

# Sarit Weisburd

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<b>Professional Experience</b>	<p><b>The Hebrew University</b> Tenure Track Senior Lecturer of the Hebrew University Business School (October 2021 – Present)</p> <p><b>Centre for Economic Policy Research</b> Research Affiliate of the Industrial Organization Programme (July 2016 – Present)</p> <p><b>Tel Aviv University</b> Tenure Track Lecturer of the Economics Department (September 2014- September 2021)</p> <p><b>University of Washington</b> Visiting Scholar of the Economics Department and PHEnOM (August 2013- August 2014)</p> <p><b>Board of Governors of the Federal Reserve System</b> Senior Research Assistant for the Industrial Output Section.</p> <ul style="list-style-type: none"><li>▪ Contributing to research and analysis on the following topics:<ol style="list-style-type: none"><li>a. Alternative estimates of Gross Domestic Product</li><li>b. Total Factor Productivity by Industry</li><li>c. The Effect of Unemployment Insurance on Wage</li></ol></li><li>▪ Collecting and processing data for economic analysis</li><li>▪ Manipulating data using advanced SAS tools (Macros and SQL queries) (July 2004 to May 2006)</li></ul>
<b>Education</b>	<p><b>Ph.D. in Economics, The Hebrew University, 2008-2014</b> DISSERTATION: The Effects of Financial Incentives and Deterrence on Driving Behavior</p> <p><b>M.A. in Economics, The Hebrew University, 2006-2008</b> <b>B.A. in Mathematics and Economics (Magna Cum Laude)</b> <b>University of Maryland, College Park, 2000-2004.</b></p>
<b>Research Fields</b>	Applied Microeconomics, Consumer Choice, Risk and Insurance, Economics of Crime
<b>Publications</b>	<p>“How Do Shoppers Respond to Noisy Signals on Price Changes? Evidence from a Field Experiment in Online Supermarket Shopping” with Kfir Eliaz and Orli Oren-Kolbinger <i>Journal of Industrial Economics</i> , Forthcoming</p> <p>“Police Response Times and Injury Outcomes” with Greg DeAngelo and Marina Toger <i>Economic Journal</i>, Aug 2023</p>

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<b>Publications</b>	<p>“Social Security, Labor Supply and Health of Older Workers: Quasi-Experimental Evidence from a Large Reform” with Itay Saporta-Eksten and Ity Shurtz <i>Journal of the European Economic Association</i>, Aug 2021</p> <p>“Police Presence, Rapid Response Rates, and Crime Prevention” <i>The Review of Economics and Statistics</i>, May 2021</p> <p>“Do Stop Question, and Frisk Practices Deter Crime? Evidence at Micro-Units of Space and Time” with David Weisburd, Alese Wooditch, and Sue-Ming Yang <i>Criminology &amp; Public Policy</i>, Nov 2015</p> <p>“Identifying Moral Hazard in Car Insurance Contracts.” <i>The Review of Economics and Statistics</i>, May 2015</p>
<b>Audio</b>	<p>“Episode 68: Law and order - policing economy”, <i>Do The Math Podcast</i>, September 2022 <a href="https://www.osimhistoria.com/osim-heshbon/ep68-crime">https://www.osimhistoria.com/osim-heshbon/ep68-crime</a></p> <p>“Episode 32: Sarit Weisburd”, <i>Probable Causation Podcast</i>, July 2020 <a href="https://www.probablecausation.com/podcasts/episode-32-sarit-weisburd">https://www.probablecausation.com/podcasts/episode-32-sarit-weisburd</a></p>
<b>Media</b>	<p>"חוקרים פרטיים: האם התשובה לכל שאלה היא לתת לנתונים לדבר" <a href="https://www.ynet.co.il/article/HyLHopUcw">https://www.ynet.co.il/article/HyLHopUcw</a> , November 21<sup>st</sup> 2020.</p> <p>Lehman, Charles Fain. “Beat Cops Cut Crime.” <a href="https://www.city-journal.org/how-police-presence-maintains-public-order">https://www.city-journal.org/how-police-presence-maintains-public-order</a> November 30<sup>th</sup> 2020.</p> <p>Lanham, Brianna. "Study: Less Police Presence tied to Increase in Crime" <a href="https://fox4kc.com/news/study-less-police-presence-tied-to-increase-in-crime/amp/">https://fox4kc.com/news/study-less-police-presence-tied-to-increase-in-crime/amp/</a> November 17<sup>th</sup> 2021</p>
<b>Work in Progress</b>	<p>“The Driving Implications of a Company Car Benefit”</p> <p>Company cars that include free fuel, insurance and maintenance have become a staple employee benefit in many Israeli and European companies. Moral hazard would suggest that the benefits associated with these cars would result in lower driving care and higher accident rates and driving penalties. However, it is often argued that drivers receiving this benefit face longer commutes and/or a more difficult work schedule which would result in an increased rate of car accidents regardless of a moral hazard effect. Using a range of identification strategies, we analyze the impact of a legislative change that doubled the monthly tax rate on company cars in Israel (an annual cost increase of about \$3,500).</p> <p>"The Swap &amp; Be-Healthy &amp; Product Promotion Supermarket Shopping Interventions" (with Kfir Eliaz, Neil Thakral, and Mathias Wagner Barlose)</p> <p>This project analyzes data from two large-scale randomized controlled experiments run on roughly 35,000 shoppers on an online grocery platform. During the four-month</p>

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### Work in Progress

intervention period of the Swap and Be Healthy experiment, 50 percent of the users were randomly allocated to the Swap and be Healthy treatment nudge. When these treatment shoppers added a less healthy product to their basket, a popup appeared with the option to swap to a healthier substitute (lower fat, less salt, etc.) with the click on an icon. During the four-month intervention period of the Product Promotion experiment, 50 percent of shoppers were randomly allocated to viewing a banner of on-sale junk-food products, and the remaining 50 percent were allocated to viewing a banner of on-sale non-food products. Within each of these groups, half of the shoppers were randomly allocated to viewing the banner at the beginning of their shopping trip, while the other half viewed the same banner at the end of their shopping trip. We examine how exposure to these interventions influence shopping decisions, and the extent to which the effects persist over time after the intervention period ends. Our data provide an opportunity to test both what types of consumers are most impacted by the interventions and estimate how the time (within the shopping trip) at which a consumer considers purchasing an unhealthy item impacts their responsiveness to information and prices.

“Job Mobility and the Gender Wage Gap: The Case of the Israeli Tech Sector”  
(with Itai Ater, Noa Bar-Nir, Noam Gruber, and Assaf Kovo)

Using administrative data tracking all workers in Israel who were ever employed in the tech sector between 2005 and 2018, we document that women with the same education and experience as men earn 20 percent less. We follow the career paths of young workers and find that women with similar pre-employment characteristics are much more likely to still be working for their original employer than their male colleagues. We explore the role of marital status, births, commute distances, and compensation in the worker mobility gender gap.

“The Impact of Multinational Corporations on Innovation”  
(with Itai Ater and Noam Gruber)

We use a unique dataset with the location and opening dates of multinational corporations in Israel alongside the earnings of all workers in the tech sector between 2005 and 2018. This allows us to explore geographic variation in the openings of new MNC’s on entrepreneurship in the surrounding areas. We find that while MNC openings result in increased wages in surrounding companies, they decrease the probability of a worker exiting the company to start his/her own firm.

“The Value of Private Information: Evidence from a Legislative Change in Israeli Courts” (with Liran Einav, Ehud Guttel, Ilan Kramer, and Guy Lekan)

How much do people value keeping their personal information private? With the advent of the Internet and data analytics, legislators are becoming increasingly concerned that the internet is providing companies with too much access to individual private information that could both put consumers at risk of data breaches and provide companies with an unfair advantage over consumers. On April 23<sup>rd</sup> 2013, Justice Zilberal of the Israeli Supreme Court – presiding over a personal injury case -- called for greater protection of litigant’s privacy in these types of cases. In swift response to this call, the legislature (Knesset) passed a law prohibiting the publication of any

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### Work in Progress

personal information of litigants claiming damage for bodily harm which came into effect in August 2015. Prior to this point a case regarding bodily harm that was resolved in the courtroom (as opposed to a settlement) became publicly available on the internet with the full name and identification number of the plaintiff (which continues to be the case for cases regarding property damage). Thus, prior to the change in legislation, plaintiffs (and defendants) were aware that failing to accept a settlement would result in a significant loss of privacy regarding the physical and financial toll of the incident on the individual. This legislative change provides a unique opportunity to examine whether individuals value privacy in a real-world setting by comparing the probability of accepting a settlement outside of court prior to legislation versus post-legislation. We collaborated with the regulator – the Israeli Capital Market Authority – and all insurance companies in Israel were required to provide details regarding all cases they have handled (bodily injury and property damage claims) – particularly concerning payments made through a settlement or following a judgment – for the period 2011–2020. With data on claims paid both in and out of the courtroom pre and post-legislation, this project can provide an answer to the value individuals place on publicly revealing their own private information.

“Quantity Surcharges and Consumer Inattention in Online Retailers”  
(with Xinrong Zhu)

Research has shown that in brick-and-mortar retail settings, even when quantity surcharges are in effect, making the smaller size of a product cheaper than the larger size, a significant portion of consumers still purchase the larger size. Using a “smart” online shopping platform, we contribute to this literature by examining consumer purchasing behavior across a wide range of categories where quantity surcharges occur at online retailers. We document that even in an online platform where we might expect the “cost of search” to be lower, roughly 60 percent of shoppers buy the relatively more expensive larger products at quantity surcharge events. Our unique dataset allows us to delve deeper into the mechanisms underlying this lack of switch. Specifically, we explore how this behavior varies across product types (e.g., name-brand, durable goods, etc), consumer characteristics (e.g., price sensitivity, use of previous shopping lists, prior product purchases), and shopping stages (e.g., shopping duration, multiple price comparisons).

“Testing Consumer Inertia in Supermarket Shopping: do informational nudges change consumer behavior?” (with Xiaolin Li and Xinrong Zhu)

Consumer inertia is often considered the culprit for why consumers fail to respond to attractive sales and discounts. This project examines consumer inertia both in product choice within retailers and in retailer choice within product. Specifically, we analyze the long term effect of nudging a shopper towards an alternative product or alternative store. We take advantage of data from an online supermarket shopping platform which allows shoppers to both easily select alternative products both within a given store and transfer their entire supermarket shopping basket to an alternative store. The “smart” site provides consumers with a nudge informing them of cheaper alternative products when they are available. Because some consumers purchase during periods where the cheaper alternative is not available; we are able to differentiate between shopper’s who

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were nudged to an alternative product or alternative retailer and shoppers whose “inertia” remained uninterrupted. Thus, we compare the long term shopping behavior of shoppers who all start out with the same initial product (or retailer), but end up purchasing different products (or moving to a different retailer) at a given point due to whether or not they received an informational nudge.

### Invited Presentations

#### 2024

The Hebrew University Law School Seminar on the Israeli Technology Industry (February)

#### 2023

Yale Law School-Hebrew University Conference in Law & Economics (March), The Hebrew University Rationality Center (June), Gender Gaps Conference 2023 (September), 5<sup>th</sup> International ZEW Conference on the Dynamics of Entrepreneurship (October).

#### 2022

The Israel Economics Association Annual Conference (June), 16<sup>th</sup> Annual Conference in Empirical Legal Studies (November), Tel Aviv University Coller School of Management (December)

#### 2021

University of Pennsylvania Law & Economics Seminar (March), The Hebrew University Empirical Seminar (March), The Israeli Economics Association Annual Conference (June)

#### 2020

Tel Aviv University Law & Economics Seminar (January), Endogenous Rules, Risk, & Legal Institutions Workshop at CGU (February), CGU Computational Justice Lab (February), UCI Labor/Public Seminar (February), Flash Webinar on Policing Research at Texas A&M University (June), The Business School at Hebrew University (July), NBER SI Crime (July), Econometric Society World Congress 2020 (August), Haifa University Departmental Seminar (September), Temple University Departmental Seminar (October), Purdue Public/Labor Seminar (November)

#### 2019

Western Society of Criminology (February)

#### 2018

Barcelona GSE Summer Forum - Consumer Search and Switching Costs (June), Bar-Ilan Workshop on Perceptions and Public Policies (September).

#### 2017

Seventh Annual Israeli IO Day (December)

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### Invited Presentations

#### 2016

2016 European Winter Meeting of the Econometric Society (December), Southern Economic Association (November), The Hebrew University Environmental Economics Seminar (June), Tel Aviv University Business School Seminar (May)  
*Conference Organization:* Tel Aviv Applied Micro Workshop (December)  
(joint with Kfir Eliaz)

#### 2015

The Hebrew University Empirical Seminar (November), Ben Gurion University Departmental Seminar (November), Harvard Workshop in Law, Economics, and Organization (November), 10<sup>th</sup> Annual Conference in Empirical Legal Studies (October), Penn Criminology Workshop (October), Boston University Micro (October), Economic Workshop at IDC (June).

#### 2014

Fourth Annual Israeli IO Day (December), University of Maryland IO Seminar (April), University of Michigan IO Lunch (April), University of Michigan Labor Lunch (April), Stanford IO Lunch (February), MIT Labor Lunch (February), University of British Columbia Economics Empirical Lunch (January 2014).

#### 2013

The Harris School at University of Chicago PPE Workshop (December), University of Washington PHEnom Seminar (October), UCSD Applied Micro Seminar (October).

#### 2012

The 2012 European Winter Meeting of the Econometric Society (November), Bar-Ilan University Doctoral Seminar (June), Tel Aviv University Labor Workshop (June),

#### 2011

Tel Aviv University Business School IO/Strategy Seminar (January)

#### 2010

Haifa University Departmental Seminar (December), The Bank of Israel Research Seminar (September), The Israeli Economics Association Annual Conference (June)  
The Seventh CEPR School on Applied Industrial Organization (May)  
The Hebrew University Economics Empirical Seminar (February)

### Grants, Awards & Honors

Research Grant from the Falk Institute

(July 2023 – July 2027)

Individual Research Grant 947/20 “Using Big Data to Understand What Causes People to Make Healthier Food Choices” from the Israel Science Foundation (ISF)

(October 2020- September 2023)

Research Grant from the Falk Institute

(August 2017 – August 2021)

Individual Research Grant 1067/16 “Police Presence, Rapid Response Rates, and Crime” from the Israel Science Foundation (ISF)

(October 2016- September 2020)

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### Grants, Awards & Honors

Research Grant from the Sapir Foundation  
(October 2014- August 2021)

Doctoral Scholarship from the Ran Naor Foundation  
(August 2013- May 2014)

NSF/NBER Crime Research Fellow  
(July 2013- July 2014)

Blazuska Scholarship for Outstanding Doctoral Student in Economics  
(The Hebrew University, October 2011)

Doctoral Fellowship from the Israel National Road Safety Authority  
(October 2008- September 2011)

### Refereeing

American Economic Review, Econometrica, American Economic Journal: Economic Policy, American Economic Journal: Applied, Journal of the European Economic Association, The Review of Economics & Statistics, International Economic Review, Economic Journal, Journal of Public Economics, Journal of Human Resources, Journal of Behavioral and Experimental Finance.