

SELECTED ARTICLES

By Michael D Grubb

Selected Resources

Grubb, M. D. (2009). "Selling to Overconfident Consumers". *American Economic Review*, 99(5), 1770-1807.
doi: <http://dx.doi.org.proxy.bc.edu/10.1257/aer.99.5.1770>

Grubb, M. D. (2012). Dynamic nonlinear pricing: Biased expectations, inattention, and bill shock. *International Journal of Industrial Organization*, 30(3), 287-290. doi:
<http://dx.doi.org.proxy.bc.edu/10.1016/j.ijindorg.2011.12.007>

Grubb, Michael D. "Overconfident Consumers in the Marketplace." (2014).
<https://www2.bc.edu/michael-grubb/GrubbOverconfidentConsumers.pdf>

Wilson, R. B. (1993). *Nonlinear Pricing*. New York, NY: Oxford University Press.
<http://bc-primo.hosted.exlibrisgroup.com/bclib:ALMA-BC21323472650001021>

Stango, Victor, and Jonathan Zinman. "Limited and Varying Consumer Attention Evidence from Shocks to the Salience of Bank Overdraft Fees." *Review of Financial Studies* (2014) 27 (4): 990-1030 first published online February 21, 2014 .
doi: <http://dx.doi.org.proxy.bc.edu/10.1093/rfs/hhu008>

Armstrong, Mark, and John Vickers. "Consumer protection and contingent charges." *Journal of Economic Literature* 50.2 (2012): 477-493.
doi: <http://dx.doi.org.proxy.bc.edu/10.1257/jel.50.2.477>

Recommended Databases

EconLit

American Economic Association article database. <http://databases.bc.edu/V?func=native-link&resource=BCL02483>

RePEc Research Papers in Economics. <http://repec.org/>