

SAORI CHIBA

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EDUCATION

Ph.D. program in Economics, Boston University, Boston MA, 2007-
Ph.D. program in Economics, The George Washington University, 2006-2007.
M.A. in Economics / M.B.A. with Honor, Boston University, 2006.
B.A. in Business and Administration, The University of Tokyo, Japan, 1994.
B.A. in Economics, The University of Tokyo, Japan, 1993.

FIELDS OF INTEREST

Applied Economics. Information Economics. Behavioral Economics.

FELLOWSHIPS AND AWARDS

Research Assistant, Professor Barton Lipman, Summer 2011-Fall 2011.
Special Research Fellowship, Boston University, Spring 2010-Fall 2010.
Teaching Fellowship, Boston University, Fall 2008-Fall 2009 and Spring 2011.
Distinction in Macroeconomics Qualifying Exam, Boston University, June 2008.
Dean's Achievement Scholarship, Boston University, Fall 2004-Spring 2006.

SUBMITTED PAPERS

The Behavioral Economics of Crime Rates and Punishment (with Kaiwen Leong).
The Behavioral Economics of How Sibling Sex Composition Affects Women's Educational Attainment (with Kaiwen Leong).

WORKING PAPERS

Conflicts of Interest in Persuasive Communications (with Kaiwen Leong).
Transparency and the Credibility of Communication (with Kaiwen Leong).

CONFERENCES AND PRESENTATIONS

The 2011 North American Summer Meeting of the Econometric Society, June 2011.

TEACHING EXPERIENCE

Teaching Fellow, Boston University, Fall 2008-Fall 2009 and Spring 2011.

EMPLOYMENT

The Bank of Tokyo Mitsubishi, Ltd. [Mitsubishi UFJ Financial (NYSE: MTU)], Japan, 1994-2004.
✓ Manager, Debt Finance Division, Non-Performing Loan (NPL) Liquidation Team, 2001-2004.
✓ Associate Manager, Credit Policy & Planning Division, NPL Liquidation Team, 1999-2001.
✓ Associate Manager, Kyobashi Branch, Ginza Dori Branch, Corporate Finance Team, 1994-1999.

PUBLICATION

"Can the IS/LM Model Truly Explain Macroeconomic Phenomena?" with Kaiwen Leong, *The Journal of Young Investigators*, 2007. <http://www.jyi.org/research/re.php?id=1242>

LANGUAGES: English. Japanese (native).

CITIZENSHIP/ VISA: Japan / F-1.

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Conflicts of Interest in Persuasive Communications (With Kaiwen Leong)

Abstract: In Crawford and Sobel (1982), the speaker and the listener may disagree on ranking of projects, and the conflicts of interest hurt cheap talk communication between them. However, when the conflicts of interest are multi-dimensional - the players have different rankings over projects and the listener can choose whether or not to carry out a project - the conflicts of interest may facilitate communication. When their rankings coincide, the speaker has a great incentive to hide bad news about his most preferred project because the listener is easily persuaded to carry it out. When their rankings differ, the speaker has a small incentive to hide information.

Transparency and the Credibility of Communication (With Kaiwen Leong)

Abstract: We study the relationship between transparency in a speaker's preferences and the informativeness of cheap talk communication. Crawford and Sobel (1982) implies that uncertainty about the speaker's preferences leads the speaker to reveal more information. In our model, the conflicts of interest are multi-dimensional -the players have different rankings over projects and the listener can choose whether or not to carry out a project. The speaker has an incentive to hide bad news about his preferred action, but transparency encourages the speaker to reveal information. We endogenize the speaker's information acquisition. We also allow the speaker to impose interpersonal authority.

The Behavioral Economics of Crime Rates and Punishment Levels (With Kaiwen Leong)

Abstract: Empirical studies have shown that increasing the severity of punishment increases the crime rate. We develop a theory of "personal rules" based on the tradeoff between one's self-image of criminal productivity and the temptation---salience of the present---of taking the easy way out by committing a crime. The theory transforms lapses into precedents that undermine future self-restraint. The foundation for this mechanism is imperfect recall of one's own criminal productivity, which leads people to draw inferences from their past actions. Rationalization may lead them to overestimate the expected utility of committing a crime when the opportunity presents itself.

The Behavioral Economics of How Sibling Sex Composition Affects Women's Educational Attainment (With Kaiwen Leong)

Abstract: Empirical evidence reveals that around the world, the sibling sex composition of children affects how parents allocate resources towards children's education. This paper provides a model that explains: (i) how the sibling sex composition of children changes the incentives of a parent to distort his memory about gender-specific returns to education, and (ii) the prevalence of gender inequality in education across countries. More generally, this paper develops a theory of motivated cognitions, including those concerning consumption and altruism.