

Asa Benjamin Palley
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Academic Positions

Indiana University, Kelley School of Business Bloomington, IN
Assistant Professor, Operations and Decision Technologies July 2016 – Present

Duke University Durham, NC
Instructor, Master of Engineering Management Program January 2014 – December 2014

Education

Duke University, The Fuqua School of Business Durham, NC
Ph.D. in Business Administration (Decision Sciences) May 2016
Certificate in College Teaching

Carnegie Mellon University Pittsburgh, PA
M.S. in Mathematics May 2010

The University of Maryland College Park, MD
M.S. in Applied Mathematics and Scientific Computation December 2009

Bowdoin College Brunswick, ME
A.B. *Magna Cum Laude* in Mathematics May 2007

Publications

Palley, A.B., Soll, J.B. 2019. Extracting the Wisdom of Crowds When Information is Shared. *Management Science* **65**(5): 2291-2309.

- ❖ Winner of the 2018 SJDM Hillel Einhorn New Investigator Award
- ❖ Winner of the 2015 INFORMS Decision Analysis Society Student Paper Award

Offerman, T., Palley, A.B. 2016. Losses in Translation: An Off-the-Shelf Method to Recover Probabilistic Beliefs from Loss-Averse Agents. *Experimental Economics* **19**(1): 1-30.

Palley, A.B., Kremer, M. 2014. Sequential Search and Learning from Rank Feedback: Theory and Experimental Evidence. *Management Science* **60**(10): 2525-2542.

Keeney, R.L., Palley, A.B. 2013. Decision Strategies to Reduce Teenage and Young Adult Deaths in the United States. *Risk Analysis* **33**(9): 1661-1676.

In the Review Process

Palley, A.B., Bansal, S. Is It Better to Elicit Quantile or Probability Judgments to Estimate a Continuous Distribution? *Major revision invited at Management Science*.

Soll, J.B., Palley, A.B., Rader, C.R. Advice-Taking, Accuracy, and Overconfidence. *Major revision invited at Management Science*.

Soll, J.B., Palley, A.B., Klayman, J., Moore, D.A. Overconfidence in Probability Distributions: People Know They Don't Know but They Don't Know What to Do About It. *Major revision invited at Management Science*.

Working Papers

Palley, A.B. Extending the Wisdom of Crowds: Quantifying Uncertainty Using the Mean and Variance of a Collection of Point Estimates. *Available at dx.doi.org/10.2139/ssrn.3014058*.

Palley, A.B. Great Expectations: Prospect Theory with a Consistent Reference Point. *Available at dx.doi.org/10.2139/ssrn.2313851*.

In Preparation

Palley, A.B., Satopää, V.A., Soll, J.B. Expert Selection Within a Single Prediction Problem.

Palley, A.B., Lichtendahl, K.C., Grushka-Cockayne, Y. Sport Obermeyer Revisited: From Point Estimates to Probabilities.

Palley, A.B., Steffen, T.D., Zhang, X.F. Consensus Analyst Target Prices: Information Content and Implications for Investors.

Work in Progress

Leveraging Group Discussion to Boost the Wisdom of Crowds (with Ruth Beer and Chengcheng Zhai).

Invited Talks and Conference Presentations

Expert Selection Within a Single Prediction Problem.

- INFORMS Annual Meeting (October 2019, scheduled).

Sport Obermeyer Revisited: From Point Estimates to Probabilities.

- POMS Annual Conference, May 2019.
- INFORMS Annual Meeting, November 2018.
- Indiana University Kelley School of Business, November 2018.

Extending the Wisdom of Crowds: Quantifying Uncertainty Using the Mean and Variance of a Collection of Point Estimates.

- INFORMS Annual Meeting, October 2017.

Extracting the Wisdom of Crowds When Information is Shared.

- Society for Judgment and Decision Making Conference, November 2018.
- McGill University Desautels Faculty of Management, February 2016.
- UCLA Anderson School of Management, February 2016.
- Emory University Goizueta Business School, January 2016.
- University of Oxford Saïd Business School, January 2016.
- University of California Berkeley Haas School of Business, January 2016.

- University of Texas at Dallas Jindal School of Management, January 2016.
- Indiana University Kelley School of Business, December 2015.
- University of Illinois College of Business, December 2015.
- Imperial College Business School, December 2015.
- INFORMS Annual Meeting, November 2015.
- INSEAD Decision Sciences Seminar, October 2015.
- Duke University Fuqua School of Business, October 2015.
- 25th Subjective Probability, Utility, and Decision Making Conference, August 2015.
- Society for Judgment and Decision Making Conference, November 2014.
- INFORMS Annual Meeting, November 2014.
- Advances in Decision Analysis Conference, June 2014.
- The University of Pennsylvania Wharton School of Business, February 2014.
- INFORMS Annual Meeting, October 2013.

Estimating Continuous Distributions by Quantifying Errors in Probability Judgments for Fixed Values.

- INFORMS Annual Meeting, November 2015.
- Manufacturing & Service Operations Management Conference, June 2015.
- 10th Annual Behavioral Operations Conference, June 2015.
- Duke University Fuqua School of Business, April 2015.

Sequential Search and Learning from Rank Feedback: Theory and Experimental Evidence.

- Production and Operations Management Society 26th Annual Conference, May 2015.
- University of Virginia Darden School of Business, December 2013.
- Duke University Fuqua School of Business, December 2013.
- INFORMS Annual Meeting, November 2011.

Losses in Translation: An Off-the-Shelf Method to Recover True Probabilistic Beliefs from Loss-Averse Agents.

- INFORMS Annual Meeting, October 2012.

Great Expectations: Prospect Theory with a Consistent Reference Point.

- Foundations and Applications of Utility, Risk, and Decision Theory XV, June 2012.

Service

Reviewer for *Management Science*, *Operations Research*, *Decision Analysis*, *Games & Economic Behavior*, *Organizational Behavior & Human Decision Processes*, *Journal of Experimental Psychology: General*, *International Journal of Forecasting*, *Risk Analysis*, *Theory and Decision*, *Nature Communications*, *Nature Human Behavior*, *Journal of Behavioral Decision Making*, *ACM Transactions on Economics & Computation*, *Business & Information Systems Engineering*.

Co-Chair of the Decision Analysis Society Student Paper Award Committee, 2018, 2019.

Reviewer for the Decision Analysis Society Student Paper Award, 2016.

Session Chair, INFORMS Annual Meeting, 2014, 2017, 2018, 2019.

OM/DS Doctoral Program Committee (Kelley School of Business), 2017, 2018, 2019.

Faculty Advisor, Indiana University Squash Club, 2017 – Present.

Teaching Experience

Instructor at Indiana University.

P635: Bayesian Information Modeling (*Doctoral*), Spring 2017, Spring 2019.

K507: Introduction to Spreadsheet Modeling (*MBA and MS Information Systems*), Spring 2019.

K303: Technology and Business Analysis (*Undergraduate*), Indiana University, Spring 2017, Spring 2018, Spring 2019.

❖ Kelley School of Business Innovative Teaching Award (K303 faculty team), 2017.

Instructor at Duke University.

EGRMGMT580: Decision Models (*Master of Engineering Management*), Spring 2014, Fall 2014.

Teaching Assistant at Duke University. Probability and Statistics (*Weekend Executive MBA*), Forecasting (*Daytime MBA*), Decision Models (*Global Executive MBA*), Quantitative Business Analysis (*Master of Management Studies*), Decision Models (*Master of Engineering Management*), Strategic Modeling and Business Dynamics (*Daytime MBA*), Spring 2012 – Spring 2016.

Teaching Assistant at Carnegie Mellon University. Integration, Differential Equations, and Approximation (*Undergraduate*), Multivariate Calculus (*Undergraduate*), Fall 2007, Spring 2008, Spring 2010.

Teacher at Lisbon High School, Maine, AP Calculus (*High School*), Fall 2005 – Spring 2006.

Honors and Awards

Hillel Einhorn New Investigator Award, Society for Judgment and Decision Making, 2018.

Kelley School of Business Innovative Teaching Award, 2017.

Winner, INFORMS Decision Analysis Society Student Paper Award, 2015.

Honorable Mention, SJDM Student Poster Competition, 2015.

Fuqua School of Business Doctoral Fellowship, 2010 – 2015.

Phi Beta Kappa, 2007.

Bowdoin Book Award, 2007.

Smyth Mathematics Prize, Bowdoin College, 2006.

Sarah and James Bowdoin Scholar, 2005, 2006, 2007.

Cum Laude Society, Saint Albans School, 2004.

Eagle Scout, 2003.