externalities' with Heidrun Hoppe-Wewetzer (Total Grant 218,00 Euro).

**Jan. 2012** 3-year German Israeli Foundation “The Design of Mechanisms in Markets” with Alex Gershkov and Benny Moldovanu (Total Grant 198,000 euro).

**Jan. 2010** 5-year Google Research Grant (150,000 USD).

**Feb. 2008** 4-year DFG (German Science Foundation): for “A Cross-Cultural Experimental Study of Interactive Decision Making” with Muhammed Dajani and Nobel Laureate Reinhard Selten. (Total grant share USD 923,000. The share of Eyal Winter USD 333,000).

**March 2006.** Thyssen Foundation two-year grant: "Incentives in Organizations: Theory and Experiments." with Reinhard Selten. (Total grant EURO 92,000. The share of Eyal Winter EURO 46,000)

**Jan. 2004.** DFG (German Science Foundation): Two-year grant for “A Cross-Cultural Experimental Study of Interactive Decision Making” with Manuel Hassissian, Werner Gueth and Nobel Laureate Reinhard Selten. (Total grant share USD 540,000. The share of Eyal Winter USD 220,000).

**March 1998.** European Commission TMR Research Grant (Endear): Four-year grant for “Experimental Economics” with Gary Bornstein and Shmuel Zamir. (Share of the Israeli side USD 200,000)

**Jan. 1997.** The German-Israeli Foundation: Three-year grant for “Interactive Decision-Making in Committees” with Reinhard Selten and Shmuel Zamir. (share of the Israeli side DM 310,000 around 160,000 Euro)

**Jan. 1994.** The German-Israeli Foundation: Three-year grant for “Game Theoretic Aspects of Multilateral Bargaining” with Nobel Laureate Reinhard Selten and Shmuel Zamir. (Share of the Israeli side DM 267,000)

**Oct. 1994.** The Israel Academy of Sciences: Three-year grant for “Team Games: Theory and Experiments” with Gary Bornstein. (total grant USD 43,000)

## **8. Seminars and Short Visit invitations**

**US:** Berkeley, Brown, Bell Labs, Boston College, Boston U., U. of Chicago, Columbia, Cornell, Duke, Harvard, Johns Hopkins, Microsoft at Boston, Microsoft at Mountain View, Microsoft at Seattle, Northwestern, NYU, Ohio State, U of Pennsylvania, Penn State, Princeton, Stanford, SUNY Stony Brook, UCLA, U. of Alabama, U. of Arizona, U. of Indiana, U. of Pittsburgh, U. of Kansas, U of Michigan, U. of Minnesota, U. of Rochester, Southern Methodist University, U. of Wisconsin, Virginia Polytechnic, Washington U. World Bank, IMF, FTC, CFPB. **Australia:** Melbourne U; U of Queensland, Sydney U., **Austria:** Austrian Science Foundation; IST Austria **Belgium:** Core-Louvain, ERC-Brussels **Canada:** McGill, U. of British Columbia, U. of Toronto. **China:** China Academy of Science, Peking University, University of International Business and Economics (Beijing), Renmin University (Beijing), Qinghua University (Beijing), Fudan University (Shanghai), Shanghai Jiao Tong University, Shanghai University of Finance and Economics, Southwestern U. of Econ and Finance (Chengdu), Xi'an Politechnique University, Xi'an University of Science and Economics, Xiamen University; **Czech Republic:** CERGE-EI in Pgarue, CTS in Prague, Masaryk University, Brno, **Denmark:** U of Copenhagen, U of Aarhus, **Finland,** U. of Helsinki; **France:** CERAS/DELTA, Ecole Politechnique, INSEAD, Brain & Spinal Cord Institute- Paris, Paris School of Economics, U. of Caen. **Germany:** Bielefeld U., Bayreuth U., Duesseldorf U., Frankfurt U., Hamburg U., HHL Leipzig, Humboldt U.-Berlin, Mainz U., Mannheim U., Bonn U., IZA Bonn, Max Planck Institute- Bonn, Max-Planck Institute- Jena, Max-Plank Institute- Berlin, Deutsche Bundesbank, Waal U- Kleve **Hong Kong:** HKUS, **Hungary:** Central European University, Corvinus University, Bank of Hungary, **India:** Indian Statistical Institute-Delhi, University of Hydrabad, Central University of Rajasthan; **Ireland:** Trinity College Dublin, **Israel:** Bar Ilan U., Ben Gurion U., Haifa U., IDC-Herzelia, Technion, Tel Aviv U. **Italy:** U. of Genoa, Sapienza Di Roma, U. of Venice, EUI Florence, Bocconi, **Japan:** U. of Kyoto. U. of Osaka U., Tskuba U., **Korea:** National University of Seoul, **New Zealand:** U of Auckland. **Norway:** U of Oslo, **Poland:** Warsaw School of Economics. **Romania:** Airlog, Bucharest. **Russia:** Higher School of Economics-Moscow, Kaliningrad Baltic University, Moscow State University, New Economic School-Moscow, European University- St. Petersburg, Ural Federal University, Ekaterinburg, **Spain:** U. of La Coruna, U. of Alicante, U. of Bilbao, U. of Elche, U. of Granada, Carlos III, Madrid, U. of Malaga, U. of Murcia, U. of Pompeu Fabra (Barcelona), U. of Santiago, U. of Seville, U. of Vigo, U. of Valencia, **Singapore:** National University of Singapore, Nanyang Technological University, Singapore Management

University, **Sweden**: Lund U., Stockholm School of Economics, **Switzerland**: U of Basel, U of Zurich, SFI (Swiss Finance Institute), U. of Bern. **Taiwan**: National Taiwan University; **The Netherlands**: Tilburg U., U. of Amsterdam, U of Utrecht, **Turkey**: Istanbul: Kos U., Bilgi U., German-Turkish U., Sabanci U., Ankara: Bilkent U., **UAE**: NYU Abu Dhabi; **UK**: Behavioral Insight Team (London), Bath U., Birmingham U., Birkbeck College, Edinburgh U., Exeter U., Keele U., UCL-London; Cambridge U., Essex U., Glasgow, King's College, U., Lancaster U., LBS- London; Leicester U., Liverpool U., LSE, Middlesex U., Newcastle U., Nottingham U., Oxford U (econ), Oxford U (Saïid B. School), Queen Mary- London; Royal Holloway, London, Southampton U., Warwick U., York U., Queens U., Belfast; U. of East Anglia, U. of Stirling; **Ukraine**: Muhyla Academy; **Uzbekistan**: New Uzbekistan University.

## **9. Teaching**

2006 - ranked first among the Economics Department faculty in teaching evaluations.

### **Courses taught:**

First-year Micro (undergraduate), Price Theory/Intermediate Micro (undergraduate), Experimental/Behavioral Economics (undergraduate), Behavioral Economics (Graduate), Economic Consulting (undergrads and Graduates), Information Economics (undergraduate), Math-Econ (undergraduate), Game Theory (undergraduate), Game Theory (graduate), Advanced Microeconomics (graduate), Social Choice and Welfare Economics (graduate), Incentives in Organizations (graduate), Organizational Design (MBA), Industrial Organization (graduate), Political Economy (graduate), Advanced Reading Course for Distinguished Graduate Students.

## **10. Practice**

1. Op-Ed articles in *The Washington Post*, *Los Angeles Times*, *Time Magazine*, *Forbes Magazine*, *The Guardian*, *The Independent*, *The Sun*, *inews*, *Haaretz*, *The Conversation* and more. Interviews for major press and media outlets.
2. Member of the forum of advisors for the Israeli Finance Minister 2011-2012.
3. Substantial consulting work for governments (including the UK Cabinet Office) public organizations and commercial companies.
4. Member of th Ethics Committee appointed by the Israel Economic Association to draft

the Code of Ethic for Israeli Economists in both the private and the public sectors.

## List of Publications

### Books

"Feeling Smart: Why Our Emotions More Rational than We Think" PublicAffairs Publishing Dec. 2014. (The book appeared in Hebrew with Kineret-Zmora-Bitan, German with DuMont, Chinese with Citic Publishing Group, Japanese with Hayakawa Publishing, French with deBoeck and Turkish with Bilgi)

### Refereed Journal

1. Nora, V. and E. Winter (2024) "Exploiting Social Influence in Networks" *Theoretical Economics*. Volume 19, Number 1, 1-27.
2. Halac, M., I. Kremer and E. Winter (2024) "Monitoring Teams" the American Economic Journal – Microeconomic, August, Vol 12 no. 3.
3. Mugeran, Y., Winter, E. & Yafeh, T. (2024) "Performance Monitoring and the Incentives for Exertion of Effort" forthcoming in *Quarterly Journal of Finance* Vol. 14, No. 02, 2440005 (Lead Article).
4. Boaz Cherki, Eyal Winter, David Mankuta, Shirli Zerbib, and Salomon Israel (2024) "Intranasal oxytocin interacts with testosterone reactivity to modulate parochial altruism" *Communications Psychology*, 2: 18
5. Gershkov, A. and E. Winter (2023) "Gainers and Losers in Priority Service" in *Journal of Political Economy* volume 131, issue 11, 3103-3155.
6. Bergemann D., T. Heumann, S. Morris, C. Sorokin, and E. Winter (2022) "Optimal Information Disclosure in Auctions" *American Economic Review – Insights* 43(3), 371-388.

7. Procaccia, U. and E. Winter (2022) "Citizens United and Individual Sovereignty: A Fresh Perspective" the *International Review of Law & Economics* vol 72; 1-6.
8. Guttel, E. Y. Procaccia and E. Winter, (2021) "Shared Liability and Excessive Care," the *Journal of Law Economics and Organization* 37 (2), 358-991.
9. Boaz R. Cherki, Eyal Winter, David Mankutae and Salomon Israel (2021) "Intranasal Oxytocin, Testosterone reactivity, and Human Competitiveness." in *Psychoneuroendocrinology*. 132, 105352
10. Bezalel, Y., Y. Mugerma and E. Winter (2021) "Meaning and Gender Differences", *Journal of Behavioral and Experimental Economics*, vol 95, December.
11. Mugerma, Y. O. Sade and E. Winter (2020) "Out-of-Pocket vs. Out-of-Investment in Financial Advisory Fees: Evidence from the Lab," *Journal of Economic Psychology*. Vol 81.
12. Halac, M. Kremer, I. and E. Winter (2020) "Raising Capital from Heterogeneous Investors." *American Economic review*. 110 (3) pp 889-921.
13. Heller, Y. and E. Winter "Biased Belief Equilibrium" (2020) *American Economic Journal-Micro* 12 (2) pp1-40.
14. Hurwitz, A., O. Sade and E. Winter (2020) "Unintended Consequences of Minimum Annuity Laws: An Experimental Study" *Journal of Economic Behavior & Organization* vol. 169 pp 208-222.
15. Haviv, M. and E. Winter (2020) "An Optimal Mechanism for Charging for Priority in a Queue," *OR Letters* 48 (3) pp 304-308.
16. Klor, E. and E. Winter (2018) "On Public Opinion Polls and Voters' Turnout" *Journal of Public Economic Theory* 20 (2) pp 239-256.
17. Kremer, I., Z. Wiener and E. Winter (2017) "Flow Auctions" the *International Journal of Game Theory* 46, Issue 3, pp 655–665.



18. Heller, Y. and E. Winter (2016) "Rule Rationality" *International Economic Review* 57(3), 997-1026.
19. Winter, E., L. Mendez-Naya, I. Garcia Jurado (2016) "Mental Equilibrium and Strategic Emotions" *Management Science*. <http://dx.doi.org/10.1287/mnsc.2015.2398>
20. Shen, Q, T. Meijun, E. Winter, Einav Hart, Soo Hong Chew and Richard P. Ebstein (2016) "To Cheat or Not to Cheat: Tryptophan hydroxylase 2 SNP Variants Contribute to Dishonest Behavior" *Frontiers in Behavioral Neuroscience* 10, 82.
21. S. Goerg, H. Hennig-Schmidt, G. Walkowitz and E. Winter (2016) "In wrong anticipation - Miscalibrated beliefs between Germans, Israelis, and Palestinians" *Plos One*. 11(6)
22. Gershkov A. and E. Winter (2016) "Formal vs. Informal Monitoring in Teams" in *American Economic Journal: Microeconomics*. Vol 7(2), 27-44.
23. Israel, S., Hart, E., & Winter, E. (2014). Oxytocin Decreases Accuracy in the Perception of Social Deception. *Psychological Science*, 25, 293-295.
24. van Damme; Kenneth G. Binmore, Alvin E. Roth Larry Samuelson; Eyal Winter; Gary E. Bolton, Axel Ockenfels; Martin Dufwenberg, Georg Kirchsteiger; Uri Gneezy; Martin G. Kocher, Matthias Sutter; Alan G. Sanfey; Hartmut Kliemt; Reinhard Selten, Rosemarie Nagel; Ofer H. Azar (2014) "How Werner Güth's ultimatum game shaped our understanding of social behavior" *Journal of Economic Behavior and Organization* 108 pp. 292-318.
25. Goerg, S., E. Klor, E. Winter and R. Zultan (2014) "Can Higher Rewards Lead to Less Effort? Incentive Reversal in Teams," *The Journal of Economic Behavior and Organization*. , 97:72–83.
26. Alvarez- Mozos, M. Z. Hellman and E. Winter "Spectrum Value" (2013) forthcoming *Game and Economic Behavior* 82 pp. 132 – 14.
27. Babaioff, M., M. Feldman, N. Nisan and E. Winter (2012) "Combinatorial Agency", *Journal of Economic Theory* 147, 999-1034.
28. Berenstein, S. and E. Winter (2012) "Multi Agent Contracting with Heterogeneous Externalities" *American Economic Journal: Microeconomics* 4(2), 50-76.

29. Reny, P., E. Winter and M. Wooders (2012) "The Partnered core of a Game with Side Payments" *Social Choice and Welfare* Volume 39 issues 2-3, 521-536.
30. Meshulam, M., E. Winter, G. Ben Shahaar and Y. Aharaon (2012) "Rational Emotions in the Lab" *Social Neuroscience* Volume 7, Issue 1, pages 11-17.
31. Winter, E. (2010) "Transparency among Peers and Incentives." *Rand Journal of Economics* 41 504-523.
32. Bornhorst, F., A. Ichino, O. Kirchkamp, K. Schlag, and E. Winter, (2010) "Similarities and Differences when Building Trust: The Role of Culture" *Experimental Economics* 260-283.
33. Kagel, J., H. Sung and E. Winter, (2010) "Veto Power in Committees: An Experimental Study" *Experimental Economics* 13(2) 167-188.
34. Polanski, A. and E. Winter (2010) "Two Sided Markets with Repeated Transactions." in *The B.E. Journal of Theoretical Economics, Advances tier* 10 (1) Article 1.
35. J. Bracht, F Koessler, E. Winter and A. Ziegelmeier (2010) "Fragility of Information Cascades: An Experimental Study using Elicited Beliefs" *Experimental Economic* 13(2) 121-145.
36. Bag, P. H. Sabourian and E. Winter (2009) "Multi-Stage Voting, Sequential Elimination and Condorcet Consistency" the *Journal of Economic Theory* 144(3) 1278-1299.
37. Winter, E. (2009) "Incentive Reversal." *American Economic Journal: Microeconomics* 1(2) 133-147.
38. Gould, E. and E. Winter (2009) "Interactions Between Workers and the Technology of Production: Evidence from Professional Baseball" *Review of Economics and Statistics*. Vol. 91, No. 1, Pages 188-200
39. Klor, E. and E. Winter (2007) "The Welfare Effects of Public Opinion Polls." *International Journal of Game Theory*. 35 (3) 1270-1432.
40. Seidmann, D., E. Winter, and Elan Pavlov (2007) "The Role of Formateur in Coalition Formation." *Economic Theory* 31 (3): 427-445.
41. Winter, E., (2006) "Optimal Incentives for Sequential Production Processes." *Rand Journal of Economics*. 37 (2): 376-390.
42. Winter, E and S. Zamir (2005) "An Experiment with Ultimatum Bargaining in a Changing

Environment" *The Japanese Economic Review* 56 (3): 363-385.

43. Winter, E. (2004) "Incentives and Discrimination" *American Economic Review*. 94, 3 764-773.
44. Kittsteiner, T., J. Nikutta and E. Winter, (2004) "Declining Valuations in Sequential Auctions." *International Journal of Game Theory*. 33 (1): 89-106.
45. O'Neill, B., D. Samet, Z. Wiener and E. Winter (2004), "Bargaining with an Agenda," *Games and Economic Behavior* 48, 139-153.
46. Mutuswami, S. and E. Winter (2004), "Efficient Mechanisms for Multiple Public Goods," *Journal of Public Economics* 88, 629-644.
47. Mutuswami, S. and E. Winter (2002), "Subscription Mechanisms for Network Formation," *Journal of Economic Theory* 106, 242-264.
48. Milchtaich, I. and E. Winter (2002), "Stability and Segregation in Group Formation," *Games and Economic Behavior* 38, 318-346.
49. Rapoport, A., D. Seale and E. Winter (2002), "Coordination and Learning Behavior in Large Groups with Asymmetric Players," *Games and Economic Behavior* 39,111-136.
50. Volij, O. and E. Winter (2002), "On Risk Aversion and Bargaining Outcomes," *Games and Economic Behavior* 41,120-140.
51. Dagan, N., O. Volij and E. Winter (2002), "A New Axiomatization of the Nash Bargaining Solution," *Social Choice and Welfare* 19, 811-823.
52. Peleg, B. and E. Winter (2002), "Constitutional Implementation," *Review of Economic Design* 7,187-204.
53. Okada, A. and E. Winter (2002), "A Non-Cooperative Axiomatization of the Core," *Theory and Decision* 53, 1-28.

54. Rapoport, A., D. Seale and E. Winter (2000), "An Experimental Study of Coordination and Learning in Two-Market Entry Games," *Economic Theory* 16, 661-687.
55. Bag, P. K. and E. Winter (1999), "Simple Subscription Mechanisms for the Production of Public Goods," *Journal of Economic Theory* 87, 72-97.
56. Seidmann, D. J. and E. Winter (1998), "Exploring Gains from Trade in Multilateral Bargaining: A Theory of Gradual Coalition Formation," *Review of Economic Studies* 65, 793-815.
57. Winter, E. (1997), "Negotiations in Multi-Issue Committees," *Journal of Public Economics* 65, 323-342.
58. Seidmann, D. J. and E. Winter (1997), "Strategic Information Transmission with Verifiable Messages," *Econometrica* 65, 163-169.
59. Balkenborg, D. and E. Winter (1997), "Necessary and Sufficient Epistemic Conditions for Playing Backward Induction," *Journal of Mathematical Economics* 27, 325-345.
60. Winter, E. (1996), "Voting and Vetoing," *American Political Science Review* 90, 813-823.
61. Bornstein G., E. Winter and H. Goren (1996), "An Experimental Study of Repeated Team Games," *European Journal of Political Economy* 12, 629-639.
62. Calvo, E., J. Lasaga and E. Winter (1996), "On the Principle of Balanced Contributions," *Mathematical Social Sciences* 31, 171-182.
63. Winter, E. (1996), "Mechanism Robustness in Multilateral Bargaining," *Theory and Decision* 40, 131-147.
64. Deb, R. S. Weber and E. Winter (1996), "The Extension of Nakamura's Theorem to Coalition Structures," *International Journal of Game Theory* 25, 189-199.
65. Moldovanu, B. and E. Winter (1995), "Order Independent Equilibria," *Games and Economic Behavior* 9, 21-34.

66. Winter, E. (1994), "Non-Cooperative Bargaining in Natural Monopolies," *Journal of Economic Theory* 64, 202-220.
67. Winter, E. (1994), "The Demand Commitment Bargaining and Snowballing Cooperation," *Economic Theory* 4, 255-273.
68. Selten, R. and E. Winter (1994), "An Axiomatic Approach to Consumers' Welfare," *Mathematical Social Sciences* 27, 19-30 (also appears in *Game Theory and Economic Behavior, Selected Essays by Reinhard Selten*, Edward Elgar, 1999).
69. Moldovanu, B. and E. Winter (1994), "Increasing Returns to Cooperation and Core Implementation," *Journal of Mathematical Economics* 23, 533-548.
70. Winter, E. and M. Wooders (1994), "An Axiomatization of the Core in Finite and Infinite Games," *Social Choice and Welfare* 11, 165-175.
71. Owen, G. and E. Winter (1992), "The Multilinear Extension and the Coalition Value," *Games and Economic Behavior* 4, 582-587.
72. Winter, E. (1992), "On Bargaining Position Description: Symmetry versus Asymmetry," *International Journal of Game Theory* 21, 191-211.
73. Winter, E. (1991), "A Solution for Non-Transferable Utility Games with Coalition Structure," *International Journal of Game Theory* 20, 53-63.
74. Winter, E. (1992), "The Consistency and the Potential for Values of Games with Coalition Structure," *Games and Economic Behavior* 4, 132-144.
75. van Damme, E., R. Selten and E. Winter (1990), "Alternating Bargaining with Smallest Money Unit," *Games and Economic Behavior* 2, 188-201.
76. Winter, E. (1989), "A Value for Games with Level Structures," *International Journal of Game Theory* 18, 227-242.

### **Chapters in Books (refereed)**

77. Babaioff, M., G. Kolumbus and E. Winter (2022) "Optimal Collaterals in Multi-Enterprise Investment Networks" *The ACM Web Conference 2022 proceedings*.
78. Babaioff, M. and E. Winter (2014) "Contract Complexity" *ACM Conference on Electronic Commerce (ACM-EC 2014), June 2014*.
79. Ponti, G. D. Lopez Pintado and E. Winter (2008) "Inequality or Strategic Uncertainty? An Experimental Study on Incentives and Hierarchy Games, Rationality and Behavior: *Essays on Behavioral Game Theory and Experiments* eds. Alessandro Innocenti and Patrizia Sbriglia. Palgrave Macmillan, January 2008.
80. Winter, E., "The Shapley Value," in The *Handbook of Game Theory, eds. R. J. Aumann and S. Hart, North-Holland* (2002) 2026-2052
81. Winter, E., "Endogenous Agenda in Committees," in *Understanding Strategic Interaction - Essays in Honor of Reinhard Selten*, eds. Wulf Albers, Eric van Damme, Werner Gueth, Peter Hammerstein, and Benny Moldovanu. Springer-Verlag (1997), 217-227.
82. Bornstein, G., E. Winter and H. Goren, "Cooperation in Inter-group and Single-group Prisoner's Dilemma Games," in *Understanding Strategic Interaction - Essays in Honor of Reinhard Selten*, eds. Wulf Albers, Eric van Damme, Werner Gueth, Peter Hammerstein and Benny Moldovanu. Springer-Verlag (1997), 418-429.
83. Moldovanu, B. and E. Winter, "Consistent Demands for Coalition Formation in Games," in *Essays in Game Theory in Honor of Michael Maschler*, ed. Nimrod Megiddo. Springer-Verlag (1994), 129-140.

### **Books Edited**

84. *Game Theory and Politics*, eds. I. Gracia-Jurado, F. Valenciano and E. Winter *Annals of Operations Research* (1998), Baltzer Science Publishers.

### **R&R and Work in Progress**

85. Kandel, E. Y. Mugerma and E. Winter "The Commitment to Forgo Information" (R&R *Games and Economic Behavior*).