

# Bnaya Dreyfuss

PHD STUDENT · ECONOMICS, HARVARD UNIVERSITY

✉ [bdreyfuss@g.harvard.edu](mailto:bdreyfuss@g.harvard.edu) | 🏠 <https://sites.harvard.edu/bnaya-dreyfuss>

## Education

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### Harvard University

PH.D., ECONOMICS

2020–present

### Hebrew University of Jerusalem

M.A., ECONOMICS AND CENTER FOR THE STUDY OF RATIONALITY (SUMMA CUM LAUDE)

2017–2020

### Hebrew University of Jerusalem

B.A., ECONOMICS AND “AMIRIM” HONORS PROGRAM (MAGNA CUM LAUDE)

2014–2017

## Research

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### JOB MARKET PAPER

#### “Equilibrium Neglect and Political Feasibility”

**Abstract:** When voters underappreciate the equilibrium effects of policies, efficient reforms become politically infeasible. I develop a general framework of *equilibrium neglect*, and use this framework to construct a portable and generally applicable remedy. Using off-path contingent rebates, a social planner can generate a policy that (i) implements the social optimum, (ii) is budget balanced and (iii) is politically feasible even in the presence of equilibrium-neglecting voters. In a survey experiment on congestion pricing with a large probability sample from six US metros, I show that respondents are overly pessimistic about traffic-reduction effects of congestion pricing, and that pessimism correlates with strong opposition to the policy. Adding contingent compensation that pays if traffic remains high significantly increases public support, especially among potential compensation recipients. Turning to the supply side of policymaking, I survey samples of state legislators and civil servants. Both groups recognize that contingent compensation increases public support, and legislators’ own support for congestion pricing increases; civil servants, however, show a preference for more conventional tools.

### PUBLISHED & FORTHCOMING

“**Deferred Acceptance with News Utility,**” with Ofer Glicksohn, Ori Heffetz and Assaf Romm. (Forthcoming, *Management Science*)

“**Additive vs. subtractive earning in shared human-robot work environments,**” with Alap Kshirsagar, Guy Ishai, Ori Heffetz and Guy Hoffman. 2024. *Journal of Economic Behavior & Organization*, 217: 692-704.

“**Expectations-Based Loss Aversion May Help Explain Seemingly Dominated Choices in Strategy-Proof Mechanisms,**” with Ori Heffetz and Matthew Rabin. 2022. *American Economic Journal: Microeconomics*, 14 (4): 515-55.

“**Monetary-Incentive Competition between Humans and Robots: Experimental Results,**” with Alap Kshirsagar, Guy Ishai, Ori Heffetz, and Guy Hoffman. 2019. *14th ACM/IEEE International Conference on Human-Robot Interaction (HRI)*.

### WORKING PAPERS

“**Calibrated Coarsening: Designing Information for AI-Assisted Decisions,**” with Ruru Hoong.

“**Human Learning about AI,**” with Raphael Raux. EC '25

“**On the Workings of Tribal Politics,**” with Assaf Patir and Moses Shayo.

## Presentations (by date)

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SITE 2025 (Economics & Psychology), BEAM 2025 (JMC session), Harvard, HebrewU, Bar Ilan, Stanford, MATCH-UP 2022, INFORMS 2022, KCL, Cornell.

## Refereeing

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*The American Economic Review, The Quarterly Journal of Economics, Management Science, Journal of Behavioral and Experimental Economics, Social Choice and Welfare*

## Teaching Experience

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| 2022–24 | <b>Incentives in The Wild (Applied Mechanism Design; Undergraduate)</b> , TF | <i>Harvard</i>  |
| 2023    | <b>Experimental Economics (Graduate)</b> , TF                                | <i>Harvard</i>  |
| 2023    | <b>The Psychology &amp; Economics of Beliefs (Undergraduate)</b> , TF        | <i>Harvard</i>  |
| 2017–19 | <b>Price Theory A &amp; B (Intermediate Micro, Undergraduate)</b> , TA       | <i>Hebrew U</i> |
| 2019    | <b>Social Identity and Economic Policy (Graduate)</b> , TA                   | <i>Hebrew U</i> |
| 2018–19 | <b>Workshop in Behavioral Economics (Graduate)</b> , TA                      | <i>Hebrew U</i> |
| 2019    | <b>Micro Theory (Graduate)</b> , TA  | <i>Hebrew U</i> |
| 2018    | <b>Introductory Econometrics (Undergraduate)</b> , TA                        | <i>Hebrew U</i> |

## Awards, Fellowships, & Grants

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| 2022–2025  | <b>“Equilibrium Neglect and Political Feasibility”</b> , TESS Grant, IQSS Research Grant, CAPS Seed Grant, Harvard Economics Internal Awards X3 (LEAP, Griffin, Chae) |
| 2022       | <b>Student Recognition of Excellence in Teaching</b> , Harvard Faculty of Arts and Sciences   |
| 2022–      | <b>“Matching with People” (Co-Investigator w/ Assaf Romm)</b> , Israel Science Foundation   |
| 2021–2025  | <b>“Strategy-Proof Mechanisms for Loss-Averse Individuals”</b> , Falk Institute Research Grant  |
| 2017–2020  | <b>Center for the Study of Rationality Fellowship</b> , Hebrew University of Jerusalem  |
| 2017–2020  | <b>The Bogen Family Graduate Fellowship</b> , Department of Economics, Hebrew University  |
| 2017       | <b>The Encouragement Award</b> , Department of Economics, Hebrew University   |
| 2017       | <b>Excellence Prize for B.A. Students</b> , Department of Economics, Hebrew University  |
| 2017       | <b>Best B.A. Thesis Award</b> , Falk Institute  |
| 2016,17,19 | <b>Dean’s List</b> , Hebrew University  |
| 2014–2017  | <b>Amirim Honors Program Fellowship</b> , Hebrew University   |