

Bnaya Dreyfuss

ASSISTANT PROFESSOR · ECONOMICS, UNIVERSITY OF PITTSBURGH

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Academic Employment

University of Pittsburgh

ASSISTANT PROFESSOR

2026–present

Education

Harvard University

PH.D., ECONOMICS

2020–2026

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

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. 2026. *Management Science*, 72(3): 2090-2110.

“**Additive vs. subtractive earning in shared human-robot work environments**,” with Ori Heffetz, Guy Hoffman, Guy Ishai and Alap Kshirsagar. 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. EC '26 Exemplary Paper Award

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

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

Presentations

2026	ECBE (U Chicago); NBER Public Economics Spring Meeting; NBER Summer Institute, Urban Economics; AI Behavioral Science Workshop (Stanford); UC Berkeley; LSE (Economics); LSE (Management); University of Pittsburgh
2025	SITE Economics & Psychology (Stanford); BEAM, JMC session (UC Berkeley); Tel Aviv U; Hebrew U; Ben-Gurion U; Warwick Business School
2024	Hebrew U; Bar-Ilan U
2023	Stanford
2022	MATCH-UP (TU Vienna); INFORMS (Indianapolis)
2021	Cornell; King's College London
2022–26	Harvard (various workshops)

SCHEDULED

2026	Riederer Workshop on Understanding of and Support for Economic Policies; Behavioral Approaches to Financial Decision Making (Booth); Brown; University of Toronto; CESifo Area Conference on Behavioural Economics
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Refereeing

AER, QJE, JEAA, Management Science, AEJ: Micro, JPE: Micro, Journal of Behavioral and Experimental Economics, Social Choice and Welfare

Teaching Experience

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

Awards, Fellowships, & Grants

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