



# FRIDAY, OCT. 20

## MURIEL NIEDERLE

**Stanford University**

### “A Gender Agenda: From the Lab to the Field to Policy”

I review the role of a new behavioral trait, competitiveness, on the gender agenda. I first describe how to measure competitiveness in the laboratory and show that gender differences in competitiveness are robust. I then establish the external economic relevance of the experimental measure of competitiveness: Competitiveness correlates with education and labor market outcomes and can help account for gender differences therein. Finally, institutions can differ in the importance they place on competitiveness and hence can affect gender differences in economic outcomes. Exploring these institutional differences and their effects remains an open area of behavioral market design.

## SHORT BIO

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Muriel Niederle is a Professor of Economics at Stanford University. She received her PhD in Economics from Harvard University and her MA in Mathematics at the University of Vienna in Austria. She is a research associate at the National Bureau of Economic Research as well as the organizer of the SITE Conference on Experimental Economics in Stanford. She is a behavioral and experimental economist with a strong interest on gender differences in economic outcomes as well as a line of work on market design.

## UPCOMING SEMINARS

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**FRIDAY, NOV. 3**

**Jason Dana**

(Yale)

**UCLAAnderson**  
THINK IN THE NEXT

## BEHAVIORAL DECISION MAKING COLLOQUIUM

UCLA Anderson  
12:15 PM – 1:30 PM  
Cornell Hall, Room D-310