

May 2018

## Ragan Petrie

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### Education

PhD, Economics *and* Agricultural and Applied Economics, University of Wisconsin-Madison, 2002

M.P.A., Economics and Public Policy, University of Pittsburgh, 1993

B.A., French, University of Illinois, 1987

### Principal Employment

Professor, Department of Economics, Texas A&M University, 2018-

Elton Lewis Faculty Fellowship in Liberal Arts, Texas A&M University, 2017-

Associate Professor, Department of Economics, Texas A&M University, 2016-2018

Faculty, Economic Research Laboratory (ERL), Texas A&M University, 2016-

Associate Professor, Department of Economics, George Mason University, 2009-2016

Faculty, Interdisciplinary Center for Economic Science (ICES), George Mason University, 2009-2016

Assistant Professor, Department of Economics, Georgia State University, 2002-2009

Faculty, Experimental Economics Center, Georgia State University, 2006-2009

### Other Appointments

Professorial Research Fellow, Melbourne Institute, University of Melbourne, 2018-

Principal Research Fellow, Melbourne Institute, University of Melbourne, 2017-2018

Visiting Scholar, Rady School of Management and Department of Economics, University of California-San Diego, Fall 2013

Visiting Scholar, Department of Economics, New York University, Spring 2013

Visiting Scholar, Interdisciplinary Center for Economic Science (ICES), George Mason University, Fall 2008

Visiting Scholar, Department of Economics, University of Pittsburgh, Fall 2007

### Editorial Positions

Editorial Board Member, *Experimental Economics* (2017- )

Associate Editor, *Journal of Behavioral and Experimental Economics* (2013- )

Co-Editor, *Journal of Economic Behavior and Organization* (2012-2016)

Associate Editor, *Southern Economic Journal* (2012-2017)

## **Publications**

Castillo, Marco, Jeffrey L. Jordan and Ragan Petrie, "Discount Rates of Children and High School Graduation" *The Economic Journal*, forthcoming.

Exley, Christine and Ragan Petrie, 2018, "The Impact of a Surprise Donation Ask," *Journal of Public Economics*, 158, 152-167.

Castillo, Marco, Jeffrey L. Jordan and Ragan Petrie, 2018, "Children's Rationality, Risk Attitudes, and Field Behavior," *European Economic Review*, 102, 62-81.

Castillo, Marco, David Dickinson and Ragan Petrie, 2017, "Sleepiness, Choice Consistency and Risk Preferences," *Theory and Decision*, 82(1), 41-73.

Barton, Jared, Marco Castillo and Ragan Petrie, 2016, "Negative Campaigning, Fundraising and Voter Turnout: A Field Experiment," *Journal of Economic Behavior and Organization*, 121, 99-113.

Castillo, Marco, Ragan Petrie and Clarence Wardell, 2014, "Fundraising Through Online Social Networks: A Field Experiment on Peer-to-Peer Solicitation," *Journal of Public Economics*, 114, 29-35.

Jacobson, Sarah and Ragan Petrie, 2014, "Favor Trading in Public Good Provision," *Experimental Economics*, 17, 439-60.

Barton, Jared, Marco Castillo and Ragan Petrie, 2014, "What Persuades Voters? A Field Experiment on Political Campaigning," *The Economic Journal*, 124(574), F293-F326

Castillo, Marco, Ragan Petrie, Maximo Torero and Angelino Viceisza, 2014, "Lost in the Mail: A Field Experiment on Crime," *Economic Inquiry*, 52(1), 285-303

Castillo, Marco, Ragan Petrie, Maximo Torero and Lise Vesterlund, 2013, "Gender Differences in Bargaining Outcomes: A Field Experiment on Discrimination," *Journal of Public Economics*, 99, 35-48

Castillo, Marco, Paul Ferraro, Jeffrey Jordan and Ragan Petrie, 2011, "The Today and Tomorrow of Kids: Time Preferences and Educational Outcomes of Children," *Journal of Public Economics*, 95(11-12), 1377-1385

Eckel, Catherine and Ragan Petrie, 2011, "Face Value," *American Economic Review*, 101(4), 1497-1513

Castillo, Marco and Ragan Petrie, 2010, "Discrimination in the Lab: Does Information Trump Appearance?" *Games and Economic Behavior*, 68(1), 50-59

Castillo, Marco, Ragan Petrie and Maximo Torero, 2010, "On the Preferences of Principals and Agents," *Economic Inquiry*, 48(2), 266-273

Andreoni, James, Marco Castillo and Ragan Petrie, 2009, "Revealing Preferences for Fairness in Ultimatum Bargaining," *The Korean Economic Review*, 25(1), 35-63

Jacobson, Sarah and Ragan Petrie, 2009, "Learning from Mistakes: What Do Inconsistent Choices Over Risk Tell Us?" *Journal of Risk and Uncertainty*, 38(2), 143-158

Andreoni, James and Ragan Petrie, 2008, "Beauty, Gender and Stereotypes: Evidence from Laboratory Experiments," *Journal of Economic Psychology*, 29, 73-93

Petrie, Ragan and Laura Taylor, 2007, "Estimating the Value of Water Use Permits: A Hedonic Approach Applied to Farmland in the Southeastern U.S.," *Land Economics*, 83(3), 302-318

Chavas, Jean-Paul, Ragan Petrie and Michael J. Roth, 2005, "Farm Household Production Inefficiency in the Gambia: Resource Constraints and Market Failures," *American Journal of Agricultural Economics*, 87(1), 160-179

Andreoni, James and Ragan Petrie, 2004, "Public Goods Experiments Without Confidentiality: A Glimpse Into Fund-Raising," *Journal of Public Economics*, 88(7-8), 1605-1623

Andreoni, James, Marco Castillo and Ragan Petrie, 2003, "What do Bargainers' Preferences Look Like? Experiments with a Convex Ultimatum Game," *American Economic Review*, 93(3), 672-685

## **Working Papers**

Petrie, Ragan and Carmit Segal, "Gender Differences in Competitiveness: The Role of Prizes," March 2017, revision requested *Journal of Economic Behavior and Organization*.

Castillo, Marco, Gregory Leo and Ragan Petrie, "Room Composition Effects on Risk Taking by Gender," August 2015, revision requested, *Experimental Economics*.

Castillo, Marco, Ragan Petrie and Clarence Wardell, "Friends Asking Friends for Charity: The Importance of Gifts and Audience," August 2017, revision requested, *Journal of Public Economics*.

Castillo, Marco, Chenna Reddy Cotla, Ragan Petrie and Maximo Torero, "Risk Preferences and Decision Quality of the Poor," March 2018.

Mosquera, Roberto, Mofioluwasademi Odunowo, Trent McNamara, Xiongfei Guo and Ragan Petrie, "The Economic Effects of Facebook," April 2018.

Castillo, Marco, Ragan Petrie and Maximo Torero, “Beautiful or White? Discrimination in Group Formation,” November 2011.

## **Projects in Progress**

Castillo, Marco and Ragan Petrie, “Optimal Incentives to Give”

Castillo, Marco, Ragan Petrie and Anya Samek, “Time to Give: A Field Experiment on Intertemporal Charitable Giving”

Castillo, Marco, Ragan Petrie and Clarence Wardell, “Barriers to Giving: A Field Experiment on the Importance of Nuisance Costs to Charitable Fundraising”

Miller, Amalia, Ragan Petrie and Carmit Segal, “Workplace Competition and Labor Supply: A Field Experiment”

Castillo, Marco, John List, Ragan Petrie and Anya Samek, “Detecting Drivers of Behavior at an Early Age: Evidence from a Large Field Experiment in Chicago”

Greenberg, Adam and Ragan Petrie, “Gender Differences in Negotiation Outcomes by Communication Mode”

Castillo, Marco and Ragan Petrie, “Love Thy Neighbor: Built Environment Effects on Social Interactions”

Cotla, Chenna Reddy and Ragan Petrie, “Stability of Social Preferences and Learning in Public Goods Games”

Castillo, Marco, Roberto Mosquera Moyano, Ragan Petrie and Maximo Torero, “Salience in the Field: Experimental Evidence of Attention Bias in Risk Tasks”

Castillo, Marco and Ragan Petrie, “Kinks in Rationality: Experimental Evidence of Non-Rationalizable Decision Rules in Risky Decisions”

## **Book Chapters, Book Reviews and Reports**

Petrie, Ragan, 2004, Book review of J. Henrich, R. Boyd, S. Bowles, C. Camerer, E. Fehr and H. Gintis, *Foundations of Human Sociality: Economic Experiments and Ethnographic Evidence from Fifteen Small-Scale Societies*, Oxford University Press, New York, NY, in *Journal of Socio-Economics*, 2008, 37(2), 889-891

Petrie, Ragan, Michael J. Roth and Kizito Mazvimavi, 2003, “Seeking Women Land Owners and Ownership in Zimbabwe: Case Studies of Women’s Access to Land and Land Use,” in *Delivering Land and Securing Rural Livelihoods: Post-Independence Land Reform and Resettlement in Zimbabwe*, Michael Roth and Francis Gonesse, eds., Centre for Applied Social

Sciences, University of Zimbabwe and the Land Tenure Center, University of Wisconsin – Madison, 141-157

Petrie, Ragan, 2002, “Rwanda Credit Unions Member and Non-Member Survey 2002.” *World Council of Credit Unions Research Monograph Series* No. 20

Petrie, Ragan, 2000, “Lost in the Shuffle? Women and Land Reform in KwaZulu-Natal, South Africa,” a Report on Gender and Land Reform, for Broadening Access to Land Markets in Southern Africa, Southern African Regional Program

## **Research Grants and Awards**

College of Liberal Arts Seed Grant Program, Texas A&M University, Encouraging Ex-Inmates to Utilize Social Services and Measuring Its Impact on Recidivism, with Sera Linardi, 2017-2019 (PI, \$8,000).

Science of Philanthropy Initiative (SPI) Grant, University of Chicago and Templeton Foundation, Habit Formation and Incentives for Recurrent Donations to Charity: A Field Experiment, with Marco Castillo and Marie Claire Villeval, 2014-2015 (co-PI, \$35,000).

Science of Philanthropy Initiative (SPI) Grant, University of Chicago and Templeton Foundation, Raising Money for Charity and the Costs to Favor Trading in Networks: A Field Experiment with an On-line Giving Community, with Marco Castillo and Clarence Wardell, 2013-2014 (PI, \$31,629).

National Science Foundation (NSF), Decision Risk and Management Sciences (DRMS) Program, Doctoral Dissertation Improvement Grant: Heterogeneous Preferences and Dynamics of Cooperation in Networked Public Goods Games: A Dialogue Between Experimental and Computational Approaches, with Chenna Reddy Cotla, 2013-2015 (co-PI, \$21,646).

Office of the Provost Seed Grant, George Mason University, Urban Form and Social Interactions, 2010-2011 (PI, \$10,000)

BASIS Assets and Market Access Collaborative Research Support Program (USAID) Grant, Phase II, Contracting Out of Poverty, with Marco Castillo, Javier Escobal, Maximo Torero, 2008-2010 (PI, \$368,000).

International Food Policy Research Institute (IFPRI), 2008 (PI, \$15,000).

BASIS Assets and Market Access Collaborative Research Support Program (USAID) Grant, Phase I, Contracting Out of Poverty, with Marco Castillo, Javier Escobal, Maximo Torero, 2007-2008 (PI, \$237,000).

National Science Foundation (NSF), Economics Program, Doctoral Dissertation Improvement Grant: The Girl Scout Cookie Phenomenon – An Experimental Study of Social Effects in Fundraising, with Sarah Jacobson, 2008-2009 (co-PI, \$8,640).

Department of Education, Title VI Grant, awarded to the Middle East Institute at Georgia State University. Collaborative grant to be used to develop courses with Middle Eastern content across the university, with John Duffield, Michael Galchinsky, Margaret Harper, Renee Schatteman, Dona Stewart (PI), Larry Youngs, 2008-2009 (\$88,233).

International Food Policy Research Institute (IFPRI), 2007 (PI, \$15,000).

Inter-American Development Bank (IADB) Discrimination and Economic Outcomes Research Grant, Ethnic and Social Barriers to Cooperation, with Marco Castillo and Maximo Torero, 2006-2007 (co-PI, \$40,000).

Georgia State University Research Initiation Grant, Prejudice and the Perpetuation of Differences: Experiments Exploring the Impact of Performance and Appearance on Sorting, 2005-2006 (PI, \$9,500).

Georgia State University Advancement of Women Faculty Scholarship Mentoring Grant Pilot Project, Trusting Appearances and Reciprocating Looks: Experiments on Gender and Race Preferences, 2005 (PI, \$5,500).

Research Equipment Grant, Georgia State University, to update computers in Experimental Lab, with Susan Laury, Paul Ferraro, Laura Taylor, Ann Gillette, Sebastian Pouget, 2004 (co-PI, \$46,206).

Lincoln Institute of Land Policy Dissertation Fellowship, 2001-2002 (PI, \$5,000).

National Science Foundation (NSF), Economics Program, Dissertation Improvement Grant, The Evolution of Charitable Fundraising: Theory and Experiments, with James Andreoni, 1999-2000 (co-PI, \$8,500).

BASIS Competitive Grant, Land Tenure Center, University of Wisconsin, 1998-1999 (PI, \$5,000).

Land Tenure Center Mini-Grant, University of Wisconsin, 1997 (PI, \$5,000).

Graduate School Research Grant, University of Wisconsin, with Jean-Paul Chavas and Michael J. Roth, 1995-1996 (co-PI, \$15,000).

## **Invited Presentations and Keynotes**

Workshop on Recent Advances in the Economics of Philanthropy, WZB Berlin, Germany, June 2018

Applied Behavioral Conference (ABC), University of Sydney, Sydney, Australia, May 2018

University of Michigan, Social, Behavioral and Experimental Economics Seminar (SBEE), Ross School of Business and School of Information, Ann Arbor, MI, April 2018

Florida State University, Department of Economics, Tallahassee, FL, February 2018

Texas A&M University, Bush School of Government and Public Service, College Station, TX, January 2018

Queen's University, Smith School of Business, Kingston, Ontario, Canada, September 2017

Science of Philanthropy Initiative (SPI) Conference (**Keynote Speaker**), Chicago, IL, September 2017.

Social Dilemma Workshop, University of Massachusetts-Amherst, Amherst, MA, June 2017

Workshop on Recent Advances in the Economics of Philanthropy, WZB Berlin, Germany, May 2017

WZB Berlin, Berlin Behavioral Economics Colloquium and Seminar, Berlin, Germany, May 2017

2<sup>nd</sup> LABEL-IEPR Conference on Understanding Cognition and Decision Making by Children, University of Southern California, Los Angeles, CA, May 2017

University of California – San Diego, Rady School of Management, San Diego, CA, April 2017.

University of Texas – Dallas, Jindal School of Management, Richardson, TX, February 2017

Texas A&M University, Department of Agricultural Economics, College Station, TX, January 2017

Monash University, Department of Economics, Melbourne, Australia, October 2016

University of Melbourne, Department of Economics, Melbourne, Australia, October 2016

New York University, Department of Economics, New York, NY, October 2016

Wesleyan University, Department of Economics, Middletown, CT, October 2016

XII Simposio Nacional de Microeconomía (**Keynote Speaker**), Universidad Externado de Colombia and Universidad Nacional, Bogota, Colombia, August 2016

LABEL-IEPR Conference on Understanding Cognition and Decision Making by Children, University of Southern California, Los Angeles, CA, April 2016

James Madison University, Department of Economics, Harrisonburg, VA, April 2016

2<sup>nd</sup> ESI Theory/Experiments Workshop, The Economics of Cooperation, Economics Science Institute (ESI), Chapman University, Orange, CA, April 2016

University of Virginia, Department of Economics, Charlottesville, VA, April 2016

University of Southern California, Center for Economic and Social Research (CESR), Los Angeles, CA, February 2016.

Workshop on Education and the Development of Preferences and Attitudes in Children/Adolescents, Institute for Social and Economic Research (ISER), hosted by University of Essex, Colchester, U.K., February 2016.

Ohio State University, Department of Economics, Columbus, OH, October 2015

Workshop on Conflict and Cooperation, hosted by Texas A&M University, in College Station, TX, October 2015

Workshop on Experimental Economics and Entrepreneurship, hosted by Florida State University, in Tampa, FL, October 2015

Stanford Institute for Theoretical Economics (SITE), Experimental Economics Segment, Palo Alto, CA, August 2015

Crowdsourcing and Online Behavioral Experiments (COBE) Workshop, Portland, OR, June 2015

Social Dilemma Workshop, Brown University, Providence, RI, May 2015

McMaster University, Department of Economics, Hamilton, Ontario, April 2015

Texas A&M University, Department of Economics, College Station, TX, April 2015

A Workshop Honoring of John List and Lise Vesterlund, Andrew Young School of Policy Studies, Georgia State University, Atlanta, GA, November 2014  
University of Alaska, Department of Economics, Anchorage, AK, September 2014  
NGO Non-Profits, Government and Organizations Conference (CAGE), Warwick University, Coventry, UK, June 2014  
Charitable Giving: Theory and Evidence Workshop, Duke University, Durham, NC, April 2014  
University of Michigan, School of Information, Ann Arbor, MI, April 2014  
Stanford University, Department of Economics, Palo Alto, CA, April 2014  
Erasmus University, School of Economics, Rotterdam, the Netherlands, March 2014  
University of Amsterdam, Center for Research in Experimental Economics and Political Decision Making (CREED), Amsterdam, the Netherlands, March 2014  
University of California-San Diego, Department of Economics, San Diego, CA, November 2013  
BRITE Lab and Science of Philanthropy Institute (SPI) Seminar, University of Wisconsin-Madison, Madison, WI, October 2013  
Workshop on Behavioral Public Economics, Vienna University of Economics and Business, Vienna, Austria, September 2013  
Stanford Institute for Theoretical Economics (SITE), Experimental Economics segment, Palo Alto, CA, August 2013  
University of Lyon, Groupe d'Analyse et de Theorie Economique (GATE), Lyon, France, July 2013  
University of Innsbruck, Department of Economics, Innsbruck, Austria, July 2013  
New York University, Department of Economics, New York, NY, March 2013  
Social Dilemma Workshop, California Institute of Technology, Pasadena, CA, February 2013  
Workshop on Conflict Experiments, University of Rennes, Rennes, France, May 2012  
Experiments for Export Conference, ExCEN, Georgia State University, Atlanta, GA, April 2012  
University of Arizona, Department of Economics, Tucson, AZ, April 2012  
NYU CESS Experimental Political Science Conference, New York University, New York, NY, March 2012  
Williams College, Department of Economics, Williamstown, MA, September 2011  
Stanford Institute for Theoretical Economics (SITE), Experimental Economics segment, Palo Alto, CA, September 2011  
University of Maryland, Department of Economics, College Park, MD, April 2011.  
Iowa State University, Department of Economics, Ames, IA, March 2011  
New York University, Department of Economics, New York NY, April 2010  
George Mason University, Department of Economics, Fairfax, VA, February 2009.  
McGill University, Department of Economics, Montreal, Canada, January 2009.  
Concordia University, Department of Economics, Montreal, Canada, January 2009.  
Copenhagen Business School, Department of Economics, Copenhagen, Denmark, January 2009.  
The World Bank, Washington, DC, December, 2008.  
George Mason University, Interdisciplinary Center for Economic Science (ICES), Arlington, VA, November 2008.  
McGill University, Department of Economics, Workshop in Economics Experiments in Developing Countries, Montreal, Quebec, Canada, October 2008.  
Virginia Commonwealth University, Department of Economics, Richmond, VA, September 2008.  
BASIS Annual Management Meeting, Managua, Nicaragua, August 2008.



Georgia Institute of Technology, Department of Economics, Atlanta, GA, March 2008.  
University of Pittsburgh, Department of Economics, Pittsburgh, PA, November 2007.  
Harvard University, Gender and Negotiation Conference, Kennedy School of Government,  
Cambridge, MA, Nov 2007.  
Texas A&M University, Department of Economics, College Station, TX, April 2007.  
Inter-American Development Bank Workshop on Discrimination and Economic Outcomes,  
Mexico City, Mexico, October 2006.  
Middlebury College, Department of Economics, Middlebury, VT, April 2005  
Emory University, Environmental Studies Seminar Series, Atlanta, GA, October 2004.  
Virginia Tech University, Department of Economics, Blacksburg, VA, February 2004.  
National Science Foundation (NSF) Workshop on Classroom Experiments, Tucson, AZ, May  
2003.  
University of Illinois, Center for African Studies Seminar Series, Urbana, IL, April 2002.  
Georgia State University, Department of Economics, Atlanta, GA, January 2002.  
Simon Fraser University, Department of Economics, Vancouver, British Columbia, January  
2002.  
BASIS CRSP Southern Africa Synthesis Workshop on Land and Water, South Africa, July 2001.

## **Conference Presentations**

Economic Science Association (ESA) World Meetings, Berlin, Germany, June 2018  
Texas Experimental Association Symposium (TEXAS) Conference, San Antonio, TX, March  
2018  
Allied Social Science Association (ASSA) Meetings, Philadelphia, PA, January 2018  
Asian and Australasian Society of Labour Economics (AASLE) Conference, Canberra,  
Australia, December 2017  
Southern Economics Association (SEA) Meetings, Tampa, FL, November 2017  
Evidence in Governance and Politics (EGAP) 19 Conference, Science Po, Paris, France, March  
2017  
Allied Social Science Association (ASSA) Meetings, Chicago, IL, January 2017  
Southern Economics Association (SEA) Meetings, Washington, DC, November 2016  
Advances in Field Experiments Conference, University of Chicago, Chicago, IL, September  
2016  
4<sup>th</sup> Antigua Experimental Economics Conference, Antigua, Guatemala, February 2016  
Allied Social Science Association (ASSA) Meetings, San Francisco, CA, January 2016  
Southern Economics Association (SEA) Meetings, New Orleans, LA, November 2015  
Science of Philanthropy Initiative (SPI) Annual Conference, University of Chicago Booth School  
of Business, Chicago, IL, September 2015  
Allied Social Science Association (ASSA) Meetings, Boston, MA, January 2015.  
Southern Economics Association (SEA) Meetings, Atlanta, GA, November 2014.  
Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA)  
Conference, Denver, CO, November 2014  
Science of Philanthropy Initiative (SPI) Annual Conference, University of Chicago Booth School  
of Business, Chicago, IL, November 2014  
Economic Science Association (ESA) North American Meetings, Fort Lauderdale, FL, October  
2014

Society for the Advancement of Behavioral Economics (SABE) Annual Conference, Lake Tahoe, CA, July 2014  
 Foundations of Utility and Risk (FUR) Conference, Rotterdam, the Netherlands, July 2014  
 French Economics Association (AFSE) Annual Meetings, Lyon, France, June 2014  
 Science of Philanthropy Initiative (SPI) Annual Conference, University of Chicago Booth School of Business, Chicago, IL, October 2013  
 Economic Science Association (ESA) World Meetings, Zurich, Switzerland, July 2013  
 French Experimental Economics Association (ASFEE) Conference, Montpellier, France, May 2012  
 Economic Science Association (ESA) Meetings, Tucson, AZ, November 2011  
 Economic Science Association (ESA) Meetings, Tucson, AZ, November 2010  
 MOVE Gender Conference, Barcelona, Spain, September 2010  
 Southern Economics Association (SEA) Meetings, San Antonio, TX, November 2009  
 Economic Science Association (ESA) Meetings, Tucson, AZ, November 2009.  
 International Economic Science Association (ESA) Meetings, Arlington, VA, June 2009.  
 Economic Science Association (ESA) Meetings, Tucson, AZ, November 2008.  
 Allied Social Science Association (ASSA) Meetings, New Orleans, LA, January 2008.  
 Economic Science Association (ESA) Meetings, Tucson, AZ, October 2007.  
 Latin American & Caribbean Economic Association (LACEA) Meetings, Bogota, Colombia, Oct 2007.  
 Southern Economic Association (SEA) Meetings, Charleston, SC, November 2006.  
 Economic Science Association (ESA) Meetings, Tucson, AZ, September 2006.  
 Economic Science Association (ESA) World Meetings, Atlanta, GA, June 2006.  
 Southern Economics Association (SEA) Meetings, Washington, DC, November 2005  
 Southern Economics Association (SEA) Meetings, New Orleans, LA, November 2004  
 Economic Science Association (ESA) Meetings, Tucson, AZ, November 2004.  
 Allied Social Science Association (ASSA) Meetings, San Diego, CA, January 2004.  
 Southern Economic Association (SEA) Meetings, San Antonio, TX, November 2003.  
 Economic Science Association (ESA) World Meetings, Pittsburgh, PA, June 2003.  
 Allied Social Science Association (ASSA) Meetings, New Orleans, LA, January 2001.  
 Economic Science Association (ESA) Meetings, Tucson, AZ, September 2000.  
 American Agricultural Economics Association (AAEA) Meetings, Toronto, Ontario, July 1997.

## **Referee - Journals**

*American Economic Review, Econometrica, Journal of Economic Literature, Journal of Political Economy, Quarterly Journal of Economics, Agricultural Economics, AEJ: Economic Policy, American Journal of Agricultural Economics, Atlantic Economic Journal, B.E. Journal of Economic Analysis and Policy, Bulletin of Economic Research, Economic Inquiry, The Economic Journal, Economic Letters, Economic Theory, Environment and Development Economics, European Economic Review, Experimental Economics, Feminist Economics, Games and Economic Behavior, International Economic Review, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior and Organization, Journal of Economic Education, Journal of Economic Psychology, Journal of the European Economic Association, Journal of Managerial and Decision Economics, Journal of Public Economics, Journal of Public Economic Theory, Journal of Regional Science, Journal of Risk and*

*Uncertainty, Judgment and Decision Making, Labour Economics, Land Economics, Management Science, National Tax Journal, Nature and Human Behavior, Nonprofit and Voluntary Sector Quarterly, Oxford Economic Papers, Political Research Quarterly, Public Choice, Rationality and Society, Resource and Energy Economics, Review of Behavioral Economics, Review of Economics of the Household, Review of Economics and Statistics, Scandinavian Journal of Economics, Southern Economic Journal*

## **Reviewer – Funding Agencies**

*Danish Research Council (DRC), Denmark*

*International Foundation for Research in Experimental Economics (IFREE), United States*

*Israel Science Foundation (ISF), Israel*

*National Science Foundation (NSF), United States*

*Social Science and Humanities Research Council (SSHRC), Canada*

## **News Coverage**

*The Wall Street Journal*, “How Charities Can Get More Out of Donors. What the Latest Research Says about Getting People to Give,” December 15, 2014.

*The Chronicle of Philanthropy*, “Charities Like Facebook for Rallying Support but Not Much for Fundraising,” July 13, 2014.

*Men’s Health Magazine*, April 2009.

*New Zealand Radio*, live interview on beauty and stereotypes, August 28, 2007.

*British Broadcasting Center (BBC) Radio*, live interview with Simon Jack on beauty and stereotypes, August 13, 2007.

*The Independent (UK)*, “Beautiful People Earn 12% More Than Ugly Bettys,” August 13, 2007.

*The Daily Mail (UK)*, “Beautiful People Earn More Than Their Ugly Workmates, Says Study,” August 12, 2007.

*New York Times*, “Economic Scene: Beauty and the Fattened Wallet,” column by Hal Varian, April 6, 2006.

## **National Professional Activities**

Committee on the Status of Women in the Economics Profession (CSWEP), American Economics Association (AEA), Board Member and Southern Regional Representative, 2014-2016, 2017-2019.

Forum on Evidence from Charitable Giving Field Experiments, Invited Panelist, sponsored by Forefront and the Coleman Foundation, Chicago, IL, September 2017.

Evidence in Governance and Politics (EGAP), Member, 2016-

Crowdsourcing and Online Behavioral Experiments (COBE), Program Committee Member, for 2016 Workshop

Generosity for Life Initiative, Indiana University Lilly Family School of Philanthropy, Advisory Board Member, funded by the John Templeton Foundation, March 2015 –

National Science Foundation (NSF), Decision, Risk and Management Sciences Division (DRMS), Review Panel member, 2013-2015

Committee on the Status of Women in the Economics Profession (CSWEP), American Economics Association (AEA), CeMENT Mentoring Workshop, Mentor, ASSA Meetings, Chicago, IL, January 8-10, 2012  
Economic Science Association (ESA), Executive Committee Member, 2008-2010

## **Service to the Department, College and University**

### *Texas A&M University*

Women in Economics Student Organization (undergraduate), Department of Economics, Faculty Advisor, 2018-  
Economics Undergraduate Research Opportunity Program (EUROP), Department of Economics, Faculty Advisor, 2017-  
Applied Microeconomics Field Exam Committee, Department of Economics, Member, 2017-  
Mentor for first-year PhD students, Department of Economics, 2016-  
Climate and Inclusion Committee, College of Liberal Arts, Member, 2016-  
Climate and Inclusion Committee, Department of Economics, Chair, 2016-  
Experimental Economics Field Exam Committee, Department of Economics, Member, 2016-  
Tenure and Promotion Committee, Department of Economics, Member, 2016-

### *George Mason University*

Faculty Study Leave Committee, College of Humanities and Social Science, member, 2015-2016  
Experimental Economics Field Exam Committee, Department of Economics, member, 2009-2016  
Faculty Search Committee, Department of Economics, member, 2010, 2014.  
Committee to Reappoint the Chair of the Economics Department, member, 2012

### *Georgia State University*

Graduate Committee, Department of Economics, member, 2003-2009  
Graduate Microeconomic Theory Comprehensive Exam Committee, Department of Economics, member, 2004-2009  
Experimental Economics Field Exam Committee, Department of Economics, member, 2007-2009  
Faculty Affairs Committee, Andrew Young School of Policy Studies, member, 2004-2006, 2008-2009

## **Student Advising (\*chair)**

2020: Manuel Hoffmann\* (Texas A&M PhD), expected  
Roberto Mosquera Moyano (Texas A&M PhD), expected  
Mofioluwasademi Odunowo (Texas A&M PhD), expected  
Natalia Valdez Gonzalez (Texas A&M PhD, Ag Econ), expected  
Jennifer Kee (Texas A&M PhD, Ag Econ), expected

- 2019: Mackenzie Alston (Texas A&M PhD), expected  
 Raisa Sara (Texas A&M PhD), expected  
 Piruz Saboury (Texas A&M PhD), expected
- 2017: Ryan Richards (GMU PhD, Environmental Studies), Senior Analyst, Center for American Progress
- 2016: Chenna Reddy Cotla\* (GMU PhD, Computational Social Science), Senior Researcher, American Institutes for Research
- 2015: Ahrash Dianat (GMU PhD), Asst Professor, University of Essex, UK
- 2014: Urmimala Sen (GSU PhD), Post-doc, SUNY-Stonybrook
- 2012: Jared Barton\* (GMU PhD), Assoc Professor, California State University-Channel Islands  
 Xiaofei Pan (GMU PhD), Asst Professor, Bryant University
- 2010: Sarah Jacobson\* (GSU PhD), Assoc Professor, Williams College  
 Monica Ospina\* (GSU PhD), Asst Professor, Universidad EAFIT, Medellin, Colombia  
 Daniel Hall (GSU PhD), Assoc Professor, High Point University
- 2009: Solomon Tesfu (GSU PhD), Assoc Professor, Mount St Mary's University
- 2008: Ignacio Navarro (GSU-Georgia Tech PhD), Cal State University Monterey Bay
- 2007: Angelino Visceiza (GSU PhD), Assoc Professor, Spelman College  
 Nikola Tasic (GSU PhD), Governance Monitoring Association
- 2006: Abdu Muwonge (GSU PhD), World Bank  
 Xinye Zheng (GSU PhD), Renmin University, Beijing, China  
 Hanji Wu (GSU PhD)  
 Michael Tasto (GSU PhD), Professor, Southern New Hampshire University  
 Velma Zahirovic-Herbert (GSU PhD), Assoc Professor, University of Georgia

## Teaching Experience

### *Texas A&M University*

- Behavioral and Experimental Economics (undergraduate)
- Field Experiments (graduate)

### *George Mason University*

- Intermediate Microeconomics (undergraduate)
- Experimental Economics I (graduate)
- Workshop in Experimental Economics (graduate)
- Economic Systems Design II (undergraduate/graduate)

### *Georgia State University*

- Economics of Development (graduate)
- Optimization and Partial Equilibrium Analysis (graduate)
- Principles of Microeconomics (undergraduate)

## Languages

English, French, Spanish (intermediate)