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EDUCATION

Ph.D., 1994, Johnson Graduate School of Management, Cornell University, Ithaca, NY.

B.A., 1989, Tel-Aviv University, Tel-Aviv, ISRAEL (Economics, Cum Laude).

EMPLOYMENT

2007-	Professor, Anderson Graduate School of Management, UCLA.
2002-2007	Associate Professor, Anderson Graduate School of Management, UCLA.
1996-2002	Assistant Professor, Anderson Graduate School of Management, UCLA.
1994-1996	Assistant Professor, University of Southern California.

PUBLICATIONS

BOOKS

1. Benartzi, Shlomo, with Roger Lewin, "Save More Tomorrow: Practical Behavioral Finance Solutions to Improve 401(k) Plans," Penguin, 2012.
2. Benartzi, Shlomo, "The Retirement Trail: Practical Behavioral Finance Solutions for Retirees," in progress.

ARTICLES AND BOOK CHAPTERS

1. Muthulingam, Suresh, Charles J. Corbett, Shlomo Benartzi, and Bohdan Oppenheim, "Energy Efficiency in Small and Medium-Sized Manufacturing Firms: Order Effects and the Adoption of Process Improvement Recommendations," forthcoming, Manufacturing and Service Operations Management.
2. Benartzi, Shlomo and Richard H. Thaler, "Behavioral Economics and the Retirement Savings Crisis," Science, March 8, 2013, Vol. 339, pp. 1152 - 1153.
3. Benartzi, Shlomo, Ehud Peleg, and Richard H. Thaler, "Choice Architecture and Retirement Saving Plans," in Shafir, Eldar (Ed.), The Behavioral Foundations of Policy, Russell Sage Foundation and Princeton University Press, 2012.
4. Loewenstein, George, Cynthia E. Cryder, Shlomo Benartzi, and Alessandro Previtero, "Addition by Division: Partitioning Real Accounts for Financial Well-Being," in Mick, David (Ed.), Transformative Consumer Research, Routledge, 2012.

5. Benartzi, Shlomo, Alessandro Previtero, and Richard H. Thaler, “Annuitization Puzzles,” Journal of Economic Perspectives, Fall 2011, Vol. 25.4, pp. 143–64.
6. Weld, William C., Roni Michaely, Richard H. Thaler, and Shlomo Benartzi, “The Nominal Price Puzzle,” Journal of Economic Perspectives, Spring 2009, Vol. 23.2, pp. 121-142.
7. Benartzi, Shlomo, and Richard H. Thaler, “Heuristics and Biases in Retirement Savings Behavior,” Journal of Economic Perspectives, Summer 2007, Vol. 21.3, pp. 81-104.
8. Benartzi, Shlomo, Richard H. Thaler, Stephen P. Utkus, and Cass R. Sunstein, “The Law and Economics of Company Stock in 401(k) Plans,” The Journal of Law and Economics, May 2007, Vol. 50.2, pp. 45 - 79.
9. Grullon, Gustavo, Roni Michaely, Shlomo Benartzi, and Richard Thaler, "Dividend Changes Do Not Signal Changes in Future Profitability," Journal of Business, September 2005, Vol. 78.5, pp. 1659-1682.
10. Thaler, Richard, and Shlomo Benartzi, "Save More Tomorrow: Using Behavioral Economics to Increase Employee Savings," Journal of Political Economy, February 2004, Vol. 112.1, Part 2, pp. S164-S187.
11. Benartzi, Shlomo, and Richard Thaler, "How Much Is Investor Autonomy Worth?" Journal of Finance, August 2002, Vol. 57.4, pp. 1593-1616.
12. Benartzi, Shlomo, "Excessive Extrapolation and the Allocation of 401(k) Accounts to Company Stock," Journal of Finance, October 2001, Vol. 56.5, pp. 1747-1764.
13. Benartzi, Shlomo, and Richard Thaler, “Naive Diversification Strategies in Retirement Saving Plans,” American Economic Review, March 2001, Vol. 91.1, pp. 79-98.
14. Amir, Eli, and Shlomo Benartzi, “Accounting Recognition and the Determinants of Pension Asset Allocation,” Journal of Accounting, Auditing and Finance, Summer 1999, Vol. 14.3, pp. 321-343.
15. Benartzi, Shlomo, and Richard Thaler, “Risk Aversion or Myopia? Choices in Repeated Gambles and Retirement Investments,” Management Science, March 1999, Vol. 45.3, pp. 364-381.
16. Amir, Eli, and Shlomo Benartzi, “The Expected Rate of Return on Pension Funds and Asset Allocation as Predictors of Portfolio Performance,” The Accounting Review, July 1998, Vol. 73.3, pp. 335-352.
17. Benartzi, Shlomo, Roni Michaely, and Richard Thaler, "Do Dividends Signal the Future or the Past?" Journal of Finance, July 1997, Vol. 52.3, pp. 1007-1034.
18. Amir, Eli, and Shlomo Benartzi, “Reported Income and the Expected Rate of Return on Pension Assets,” Journal of Financial Statement Analysis, Winter 1997, Vol. 2.2, pp. 17-25.

19. Benartzi, Shlomo, and Richard Thaler, "Myopic Loss-Aversion and the Equity Premium Puzzle," Quarterly Journal of Economics, February 1995, Vol. 110.1, pp. 73-92.

WORKING PAPERS / IN PROGRESS

1. Benartzi, Shlomo, Daniel Kahneman, Sendhil Mullainathan, and Richard H. Thaler, "The Future of Behavioral Economics," in progress.
2. Hershfield, Hal, Dan Goldstein, and Shlomo Benartzi, "The Illusion of Wealth and its Reversal," in progress.
3. Hershfield, Hal, Dan Goldstein, and Shlomo Benartzi, "A field study of seeing the future self and employees' saving rates," in progress.
4. Beshears, John, Hengchen Dai, Katherine Milkman, and Shlomo Benartzi, "Fresh Starts and Self-Control: An Empirical Investigation," in progress.
5. Benartzi, Shlomo, and Richard Thaler, "Using Behavioral Economics to Increase Employee Diversification in 401(k) Plans: Solving the Company Stock Problem," University of California-Los Angeles, 2003.

ADMINISTRATIVE ASSIGNMENTS

2013-	Ad hoc editor, Behavioral Science and Policy
2010	Co-editor, Journal of Marketing Research, Special Issue on Consumer Financial Decision Making
2009-2010	Associate Editor, Management Science
2006-	Co-founder, the Behavioral Finance Forum (www.behavioralfinanceforum.com)
2004-	Co-chair, the Interdisciplinary Group on Behavioral Decision Making, Anderson Graduate School of Management, UCLA.

POLICY AND GOVERNMENT WORK

2013	Worked with the White House on identifying employers that provide cutting edge retirement plans to their employees.
2013 -	Member, the State of California Financial Literacy Advisory Committee.
2013 -	Vice-chair, the World Economic Forum's Global Agenda Council on Neuroscience & Behavior.
2013	Presentation to the Financial Conduct Authority: Behavioral Finance 2.0 and the Retirement Journey, London.
2012 -	Working with Senator DeLeon on the implementation of the California Secure Choice Retirement Savings Trust Act.

2012	Worked with Senator Akaka to introduce the Save More Tomorrow Act of 2012 based on my joint research with Richard Thaler.
2012	Presentation to U.K. policy makers on Save More Tomorrow: Practical Behavioral Finance Solutions to Improve 401(k) Plans, No. 10 Downing, London.
2012	Panel discussion with Assistant Secretary of Labor Phyllis Borzi on Retirement Readiness: How to Develop Plans for a Financially Secure Retirement, National Press Club, Washington, DC, April 16.
2012	Worked with the Steering Group on Simple Financial Products, commissioned by Financial Secretary Mark Hoban.
2012 -	Working with key policy makers to promote collaborative efforts between academia, government and industry using the idea of Research Safe Harbors.
2012 -	Member of the World Economic Forum's Global Agenda Council on Neuroscience & Behavior.
2011 -	Advisor, U.K. National Employee Savings Trust.
2010	Behavioral Finance and the Post-retirement Crisis, Comments Presented to the Department of Labor and Treasury, Washington, DC, September 15.
2008	Behavioral Finance, the Market Crisis and Retirement Savings, Comments Presented to the House Education and Labor Committee, San Francisco, October 22.
2006	Worked with government officials to incorporate my joint research with Richard Thaler on Save More Tomorrow into the Pension Protection Act of 2006, which resulted in increased savings for millions of Americans.
2005	Congressional Staff Briefing organized by the Joint Economic Committee, Washington, D.C.
2004 – 2005	Advisor, U.K. Department for Work and Pensions.
2004	Presentation at the U.K. / U.S. Pension Dialog hosted by Andrew Smith, U.K. Secretary of State for Work and Pensions.
2001	Member of the ERISA Advisory Council, U.S. Department of Labor (appointed by Secretary of Labor Alexis M. Herman).
2000 – 2003	Member of the Investment Advisory Council, Alaska State Pension Investment Board.

CONSULTING ACTIVITIES

Consulted about fifty financial institutions and served on half a dozen advisory boards, including Fuller & Thaler Asset Management, Guggenheim Partners and Morningstar. Currently serving as an academic advisor and chief behavioral economist for the Allianz Global Investors Center for Behavioral Finance.

COVERAGE BY THE POPULAR PRESS

Research and policy work frequently covered by key media sources, including ABC News, Barron's, CBS, Chicago Tribune, CNBC, Dow Jones News Service, The Economist, Financial Times, Forbes, Institutional Investor, Investor's Business Daily, Money, NBC, New York Times, Pensions and Investments, TED.com, The Times, USA Today, Wall Street Journal, and others.