

PROMOTION RECOMMENDATION
The University of Michigan
College of Literature, Science, and the Arts

Yusufcan Masatlioglu, assistant professor of economics, College of Literature, Science, and the Arts, is recommended for promotion to associate professor of economics, with tenure, College of Literature, Science, and the Arts [also assistant professor of information, without tenure, School of Information].

Academic Degrees:

Ph.D.	2005	New York University, Department of Economics
M.A.	1999	Bogazici University, Economics
B.A.	1996	Bogazici University, Mathematics

Professional Record:

2012 – present	Assistant Professor, School of Information, University of Michigan
2012	Visiting Fellow, Institute for Advanced Studies, Hebrew University of Jerusalem
2009	Visiting Fellow, Universitat Autònoma de Barcelona
2005 – present	Assistant Professor, Department of Economics, University of Michigan

Summary of Evaluation:

Teaching – Professor Masatlioglu is a committed and successful teacher of graduate and undergraduate students. He co-developed a new undergraduate course that offers students a non-technical introduction to behavioral economics, a popular topic that is offered now by most major economics departments. In the Ph.D. program, he has taught mathematics for economists, which is designed to bring incoming students up to a math level sufficient to absorb the material in the core sequence and beyond. For many it is a difficult course to teach, but Professor Masatlioglu has scored well on student evaluations and has even shown marked improvement the last few times he taught it. He has been a popular advisor at the graduate level and has been a member of a variety of other thesis committees.

Research – Professor Masatlioglu has established a national reputation as a scholar working in the economic theory of behavioral economics that has had a clear impact on the profession. His research is firmly rooted in the decision-theory branch of economic theory and his main line of work concerns the question of how decision-theoretic models of rational choice can be adjusted to account for apparent irrational behavior observed in the real world. He has published his work in the top journals in economics and has two mathematical publications. Professor Masatlioglu papers have received an exceptionally high citation record.

Recent and Significant Publications:

“Choice by iterative search,” with D. Nakajima, *Theoretical Economics*, forthcoming.
“Revealed attention,” with D. Nakajima and E. Ozbay, *American Economic Review*, 102(5), 2012, pp. 2183-2205.
“Behavioral mechanism design: Evidence from modified first-price auctions,” with S. Taylor and N. Uler, *Review of Economic Design*, 16(2-3), 2012, pp. 159-173.

“Rational choice with status quo bias,” with E. Ok, *Journal of Economic Theory*, 121(1), 2005, pp. 1-29.

Service – Professor Masatlioglu has provided excellent service for his department in the areas of faculty and graduate student recruitment. He has regularly organized the weekly series of theory seminars and a theory workshop bringing several rising researchers to the Department.

External Reviewers:

Reviewer (A)

“...Yusufcan is an interesting, creative, and original scholar who has done important work in decision theory and will continue to do so. The papers that I am familiar with and which I describe in the continuation of this letter are first rate. If Yusufcan were being considered for a similar position in my department I am sure that he would be promoted.”

Reviewer (B)

“Yusufcan is an extremely creative and insightful decision theorist, whose work warrants this promotion. ... He is among the stronger decision theorists in his cohort, and all the evidence suggests that he will continue to produce similarly high quality work.”

Reviewer (C)

“...Masatlioglu’s works stand out as profound and well-crafted pieces that lay verifiable foundations for new models. ... Masatlioglu’s works...all take a serious, foundational approach, and allow economists to ask, what empirical implications various psychological phenomena have.”

Reviewer (D)

“The case for promoting Masatlioglu is clear. He has been a prolific researcher throughout, has written at least two truly outstanding papers, has an impressive vita and is a leader in his field. I recommend him for promotion without any reservations.”

Reviewer (E)

“...the nature of Yusufcan’s work so far...justifies the case. I also believe that Yusufcan will make further fundamental contributions to understanding the links between the substantive and procedural rationality that can have broad-reaching implications. I also expect that Yusufcan will continue to combine theoretical and experimental work, which is critical to understanding how individuals come to make decisions...”

Reviewer (F)

“Yusufcan is an interesting and innovative theorist working on a variety of topics in decision theory and economic theory more broadly. ... All [his papers on decision theory] are ambitious and inventive. ... I see Yusufcan as one of the most promising decision theorists of his cohort...”

Reviewer (G)

“He is one of the very few – actually I do not really know any other person like him on this score – that is comfortably located between ‘decision theory’ and ‘behavioral economics.’ ... He is

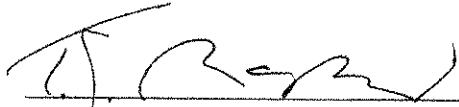
extremely knowledgeable about behavioral economics and the related subfield of experimental economics.”

Reviewer (H)

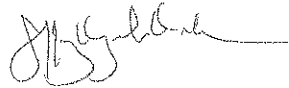
“Yusufcan works on decision theory, more specifically, on decision models that incorporate observed violations of standard economic hypothesis, such as violations of the weak axiom (or menu effects), intransitive choice, and status quo biases. Yusufcan is a leader in this area and has made a number of outstanding contributions. This is a strong tenure case...”

Summary of Recommendation:

Professor Masatlioglu has a first-rate record of research, has delivered excellent courses at all levels, and has provided solid mentoring to Ph.D. students. The Executive Committee of the College of Literature, Science, and the Arts and I recommend that Assistant Professor Yusufcan Masatlioglu be promoted to the rank of associate professor of economics, with tenure, College of Literature, Science, and the Arts.



Terrence J. McDonald
Arthur F. Thurnau Professor,
Professor of History and Dean
College of Literature, Science, and the Arts



Jeffrey K. MacKie-Mason
Arthur W. Banks Professor of Information
and Computer Science, and Dean
School of Information

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