

Evan D. Sadler

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Education

B.A. Mathematics cum laude, Princeton University, Aug. 2005 – June 2009.

Certificate in Finance, Princeton University, Aug. 2005 – June 2009.

Ph.D. Information Systems, NYU Stern School of Business, Aug. 2011 – Sept. 2015.

Dissertation: *Network Games with Incomplete Information Played by “Bayesian” Players*

Dissertation Committee: Roy Radner, Ilan Lobel, David Pearce

Level 3 Certificate in Wine (with Merit), Wine and Spirit Education Trust, Aug. 2023.

Employment

Cornerstone Research, Analyst, Aug. 2009 – Aug. 2011.

Microsoft Research, Intern, Jun. 2014 – Aug. 2014.

Harvard University and Massachusetts Institute of Technology, July 2015 – June 2018.

Prize Fellow in Economics, History, and Politics, Harvard

Postdoctoral Fellow, Abdul Latif Jameel Poverty Action Lab, MIT

Columbia University

Assistant Professor of Economics, July 2018 – June 2023.

Associate Professor of Economics (without tenure), July 2023 – Present.

Research

Journal Publications

On the Difficulty of Characterizing Network Formation with Endogenous Behavior (with B. Golub and Y. Hsieh), *Forthcoming in Mathematical Social Sciences*, 2023.

Regulation Design in Insurance Markets (with A. McClellan and D. Bhaskar), *American Economic Review* 113(10), 2546–2580, 2023.

Influence Campaigns, *American Economic Journal: Microeconomics* 15(3), 271–304, 2023.

Ordinal Centrality, *Journal of Political Economy* 130(4), 926–955, 2022.

Dead Ends, *Journal of Economic Theory* 191, 2021.

A Practical Guide to Updating Beliefs from Contradictory Evidence, *Econometrica* 89(1), 415–436, 2021.

- Innovation Adoption and Collective Experimentation, *Games and Economic Behavior* 120, 121–131, 2020.
- Diffusion Games, E. Sadler, *American Economic Review* 110(1), 225–270, 2020.
- Peer-Confirming Equilibrium, E. Lipnowski and E. Sadler, *Econometrica* 87(2), 567–591, 2019.
- Customer Referral Incentives and Social Media, I. Lobel, E. Sadler, and L. Varshney, *Management Science* 63(10), 3514–3529, 2017.
- Preferences, Homophily, and Social Learning, I. Lobel and E. Sadler, *Operations Research* 64(3), 564–584, 2016.
- Information Diffusion in Networks Through Social Learning, I. Lobel and E. Sadler, *Theoretical Economics* 10(3), 807–851, 2015.
- Minimax and the Value of Information, E. Sadler, *Theory and Decision* 78(4), 575–586, 2015.

Refereed Conference Papers

- Seeding a Simple Contagion, E. Sadler, ACM Conference on Economics and Computation (EC), 2022.
- Customer Referral Incentives and Social Media, I. Lobel, E. Sadler, and L. Varshney, ACM Conference on Economics and Computation (EC), 2015.
- Social Learning and Aggregate Network Uncertainty, I. Lobel and E. Sadler, ACM Conference on Electronic Commerce (EC), 2013.

Working Papers

- Seeding a Simple Contagion, 2023 (*Revise and Resubmit at Econometrica*).
- A Unified Approach to Strategic Network Formation and Classical Matching Theory, 2023.
- Making a Swap: Network Formation with Increasing Marginal Costs, 2023.
- Games on Endogenous Networks (with B. Golub), 2022.
- Resource Allocation with Positive Externalities (with D. Bhaskar), 2020.
- Complex Networks and Local Bayesian Equilibrium, 2015.
- Bounded Rationality and the Network Economist's Dilemma, 2014.
- Sharing Rival Information (with N. Immorlica, B. Lucier, and M. Mobius), 2014.

Other Publications

- Learning in Social Networks (with B. Golub), *Oxford Handbook on the Economics of Networks* (edited by Y. Bramoullé, A. Galeotti, and B. Rogers), 2016.
- "Why Word of Mouth Works Better for Niche Products and Ideas," *LSE Business Review*, January 28, 2020.

Professional Activities

Associate Editor at *Journal of Economic Theory*, 2023 – .

Referee for *Econometrica*, *American Economic Review*, *American Economic Review: Insights*, *Review of Economic Studies*, *Quarterly Journal of Economics*, *Journal of Political Economy*, *Journal of the European Economic Association*, *Nature*, *Proceedings of the National Academy of Sciences*, *Theoretical Economics*, *Journal of Economic Theory*, *American Economic Journal: Microeconomics*, *Games and Economic Behavior*, *Economic Theory*, *Journal of Public Economics*, *International Journal of Game Theory*, *Operations Research*, *Mathematics of Operations Research*, *IEEE Transactions on Automatic Control*, *IEEE Transactions on Computational Social Systems*, *Transactions on Network Science and Engineering*, *Scottish Journal of Political Economy*, *Journal of Mathematical Sociology*, *The Economic Journal*, *Theory and Decision*, *Economics Letters*

Discussant at NBER Political Economy Program Meeting (October, 2020)

Reviewer for NSF grants

Organizer, Retreat on Information, Networks, and Social Economics (RINSE)

Oceanside, CA, August 2017.

Greeley, CO, August 2019.

Fryeberg, ME 2021.

Fryeberg, ME 2023.

Organizer, Columbia Conference on Economic Theory (CCET), Columbia University, 2019.

Program committee member, ACM Conference on Economics and Computation

19th Conference, Cornell University, 2018.

22nd Conference, Budapest, Hungary, 2021.

23rd Conference, Boulder, Colorado, 2022.

Program committee member, 6th World Congress of the Game Theory Society, 2020.

Grants

National Science Foundation Grant, 2020–2023. “Interventions on Diffusion Processes,” SES-2018068.

National Science Foundation Grant, 2022–2025. “Attacking Networks of Tax Evasion: Theory and Evidence,” SES-2149432.

Invited Talks

July 2014; IESE Business School Workshop on Learning in Social Networks; IESE Business School.

August 2016; Workshop on Information and Social Economics; California Institute of Technology.

January 2018; University of Chicago, Booth School of Business (Job Market).

January 2018; Columbia University, Economics Department (Job Market).

January 2018; Stanford University, Economics Department (Job Market).

January 2018; Northwestern University, Economics Department (Job Market).
January 2018; Northwestern University, Kellogg School of Management (Job Market).
February 2018; University of California, Los Angeles, Economics Department (Job Market).
February 2018; University of Chicago, Economics Department (Job Market).
July 2018; Stony Brook Workshop on Stopping Time Problems in Game Theory, Economics, and Finance; Stony Brook.
July 2018; Workshop on Information and Social Economics; California Institute of Technology.
August 2018; SITE Workshop on Dynamic Games, Markets, and Contracts; Stanford University.
September 2018; National University of Singapore, Economics Department.
October 2018; Roy-Adres Seminar in Economic Theory; Paris School of Economics.
November 2018; Viral Deception and Polarization Workshop; University of Pennsylvania.
December 2018; ASU Economic Theory Conference; Arizona State University.
January 2019; Washington University; Economics Department.
April 2019; GraphEx Conference; Massachusetts Institute of Technology.
June 2019; Workshop on Deliberation, Belief Aggregation, and Epistemic Democracy; Neuville-sur-Oise, France.
June 2019; Queen Mary Workshop on Information Economics; London, England.
September 2019; New York University; Economics Department.
September 2019; Carnegie Mellon University; Economics Department.
October 2019; London Business School; Economics Department.
October 2019; Bonn Economic Theory Workshop; University of Bonn.
November 2019; McGill University; Economics Department.
June 2020; Cambridge University; Economics Department (Virtual).
February 2021; Harvard and MIT Theory Workshop (Virtual).
April 2021; University of Rochester; Economics Department (Virtual).
June 2021; Cowles Economic Theory Conference (Virtual).
September 2021; University of Pennsylvania; Economics Department.
February 2022; Duke-UNC Theory Seminar.
March 2022; Cambridge Janeway Institute Network Webinar Series (Virtual).
March 2022; Bocconi University; Decision Sciences Department.
April 2022; Northwestern Kellogg; Strategy Department.
April 2022; Peking University; Economics Department (Virtual).

September 2022; Boston University; Economics Department.
October 2022; Stanford University; Economics Department.
October 2022; Pennsylvania State University; Economics Department.
November 2022; Cambridge Janeway Institute Network Webinar Series (Virtual).
November 2022; Simons Institute Economics of Networks Workshop.
April 2023; Cornell University; Economics Department.
April 2023; Northwestern Kellogg; MEDS.
June 2023; Aix-Marseille School of Economics Workshop on Social and Economic Networks.
October 2023; University of Chicago, Economics Department.
November 2023; University of Wisconsin, Madison, Economics Department.

Conference Presentations

July 2012; Stony Brook Game Theory Conference; SUNY Stony Brook.
September 2012; Workshop on Information in Networks; NYU Stern School of Business.
October 2012; INFORMS Annual Meeting; Phoenix, AZ.
November 2012; Workshop on Information and Decision in Social Networks; Massachusetts Institute of Technology.
June 2013; ACM Conference on Electronic Commerce (EC); Philadelphia, PA.
October 2013; Workshop on Information in Networks; NYU Stern School of Business.
October 2013; INFORMS Annual Meeting; Minneapolis, MN.
November 2014; INFORMS Annual Meeting; San Francisco, CA.
December 2014; European Winter Meeting of the Econometric Society; Madrid, Spain.
May 2015; Conference on Information Transmission in Networks; Harvard University.
October 2015; Workshop on Information in Networks; NYU Stern School of Business.
December 2015; European Winter Meeting of the Econometric Society; Milan, Italy.
April 2016; Conference on Network Science in Economics; Stanford University.
June 2016; North American Summer Meeting of the Econometric Society; Philadelphia, PA.
January 2017; ASSA Meetings; Chicago, IL.
April 2017; Conference on Network Science in Economics; Washington University.
June 2017; North American Summer Meeting of the Econometric Society; St. Louis, MO.
November 2017; NSF/NBER/CEME Theory Conference; University of Texas, Austin.
December 2017; European Winter Meeting of the Econometric Society; Barcelona, Spain.

April 2018; Conference on Network Science in Economics; Vanderbilt University.
May 2018; Canadian Economic Theory Conference; University of Toronto.
June 2018; Barcelona GSE Summer Forum; Barcelona, Spain.
June 2018; North American Summer Meeting of the Econometric Society; Davis, CA.
August 2018; European Meeting of the Econometric Society; Cologne, Germany.
April 2019; Conference on Network Science in Economics; University of Indiana, Bloomington.
March 2021; Canadian Economic Theory Conference (Virtual).
June 2021; North American Summer Meeting of the Econometric Society (Virtual).
July 2022; ACM Conference on Electronic Commerce (EC); Boulder, CO (Virtual).
January 2023; ASSA Meetings; New Orleans, LA (Virtual).

Awards and Honors

Harvard University Prize Fellowship in Economics, History, and Politics (2015)
NET Institute Summer Grant Award (2013)
Years 1–4 NYU Stern PhD. Director's Fellowship (2011)
Elected to Sigma Xi (2009)
National Merit Scholar (2005)
USA Math Talent Search, Gold Prize (2003, 2004)
USA Mathematical Olympiad, Qualifier (2002, 2003, 2004, 2005)

Teaching Experience

Fall 2022, Game Theory (Undergraduate), Columbia.
Fall 2021, Microeconomics (PhD), Columbia.
Fall 2021, Mathematical Methods (Masters), Columbia.
Spring 2021, Networks in Economic Theory (PhD), Columbia.
Fall 2019, Microeconomics (PhD), Columbia.
Fall 2018, Microeconomics (PhD), Columbia.
Spring 2018, Networks (Undergraduate), MIT.
Spring 2017, Guest Lecture for Networks (PhD), Harvard
Summer 2015, Information Technology in Business and Society (Undergraduate), NYU Stern.
Fall 2014, TA for Information Technology in Business and Society (Undergraduate), NYU Stern.

Spring 2014, TA for Information Technology in Business and Society (Undergraduate), NYU Stern.

Summer 2013, TA for Prediction (MBA), NYU Stern.

Spring 2013, TA for Trading Strategies and Systems (MBA), NYU Stern.

Spring 2012, TA for Data Mining for Business Analytics (MBA), NYU Stern.

Personal

United States Citizen

Last updated: January 23, 2024