

Kyle Hyndman

Naveen Jindal School of Management
University of Texas at Dallas (SM31)
800 W. Campbell Road
Richardson, TX 75080

Office: JSOM 3.614
Phone: (972) 883-5872
Email: KyleB.Hyndman@utdallas.edu
Homepage: <http://www.kylehyndman.com>

Education

- Ph.D. Economics, New York University, 2006.
- M.A. Economics, New York University, 2004.
- B.A. (Honours) Economics, University of Alberta, 2000.

Academic Positions

- Naveen Jindal School of Management, University of Texas at Dallas, Professor (MECO), Starting September 2021.
- Naveen Jindal School of Management, University of Texas at Dallas, Associate Professor (MECO), September 2015–August 2021.
- Naveen Jindal School of Management, University of Texas at Dallas, Assistant Professor (MECO), July 2013–August 2015.
- INSEAD (Fontainebleau Campus), Visiting Faculty, July 2018.
- Maastricht University, Department of Economics, Assistant Professor, September 2011–2013.
- METEOR Fellow, Maastricht University, September 2011–2013.
- Southern Methodist University, Department of Economics, Research Assistant Professor, September 2011–August 2012.
- Center for Behavioral and Experimental Economic Science, University of Texas at Dallas, Affiliated Faculty, 2008–2012.
- Southern Methodist University, Department of Economics, Assistant Professor, August 2006–August 2011.
- Zaragoza Logistics Center, Visiting Assistant Professor, June 2010.

Professional Experience

- Department Editor, Decision Sciences Journal (Behavioral Operations Management), 2025–present.
- Associate Editor, Management Science (Operations Management Department), 2022–present.

Senior Editor, Production and Operations Management (Behavioral OM Department), 2015–present.

Editorial Review Board, Production and Operations Management (Behavioral OM Department), 2012–present.

Research

Journal Articles

1. A Theoretical and Experimental Investigation into the Horizontal Effects of Late Payments, with Matthew Walker, *Decision Sciences*, Forthcoming.
2. “Understanding the Behavioral Drivers of Execution Failures in Retail Supply Chains: An Experimental Study Using Virtual Reality,” with Nicole DeHoratius, Özgür Gürerk and Dorothée Honhon, *Production and Operations Management*, Forthcoming.
3. Trade Credit and Bankruptcy Risk in Supply Chains: An Experimental Study, with Andrew Davis and Rihuan Huang, *Manufacturing and Service Operations Management*, (2025) 27(4), 1205-1223.
4. “Bargaining with Voluntary Disclosure and Endogenous Matching,” with Andrew Davis, *Management Science*, (2025) 71(2), 1102-1119.
5. “Trust and Lending: An Experimental Study,” with Steven Xiao and Jiabin Wu, *Quarterly Journal of Finance*, (2024) 14(2), Article No. 2440004.
6. “Competition and Moral Behavior: A Meta-Analysis of 45 Experimental Designs,” with many coauthors,¹ *Proceedings of the National Academy of Sciences* (2023) 120(23), e2215572120.
7. “A Replication Study of Operations Management Experiments in *Management Science*,” with Andrew Davis, Blair Flicker Elena Katok, Samantha Keppler, Stephen Leider, Xiaoyang Long and Jordan Tong, *Management Science*, (2023) 69(9), 4977-4991.
8. “Behavioral Pitfalls of Product Proliferation in Supply Chains: An Experimental Study,” with Mozart Menezes, *Decision Sciences*, (2023) 54(2), 131-153.
9. “Dynamic Fairness in Repeated Bargaining with Ex Post Risk,” *Journal of Economic Psychology*, (2023) 94, 102576.
10. Beliefs & (In)Stability in Normal-Form Games, with Antoine Terracol and Jonathan Vaksman, *Experimental Economics*, (2022) 25(4), 1146-1172.

¹I am a part of this crowdsourced paper, and hence a co-author, but not one of the lead authors. For details, see <https://manydesigns.online/>.

11. "Procrastination, Self-Imposed Deadlines and Other Commitment Devices," with Alberto Bisin, *Economic Theory*, (2022) 74, 871-897.
12. "Procurement for Assembly under Asymmetric Information: Theory and Evidence," with Andrew Davis, Anyan Qi and Bin Hu, *Management Science*, (2022) 68(4), 2694-2713.
13. "Fairness and Risk in Ultimatum Bargaining," with Matthew Walker, *Games and Economic Behavior*, (2022) 132, 90-105.
14. "Private Information and Dynamic Bargaining in Supply Chains: An Experimental Study," with Andrew Davis, *Manufacturing & Service Operations Management*, (2021) 23(6), 1449-1467.
15. "Dissolving Partnerships Under Risk: An Experimental Investigation," *Journal of Economic Behavior & Organization*, (2021) 185, 702-720.
16. "Bargaining with a Residual Claimant: An Experimental Study," with Matthew Embrey and Arno Riedl, *Games and Economic Behavior*, (2021) 126, 335-354.
17. "Flexibility and Reputation in Repeated Prisoners' Dilemma Games," with Dorothée Honhon. *Management Science*, (2020) 66(11), 4998-5014.
18. "Flexibility in Long-Term Relationships: An Experimental Study," with Dorothée Honhon. *Manufacturing & Service Operations Management*, (2020) 22(2), 273-291.
19. "The Role of Incentives in Dynamic Favour Exchange: An Experimental Investigation," with Rudolf Müller. *Journal of Economic Behavior & Organization*, (2020) 172, 83-96.
20. "Present-Bias, Procrastination and Deadlines in a Field Experiment," with Alberto Bisin. *Games and Economic Behavior*, (2020) 119, 339-357.
21. "Multidimensional Bargaining and Inventory Risk in Supply Chains: An Experimental Study," with Andrew Davis. *Management Science*, (2019) 65(3), 1286-1304.
22. "An Experimental Investigation of Managing Quality Through Monetary and Relational Incentives," with Andrew Davis. *Management Science*, (2018) 64(5), 2345-2365.
23. "Do Lottery Payments Induce Savings Behavior? Evidence from the Lab," with Jonathan Guryan, Emel Filiz-Ozbay, Melissa Kearney and Erkut Ozbay. *Journal of Public Economics*, (2015) 126(June 2015), 1-24.
24. "Efficiency or Competition? A Structural Analysis of Canada's AWS Auction and the Set-Aside Provision," with Chris Parmeter, *Production and Operations Management*, (2015) 24(5), 821-839.
25. "The Effect of Endogenous Timing on Coordination Under Asymmetric Information: An Experimental Study," with Boğaçhan Çelen & Francesco Brindisi, *Games and Economic Behavior* (2014) 86, 264-281.

26. "An Experimental Study of Coordination in Games with Strategic Complementarities: Long Run vs. Short Run Relationships," with Santiago Kraiselburd and Noel Watson, *Production and Operations Management* (2014) 23(2), 221-238.
27. "Aligning Capacity in Supply Chains When Demand Forecasts Are Private Information: Theory and Experiment," with Santiago Kraiselburd and Noel Watson, *Manufacturing and Service Operations Management* (2013) 15(1), 102-117.
28. "Rent Seeking With Regretful Agents: Theory and Experiment," with Erkut Ozbay and Pacharasut Sujarittanonta, *Journal of Economic Behavior & Organization* (2012) 84(3), 866-878.
29. "An Experiment of Social Learning With Endogenous Timing," with Boğaçhan Çelen, *Review of Economic Design* (2012) 16(2-3), 251-268.
30. "Social Learning through Endogenous Information Acquisition: An Experiment," with Boğaçhan Çelen, *Management Science* (2012) 58(8), 1525-1548.
31. "Convergence: An Experimental Study of Teaching and Learning in Repeated Games," with Wolf Ehrblatt, Erkut Ozbay and Andrew Schotter, *Journal of the European Economic Association* (2012) 10(3), 573-604.
32. "Belief Formation: An Experiment With Outside Observers," with Wolf Erhblatt, Erkut Ozbay and Andrew Schotter, *Experimental Economics* (2012) 15(1), 176-203.
33. "Consumer Information in a Market for Expert Services," with Saltuk Ozerturk, *Journal of Economic Behavior & Organization* (2011) 80(3), 628-640.
34. "Repeated Bargaining with Reference-Dependent Preferences," *International Journal of Game Theory* (2011) 40(3), 527-549.
35. "Strategic Interactions and Belief Formation: An Experiment," with Antoine Terracol and Jonathan Vaksman, *Applied Economics Letters* (2010) 17(17), 1681-1685.
36. "Competition and Inter-Firm Credit: Theory and Evidence from Firm-Level Data in Indonesia," with Giovanni Serio, *Journal of Development Economics* (2010) 93, 88-108.
37. "Learning and Sophistication in Coordination Games," with Antoine Terracol and Jonathan Vaksman, *Experimental Economics* (2009) 12(4), 450-472.
38. "Disagreement in Bargaining: An Empirical Analysis of OPEC," *International Journal of Industrial Organization* (2008) 26(3), 811-828.
39. "Coalition Formation with Binding Agreements," with Debraj Ray, *Review of Economic Studies* (2007) 74, 1125-1147.

Books and Book Chapters

1. Co-editor for *Bargaining: Current Research and Future Directions* (with Emin Karagözoglu), Palgrave MacMillan, 2022.
2. “Introduction” (with Emin Karagözoglu), *Bargaining: Current Research and Future Directions* (Chapter 1), Editors: Emin Karagözoglu and Kyle Hyndman, Palgrave MacMillan, 2022.
3. “Econometrics for Experiments,” (with Matthew Embrey), *The Handbook of Behavioral Operations* (2019) Chapter 2, 35-88.

Other Publications

1. Consortium author for the paper: Fišar, M., Greiner, B., Huber, C., Katok, E., Ozkes, A., and the Management Science Reproducibility Collaboration. “Reproducibility in Management Science,” *Management Science* (2024) 70(3), 1343-1356.

Working Papers

1. Startup Contracting and Entrepreneur-Investor Bargaining, with Evgeny Kagan and Anyan Qi, Revise and Resubmit: *Manufacturing and Service Operations Management*
2. *Replication of “Procrastination, Deadlines, And Performance: Self-Control by Pre-commitment”*, with Alberto Bisin, Revise and Resubmit: *Psychological Science*
3. Chasing Tails: How Do Customers Respond to Wait Time Distributions?, with Andrew Davis and Evgeny Kagan, Revise and Resubmit: *Management Science*
4. Bargaining on an Uneven Playing Field: Experiments with Asymmetry in Information and Payoffs From Disagreement, with Nina Baranchuk and Michael Rebello
5. Becoming Friends or Foes? How Competitive Environments Shape Altruistic Preferences, with Eugen Dimant

Work in Progress

1. Mitigating Subtier Supply Disruption Through Information Sharing, with Andrew Davis and Matthew Walker
2. The Influence of AI Experience on Human to Human Interactions, with Brandon Jones
3. Moral wiggle room in the supply chain: A virtual reality experiment, with Özgür Gürerk and Bernd Irlenbusch
4. Coalitional Negotiations with Multiple Streams, with Mert Kimya and Simon Siegenthaler

5. Mitigating Coordination Failure in Lot-based Procurement - An Experimental investigation, with Matthew Walker and Lijia Tan
6. Bidding for contracts: Environmental criteria in public procurement, with Matthew Walker
7. Can Regulation Be Mutually Beneficial?, with Uthra Raghunathan

Grants

International Foundation for Research in Experimental Economics, Small Grants Program, 2012, \$9,360

METEOR (Maastricht University), Small-Scale Research Grant, 2011, €4,000

NSF Grant (SES-1025044), PI, Coordination in Production with Asymmetric Information: Theoretical and Experimental Investigations, 2010–2011, \$91,128

Hamilton Undergraduate Research Award, Southern Methodist University, 2010

University Research Council Grant, Southern Methodist University, 2010 & 2008

Honors & Awards

Best Operations Management Paper in Management Science Award, 2024 for the paper, “A Replication Study of Operations Management Experiments in *Management Science*”

Christiaan Huygens Reproduction and Replication Prize for the paper, “A Replication Study of Operations Management Experiments in *Management Science*”, 2023.

Production and Operations Management, Senior Editor Award (Behavioral OM Dept.), 2019

Best Working Paper, INFORMS Behavioral Operations Management Section, 2018

For the paper, “Private Information and Endogenous Matching in Supply Chains: Theory and Experiments” which has been revised and is now titled, “Voluntary Disclosure and Endogenous Matching in Supply Chains: Theory and Experiments”

Manufacturing & Service Operations Management, Meritorious Service Award, 2014, 2018

Production and Operations Management, Best Reviewer Award (Behavioral OM Dept.), 2012

Management Science, Meritorious Service Award, 2011, 2016, 2017, 2019

Dean’s Dissertation Fellowship, New York University, 2004–2005

Henry MacCracken Fellowship, New York University, 2000–2004

Sir James Lougheed Award of Distinction, Alberta Heritage Fund, 2000 & 2001

Duncan Alexander MacGibbon Medal in Economics, University of Alberta, 2000

Courses Taught

PhD Math Bootcamp for Incoming PhD Students, University of Texas at Dallas

PhD Game Theory, University of Texas at Dallas

PhD Advanced Managerial Economics, University of Texas at Dallas

PhD Experimental Economics, Ph.D. Summer Academy, Zaragoza Logistics Center

PhD Industrial Organization, Southern Methodist University

PhD Math Refresher for incoming Ph.D. Students, New York University

MS Business Economics, University of Texas at Dallas

MS,BS Behavioral Finance, University of Texas at Dallas

MA Applied Game Theory / Advanced Microeconomics, Maastricht University

MA Human Behaviour & Economic Policy, Maastricht University

MA Internet Economics, Maastricht University

MA Economic Analysis I (Micro), Southern Methodist University

BS Making Choices in Free Market Systems, University of Texas Dallas

BA Intermediate Microeconomics, Maastricht University

BA Price Theory, Southern Methodist University

BA Math for Economists, New York University

BA Development Economics, New York University

BA Introduction to Macroeconomics, University of Alberta

Invited Seminars

Future

Past University of Queensland (virtual), Decision Analysis Society Webinar, University of Maryland (AREC), Massachusetts Institute of Technology, INCAE Business School, Rutgers Business School, CUNY - Baruch College, University of Oregon, University of Pennsylvania, University of Michigan, University of Alaska at Anchorage, University of New South Wales, Purdue University, Indian School of Business (Hyderabad), CUNY (Queen's College), University of Texas at Dallas (Business School), Université Paris 1, University of Pittsburgh, University of Maryland, McGill University, University of Texas at Austin (Business School & Economics), Indiana University at Bloomington (Business School), Zaragoza Logistics Center, Texas A&M University, University of Alberta, INSEAD, Universiteit Maastricht, Universitat Pompeu Fabra, University of Melbourne, University of

Texas at Dallas, Southern Methodist University, Carleton University, University College London, Queen's University, Université de Montréal, New York University ($\times 2$)

Other Presentations

Future

Past Workshop on Market Design (2023), MSOM Annual Meeting (2019), Lisbon Meetings in Game Theory and Applications (2017), University of Copenhagen Workshop: Passive Choices, American Economic Association Annual Meeting (2016), Design and Bargaining Workshop (Dallas, 2014), Conference on Individual Characteristics and Economic Decisions (Warwick University, 2014), NYU Economics Alumni Conference (2013), INFORMS Annual Meeting (2025, 2024, 2023, 2022, 2021, 2020, 2019, 2018, 2016, 2015, 2014, 2013, 2012), Workshop on Formation and Elicitation of Beliefs in Experiments (Berlin, 2012), Inauguration for Experimental Lab at RWTH Aachen (2012), Congress of the European Economic Association (2010), Productions and Operations Management Society Conference (2025, 2024, 2017, 2016, 2015, 2014, 2012, 2011, 2010), Southern Economic Association (2017, 2009), Behavioral Operations Conference (2024, 2015, 2009), Canadian Economics Association (2008), Econometric Society (2008, 2004), Economic Science Association (2021, 2018, 2017, 2016, 2015, 2014, 2013, 2012, 2011, 2010, 2009, 2008, 2007, 2005), NYU-Bocconi Grad Student Workshop, CESS-CREED Grad Student Workshop, Northeastern Universities Development Consortium, Cornerstone Research

Refereeing

American Economic Review, American Political Science Review, Canadian Journal of Economics, Decision Sciences, Econometrica, Economic Inquiry, Economic Journal, Economic Theory, Empirical Economics, Energy Economics, European Journal of Operational Research, Experimental Economics, Games and Economic Behavior, Group Decision and Negotiation, International Interactions, International Journal of Game Theory, Journal of Behavioral and Experimental Economics, Journal of Conflict Resolution, Journal of Corporate Finance, Journal of Economic Behavior & Organization, Journal of Economic Theory, Journal of the European Economic Association, Journal of Operations Management, Journal of Public Economics, Journal of Non-Parametric Statistics, Journal of Operations Management, Management Science, Manufacturing & Service Operations Management, Operations Research, Production and Operations Management, Review of Behavioral Finance, Review of Economic Design, Review of Economic Studies, Scandinavian Journal of Economics, Social Choice and Welfare, Social Sciences & Humanities Research Council, Southern Economic Journal, Theory and Decision

Service

Judge for Best Working Paper Competition in Behavioral Operations Management (INFORMS, 2022).

Track Chair (Behavioral Operations Management) for Production and Operations Management Society Annual Conference (2019,2022).

Local UT Dallas Organizer for Behavioral Operations Management Conference. Held at the University of Texas at Dallas, Oct. 2018.

Local UT Dallas Organizer for Texas Economic Theory Camp (2014, 2017).

Organizing Committee for 2015 Texas Experimental Economics Symposium. Held at the University of Texas at Dallas, Mar. 2015.

Organizing Committee for 2015 Economic Science Association North American Conference. Held at Sheraton Hotel, Dallas, TX, Oct. 2015.

Professional Affiliations

AEA, EEA, ESA, Econometric Society, POMS, INFORMS

Consulting

Rio Tinto Diamonds

Optimal Auctions, Inc. (worked on projects for Rio Tinto Diamonds, New Jersey BGS Auction, Illinois Electricity Auction, Solar Rec Auction)

Industry Canada (Assessment of Industry Canada's AWS Auction, with Sam Dinkin)

Last updated: December 4, 2025