

Keith Weigelt

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The Wharton School
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I. EDUCATIONAL BACKGROUND

- 1986 Ph.D. in Business Policy, Kellogg Graduate School, Northwestern University
1975 M.B.A. (Marketing), Michigan State University
1973 B.A. (Institutional Management), Michigan State University

II. TEACHING ACCOMPLISHMENTS

A. Teaching positions held

- 2005 - Rebecca and Morris Marks Professorship of Strategy
2000 - 2005 Professor of Management, Wharton School, University of Pennsylvania
1996 - 2000 Class of 1965 Term Associate Professor of Management, Wharton School, University of Pennsylvania
1997 - 1999 Senior Fellow, Wharton Financial Institutions Center, University of Pennsylvania
1993 - 1995 Associate Professor of Management, Wharton School, University of Pennsylvania
1988 - 1993 David Hauck Associate Term Professor, Wharton School, University of Pennsylvania
1984 - 1988 Assistant Professor of Management, Graduate School of Business, New York University

B. Courses taught

Undergraduate

Business strategy
Group Dynamics

Graduate - MBA Level

Financial and marketing techniques for strategic decision making
Negotiations for managers
Techniques for managerial forecasting

Managerial microeconomics - core course
Foundations of leadership and teamwork - core course
Competitive strategy - core course
Field application project - core course
Competitive strategy and industrial organization

Graduate - Doctoral Seminars

Organizations, individuals, and decisions
Strategy Seminar
Methods Seminar

E. Awards

Core Class Teaching Award - Wharton, 1996, 1999
Miller-Sherrerd Teaching Award, 2004
Wharton Graduate Association's "Tough, but I will thank you in 5 years" Teaching Award, 2004
Undergraduate Division Excellence in Teaching Award, 2005

III. RESEARCH/PUBLICATIONS

A. Publications

Articles published in refereed journals

1. C. Bull, A. Schotter and K. Weigelt. "Tournaments and piece rates: An experimental study," **Journal of Political Economy** **95**, February 1987, pp. 1-33.
2. C. Camerer and K. Weigelt. "Experimental tests of a sequential equilibrium reputation model," **Econometrica** **56**, January 1988, pp. 1-36.
3. K. Weigelt and C. Camerer. "Reputation and corporate strategy: A review of recent theory and applications," **Strategic Management Journal** **9**, June 1988, pp. 443-454.
4. K. Weigelt and I. MacMillan. "An interactive strategic analysis framework,"

- Strategic Management Journal 9**, September 1988, pp. 27-40.
5. A. Schotter and K. Weigelt. "The benefits of equal opportunity," **Business and Society Review 6**, Spring 1988, pp. 45-47.
 6. K. Weigelt, J. Dukerich, and A. Schotter. "Reactions to discrimination in an incentive pay compensation scheme: A game-theoretic approach," **Organizational Behavior and Human Decision Processes 44**, 1989, pp. 26-44.
 7. J. Dukerich, K. Weigelt, and A. Schotter. "A game theory analysis of dual discrimination," **Organizational Behavior and Human Decision Processes 47**, 1990, pp. 21-41.
 8. R. Lambert, D. Larcker, and K. Weigelt. "How sensitive is executive compensation to organizational size?" **Strategic Management Journal 12**, July 1991, pp. 395-402.
 9. C. Camerer and K. Weigelt. "Information mirages in experimental asset markets," **Journal of Business 64**, October 1991, pp. 463-494.
 10. A. Schotter and K. Weigelt. "Asymmetric tournaments, equal opportunity laws, and affirmative action: Some experimental results," **Quarterly Journal of Economics**, May 1992, pp. 512-539.
 11. A. Schotter and K. Weigelt. "Behavior consequences of corporate incentives and long-term bonuses: An experimental study," **Management Science 38**, September 1992, pp. 1280-1298.
 12. R. Lambert, D. Larcker, and K. Weigelt. "The structure of organizational incentives," **Administrative Science Quarterly 38**, 1993, pp. 438-461.
 13. A. Schotter, K. Weigelt, and C. Wilson. "A laboratory investigation of multi-person rationality and presentation effects," **Games and Economic Behavior 6**, 1994, pp. 445-468.
 14. C. Camerer and K. Weigelt. "An asset market test of a mechanism for inducing stochastic horizons in experiments," in **Research in Experimental Economics 6**, 1996, R.M. Isaac (ed.), JAI Press: Greenwich, CT, pp. 213-238.
 15. T. Ho and K. Weigelt. "Task complexity, equilibrium selection, and learning: An experimental study," **Management Science 42**, May 1996, pp. 659-679.

16. T. Ho, C. Camerer, and K. Weigelt. "Iterated dominance and iterated best-response in experimental 'P-beauty contests'", **American Economic Review** **88**, 1998, pp. 947-969.
17. L. Thomas, S. Shane, and K. Weigelt. "An empirical test of advertising and price as signals of quality," **Journal of Economic Behavior and Organization** **37**, 1998, pp. 415-430.

Reprinted in **The Economics of Advertising** (A volume in **The International Library of Critical Writings in Economics**), 2001, Kyle Bagwell (ed.), Edward Elgar Publishing: U.K.

18. K. Jehn and K. Weigelt. "Chinese thought, game theory, and strategic international negotiations", **Journal of International Negotiation** **4**, 1999, pp. 1-15.
22. L. Thomas and K. Weigelt. "Product location choice and firm capabilities: Evidence from the U.S. automobile market," **Strategic Management Journal** **21**, 2000, pp. 897-909.
23. L. Poppo and K. Weigelt. "A test of the resource-based model using baseball free agents," **Journal of Economics and Management Strategy** **9**, 2000, pp. 585-614.
24. A. Orrison, A. Schotter, and K. Weigelt. "On the design of optimal organizations using tournaments: An experimental examination," **Management Science** **50**, 2004, pp. 268-279.
25. T. Ho and K. Weigelt. "Trust building among strangers," **Management Science** **51**, 2005, pp. 519-530.

B. Books

Managerial Economics (6th edition), with B. Allen, N. Doherty, and E. Mansfield, W.W. Norton & Co., New York, NY, 2005

B. Chapter in Books

19. K. Weigelt, C. Camerer, and M. Hanna. "The use of experimental economics in strategy research," in **Advances in Strategic Management, Volume 8**, P. Shrivastava, J. Dutton, and A. Huff (eds.), JAI Press: Greenwich, CT, 1992, pp. 163-200.

20. C. Camerer and K. Weigelt. "Convergence in experimental markets for stochastically-lived assets," in **The Double Auction Market: Theories, Institutions, and Experimental Evaluations**, D. Friedman et al. (eds.), Addison-Wesley: Redwood City, CA, 1993.
21. T. Ho and K. Weigelt. "Game theory and competitive strategy", in **Wharton on Dynamic Competitive Strategy**, G. Day and D. Reibstein (eds.), J. Wiley & Sons: New York, NY, 1997.
26. K. Weigelt. "Tournaments" in **The Blackwell Encyclopedic Dictionary of Organizational Behavior Second Edition**, N. Nicholson, P. Audia, and M. Pillutla (eds.), Blackwell Publishing: London, UK, 2005.

IV. EDITORIAL ACTIVITIES

Editorial Board - **Administrative Science Quarterly - 1995-1997**

Editorial Board - **Management Science - 1993 - 2003**

Ad hoc reviewer for **Academy of Management Journal, American Economic Review, Econometrica, The Economic Journal, Games and Economic Behavior, Journal of Management Studies, Journal of Economic Behavior and Organization, Management Science, Organization Science, RAND Journal of Economics, Strategic Management Journal, and The National Science Foundation.**

V. PROFESSIONAL ACTIVITIES

A. University-related activities

1. School committee membership

Behavioral laboratory committee - Wharton

Academic freedom and responsibility committee - Wharton

Undergraduate curriculum committee - Wharton

Graduate curriculum committee - Wharton

Computer and technology committee - Wharton

Five year review committee for marketing - Wharton

Submatriculate policy committee - Wharton

2. Department committee membership

Undergraduate curriculum committee
Recruiting committee
Computer and technology committee

3. Doctoral dissertation committees

Dileep Hurry - "A strategic options framework for multinational exploration and decision-making (1990)

Laura Poppo - "Asymmetric information and price adjustments in profit center and market exchanges (1991)

Michael Willis (1994)

Taizan Chan - "Economics of software maintenance" (1996) (National University of Singapore)

4. Professional affiliations

Academy of Management
American Economic Association
Economic Science Association

VI. Awards and Grants

Fellowships and Grants

<i>1985</i>	NYU Center for Entrepreneurial Studies
<i>1985-87</i>	C.V. Starr Center for Applied Economics
<i>1986</i>	NYU Fund to Develop University/Industry Linkages
<i>1988-93</i>	David Hauck Term Chair - The Wharton School
<i>1989-91</i>	Reginald Jones Center for Management Policy, Strategy and Organization
<i>1990</i>	Sol C. Snider Entrepreneurial Center
<i>1996-1999</i>	1965 Term Chair - The Wharton School