

## Jeffrey P. Carpenter

20 South Street  
Middlebury, VT 05753  
phone: (802) 388-7728  
e-mail: jpc@middlebury.edu  
<http://community.middlebury.edu/~jcarpent/>

### APPOINTMENTS

2013-Present James Jermain Professor of Political Economy, Middlebury College  
2011-Present Associate Editor, *Management Science*  
2012-Present Associate Editor, *Journal of Behavioral & Experimental Economics*  
2004-Present Research Fellow, Institute for the Study of Labor (IZA)  
2014-2015 Visiting Professor, Department of Economics and Centre for Experimental Social Science, Nuffield College, Oxford University  
Associate Editor, *Journal of Economic Behavior and Organization*  
2005-2013 Professor, Economics, Middlebury College  
2012-2013 Associate Professor, Economics, Middlebury College  
2005-2011 Research Fellow, CIRANO  
2010-2011 Visiting Professor, Department of Economics, McGill University  
2010-2011 Visiting Scholar, Federal Reserve Bank of Boston (Behavioral Economics Research Unit)  
2009-2010 Visiting Scholar, Institute for the Study of Labor (IZA)  
2008-2009 Visiting Assistant Professor, Center for Experimental Social Science, NYU  
2003-2004 Member, MacArthur Foundation Network on Norms and Preferences  
2002-2008 Assistant Professor, Economics, Middlebury College  
1999-2005

### EDUCATION

1993-1999 UNIVERSITY OF MASSACHUSETTS (AMHERST); Ph.D. Economics (Feb. 2000)  
1998 ECONOMIC SCIENCE LABORATORY: Pre-doctoral fellowship in experimental methods with Prof. Vernon Smith; sponsored by the Economic Science Lab.  
1997 INSTITUTE FOR EMPIRICAL RESEARCH IN ECONOMICS: Pre-doctoral fellowship in experimental methods with Prof. Ernst Fehr; sponsored by the MacArthur Foundation's Norms & Preferences working group.  
1984-1989 UNIVERSITY OF MINNESOTA (TWIN CITIES)  
Carlson School of Management; B.S. Accounting (Dec. 1989)

### EDUCATION (OTHER)

2004-2005 Firefighter I (a nine-month course in the essentials of firefighting)

### RESEARCH

#### Publications:

USING RAFFLES TO FUND PUBLIC GOODS: LESSONS FROM A FIELD EXPERIMENT, with Peter Matthews, the *Journal of Public Economics*, 150(1): 30-38 (2017).  
THE SEQUENCING OF GIFT EXCHANGE: A FIELD TRIAL, the *Journal of Economic Behavior and Organization*, 139(1): 26-31 (2017).  
PROFIT SHARING AND PEER REPORTING, with Prottoy Akbar and Andrea Robbett, *Management Science*, forthcoming.  
EXPLOITATION AVERSION: WHEN FINANCIAL INCENTIVES FAIL TO MOTIVATE AGENTS, with David Dolifka, the *Journal of Economic Psychology*, forthcoming.  
CEDING CONTROL: AN EXPERIMENTAL ANALYSIS OF PARTICIPATORY MANAGEMENT, with Peter Matthews and Phil Mellizo, the *Journal of the Economic Science Association*, forthcoming.  
PROGRESSIVE TAXATION IN A TOURNAMENT ECONOMY, with Peter Matthews and Benjamin Tabb, the *Journal of Public Economics*, 143(1): 64-72 (2016).  
THE LABOR SUPPLY OF FIXED WAGE WORKERS: ESTIMATES FROM A REAL EFFORT EXPERIMENT, the *European Economic Review*, 89(1): 85-95 (2016).  
MOTIVATING AGENTS: HOW MUCH DOES THE MISSION MATTER? with Erick Gong, the *Journal of Labor Economics*, 34(1): 211-236 (2016).  
AN INTRODUCTION TO "BUCKET AUCTIONS" FOR CHARITY, with Jessica Holmes and Peter Matthews, *Games and Economic Behavior*, 88(1): 260-276 (2014).

WORKPLACE DEMOCRACY IN THE LAB, with Peter Matthews and Phil Mellizo, *Industrial Relations Journal*, 45(4): 313-328 (2014).

PEER MONITORING AND MICROCREDIT: FIELD EXPERIMENTAL EVIDENCE FROM PARAGUAY, with Tyler Williams, *Oxford Development Studies*, 42(1): 111-135 (2014).

OVERCONFIDENCE IS A SOCIAL SIGNALING BIAS, with Stephen Burks, Lorenz Goette and Aldo Rustichini, the *Review of Economic Studies*, 80(3): 949-983 (2013).

COGNITIVE ABILITY AND STRATEGIC SOPHISTICATION, with Michael Graham and Jesse Wolf, *Games and Economic Behavior*, 80(1): 115-130 (2013).

RISK ATTITUDES AND WELL-BEING IN LATIN AMERICA, with Juan Camilo Cardenas, the *Journal of Development Economics*, 103(2): 52-61 (2013).

SELF-SELECTION AND VARIATIONS IN THE LABORATORY MEASUREMENT OF OTHER-REGARDING PREFERENCES ACROSS SUBJECT POOLS: EVIDENCE FROM ONE COLLEGE STUDENT AND TWO ADULT SAMPLES, with Jon Anderson, Stephen Burks, Lorenz Goette, Karsten Maurer, Daniele Nosenzo, Ruth Potter, Kim Rocha and Aldo Rustichini, *Experimental Economics*, 16(2): 170-189, (2013) (Editor award winner for 2013).

NETWORK ARCHITECTURE, COOPERATION AND PUNISHMENT IN PUBLIC GOODS EXPERIMENTS, with Shachar Kariv and Andrew Schotter, the *Review of Economic Design*, 16(2): 93-118 (2012).

WHICH MEASURE OF TIME PREFERENCE BEST PREDICTS OUTCOMES: EVIDENCE FROM A LARGE-SCALE FIELD EXPERIMENT, with Stephen Burks, Lorenz Goette and Aldo Rustichini, the *Journal of Economic Behavior and Organization*, 84(1): 308-320 (2012).

CRYING OVER SPILT MILK: SUNK COSTS, FAIRNESS NORMS AND THE HOLD-UP PROBLEM, with Peter Matthews, the *Journal of Microeconomics*, (lead Article), 1(1): 1-22 (2012); reprinted in *Studies in Microeconomics*, 1(2): 113-129 (2013).

NORM ENFORCEMENT: ANGER, INDIGNATION OR RECIPROCITY, with Peter Matthews, the *Journal of the European Economic Association*, 10(3): 555-572 (2012).

AN INTER-CULTURAL EXAMINATION OF COOPERATION IN THE COMMONS, with Juan-Camilo Cardenas, the *Journal of Conflict Resolution*, 55(4): 632-651 (2011).

DOPAMINE RECEPTOR GENES PREDICT RISK PREFERENCES, TIME PREFERENCES AND RELATED ECONOMIC CHOICES, with Justin Garcia and J. Koji Lum, *Journal of Risk and Uncertainty*, 42(3): 233-261 (2011).

JUMPING AND SNIPING AT THE SILENTS: DOES IT MATTER FOR CHARITIES? with Jessica Holmes and Peter Matthews, the *Journal of Public Economics*, 95(5-6): 395-402 (2011).

DO SOCIAL PREFERENCE INCREASE PRODUCTIVITY? FIELD EXPERIMENTAL EVIDENCE FROM FISHERMEN IN TOYAMA BAY, with Erika Seki, *Economic Inquiry*, 49(2): 612-630 (2011).

WHY VOLUNTEER? EVIDENCE ON THE ROLE OF ALTRUISM, REPUTATION AND INCENTIVES, with Caitlin Myers, the *Journal of Public Economics*, 94(11-12): 911-920 (2010).

ENDOGENOUS PARTICIPATION IN CHARITY AUCTIONS, with Jessica Holmes and Peter Matthews, the *Journal of Public Economics*, 94(11-12): 921-935 (2010).

TOURNAMENTS AND OFFICE POLITICS: EVIDENCE FROM A REAL EFFORT EXPERIMENT, with Peter Matthews and John Schirm, *American Economic Review*, 100(1): 504-17 (2010).

CHARITY AUCTIONS IN THE EXPERIMENTAL LAB, with Jessica Holmes and Peter Matthews in *Charity with Choice*, (Emerald Group Publishing Limited series – *Research in Experimental Economics*, vol. 13), eds. Mark Isaac and Douglas Norton pp.201-249 (2010).

NORM ENFORCEMENT: THE ROLE OF THIRD PARTIES, with Peter Matthews, *Journal of Institutional and Theoretical Economics*, 166(2): 239-58 (2010).

THEY COME TO PLAY: SUPPLY EFFECTS IN AN ECONOMIC EXPERIMENT, with Allison Liati and Brian Vickery, *Rationality and Society*, 22(1): 83-102 (2010).

COGNITIVE SKILLS AFFECT ECONOMIC PREFERENCES, STRATEGIC BEHAVIOR AND JOB ATTACHMENT, with Stephen Burks, Lorenz Goette and Aldo Rustichini, *Proceedings of the National Academy of Sciences*, May 12, 106(19): 7745-7750 (2009).

WHAT NORMS TRIGGER PUNISHMENT? with Peter Matthews, *Experimental Economics*, 12(3): 272-288 (2009).

STRONG RECIPROCITY AND TEAM PRODUCTION, with Samuel Bowles, Herbert Gintis and

- Sung-Ha Hwang, *Journal of Economic Behavior and Organization*, 71(2): 221-232 (2009).
- PERFORMANCE PAY AND THE EROSION OF WORKER COOPERATION: FIELD EXPERIMENTAL EVIDENCE, with Stephen Burks and Lorenz Goette, *Journal of Economic Behavior and Organization*, 70(3): 458-469 (2009).
- ALTRUISTIC BEHAVIOR IN A REPRESENTATIVE DICTATOR EXPERIMENT, with Cristina Connolly and Caitlin Myers, *Experimental Economics*, 11(3): 282-298 (2008).
- BEHAVIORAL DEVELOPMENT ECONOMICS: LESSONS FROM FIELD LABS IN DEVELOPING COUNTRIES, with Juan-Camilo Cardenas, the *Journal of Development Studies*, 44(3): 337-364 (2008).
- CHARITY AUCTIONS: A FIELD EXPERIMENT, with Jessica Holmes and Peter Matthews, the *Economic Journal*, 118(January): 92-113 (2008). Reprinted in *The Economics of Philanthropy and Fundraising, Volume 2: Fundraising and the Sociality of Giving*, James Andreoni, ed., Cheltenham, United Kingdom: Edward Elgar Publishing, chapter 16 (2015).
- FAIRNESS AND FREIGHT-HANDLERS: A TEST OF FAIR-WAGE THEORY IN A TRUCKING FIRM, with Stephen Burks and Eric Verhoogen, the *Industrial and Labor Relations Review*, 60(4): 477-498 (2007).
- SOCIAL PREFERENCES, in the New Palgrave Dictionary of Economics, (Palgrave MacMillan), eds. Steven Durlauf and Lawrence Blume, (2008).
- USING BEHAVIORAL ECONOMIC FIELD EXPERIMENTS AT A FIRM: THE CONTEXT AND DESIGN OF THE TRUCKERS AND TURNOVER PROJECT, with Stephen Burks, Lorenz Goette, Kristen Monaco, Aldo Rustichini and Kay Saager, in *The Analysis of Firms and Employees: Quantitative and Qualitative Approaches*, (the University of Chicago Press), S. Bender, J. Lane, K. Shaw, F. Andersson and T. von Wachter eds., (2008).
- PUNISHING FREE-RIDERS: HOW GROUP SIZE AFFECTS MUTUAL MONITORING AND THE PROVISION OF PUBLIC GOODS, *Games and Economic Behavior*, 60(1): 31-51 (2007).
- THE DEMAND FOR PUNISHMENT, the *Journal of Economic Behavior and Organization*, 62(4): 522-542 (2007).
- SPACE, TRUST, AND COMMUNAL ACTION: RESULTS FROM FIELD EXPERIMENTS IN SOUTHEAST ASIA, with Amrita Daniere and Lois Takahashi, *Journal of Regional Science*, 46(4): 681-705 (2006).
- COMPETITIVE WORK ENVIRONMENTS AND SOCIAL PREFERENCES: FIELD EXPERIMENTAL EVIDENCE FROM A JAPANESE FISHING COMMUNITY, with Erika Seki, *Contributions to Economic Analysis & Policy*, BE Press, 5(2), Article 2 (January 2006).
- NO SWITCH BACKS: RETHINKING ASPIRATION-BASED DYNAMICS IN THE ULTIMATUM GAME, with Peter Matthews, *Theory and Decision*, 58(4): 351-385 (June 2005).
- THE EFFECT OF STAKES IN DISTRIBUTION EXPERIMENTS, with Stephen Burks and Eric Verhoogen, *Economics Letters*, 86: 393-398 (March 2005).
- ENDOGENOUS SOCIAL PREFERENCES, *Review of Radical Political Economics*, 37(1): 63-84 (Winter 2005).
- FIELD EXPERIMENTS IN ECONOMICS (with John List, and Glenn Harrison, Eds.), Volume 10, *Research in Experimental Economics*, Elsevier-JAI Press, Greenwich & London (2005).
- FIELD EXPERIMENTS IN ECONOMICS: AN INTRODUCTION, with Glenn Harrison and John List, in *Field Experiments in Economics*, (Elsevier-JAI series – *Research in Experimental Economics*, vol. 10), eds. Jeffrey Carpenter, John List, and Glenn Harrison, (Spring 2005).
- THREE THEMES ON FIELD EXPERIMENTS AND ECONOMIC DEVELOPMENT, with Juan Camilo Cardenas, in *Field Experiments in Economics*, (Elsevier-JAI series – *Research in Experimental Economics*, vol. 10), eds. Jeffrey Carpenter, John List, and Glenn Harrison, (Spring 2005).
- COMPARING STUDENTS TO WORKERS: THE EFFECTS OF SOCIAL FRAMING ON BEHAVIOR IN DISTRIBUTION GAMES, with Stephen Burks and Eric Verhoogen, in *Field Experiments in Economics*, (Elsevier-JAI series – *Research in Experimental Economics*, vol. 10), eds. Jeffrey Carpenter, John List, and Glenn Harrison, (Spring 2005).
- COOPERATION, TRUST AND SOCIAL CAPITAL IN SOUTHEAST ASIAN URBAN SLUMS, with Amrita Daniere and Lois Takahashi, *Journal of Economic Behavior and Organization*, 55(4): 533-551 (December 2004).
- WHY PUNISH? SOCIAL RECIPROCITY AND THE ENFORCEMENT OF PROSOCIAL NORMS, with

- Peter Matthews and Okomboli Ong'Ong'a, *Journal of Evolutionary Economics*, 14(4): 407-429 (October 2004).
- WHEN IN ROME: CONFORMITY AND THE PROVISION OF PUBLIC GOODS, *Journal of Socio-Economics*, 33(4): 395-408 (September 2004).
- SOCIAL CAPITAL AND TRUST IN SOUTHEAST ASIAN CITIES, with Amrita Daniere and Lois Takahashi, *Urban Studies*, 41(4): 853-874 (April 2004).
- IS FAIRNESS USED INSTRUMENTALLY? EVIDENCE FROM SEQUENTIAL BARGAINING, *Journal of Economic Psychology*, 24(4): 467-489 (August 2003).
- FAIRNESS, ESCALATION, DEFERENCE, AND SPITE: STRATEGIES USED IN LABOR-MANAGEMENT BARGAINING EXPERIMENTS WITH OUTSIDE OPTIONS with McAndrew Rudisill, *Labour Economics*, 10(4): 427-442 (August 2003).
- PLAYING BOTH ROLES IN THE TRUST GAME with Stephen Burks and Eric Verhoogen, *Journal of Economic Behavior and Organization*, 51(2): 195-216 (June 2003).
- BELIEFS, INTENTIONS, AND EVOLUTION: THE NEW VERSUS THE OLD PSYCHOLOGICAL GAME THEORY with Peter Matthews, *Behavioral and Brain Sciences*, 26(2): 158-159 (April 2003).
- BARGAINING OUTCOMES AS THE RESULT OF COORDINATED EXPECTATIONS: AN EXPERIMENTAL STUDY OF SEQUENTIAL BARGAINING, *Journal of Conflict Resolution*, 47(2): 119-139 (April 2003).
- EVOLUTIONARY MODELS OF BARGAINING: COMPARING AGENT-BASED COMPUTATIONAL AND ANALYTICAL APPROACHES TO UNDERSTANDING CONVENTION EVOLUTION, *Computational Economics*, 19(1): 25-49 (April 2002).
- INFORMATION, FAIRNESS, AND RECIPROCITY IN THE BEST SHOT GAME, *Economics Letters*, 75(2): 243-248 (April 2002).
- MEASURING SOCIAL CAPITAL: ADDING FIELD EXPERIMENTAL METHODS TO THE ANALYTICAL TOOLBOX in *Social Capital, Economic Development and the Environment*, (Edward Elgar), eds. Jonathan Isham, Thomas Kelly, and Sunder Ramaswamy, (Fall 2002).
- COEVOLVING SOCIAL INSTITUTIONS: AN EXAMPLE OF STATUS AND MARKETS in *Economy and Society*, (Montreal: Black Rose) eds. Fikret Adaman and Pat Devine, (Spring 2002).
- NEGOTIATION IN THE COMMONS: INCORPORATING FIELD AND EXPERIMENTAL EVIDENCE INTO A THEORY OF LOCAL COLLECTIVE ACTION, *Journal of Institutional and Theoretical Economics*, 156(4): 661-683 (December 2000).
- BLURRING THE LINE BETWEEN RATIONALITY AND EVOLUTION (reprinted in) *Evolutionary Origins of Morality: Cross-disciplinary Perspectives* (Imprint Academic), ed. Leonard D. Katz, (March 2000).
- BLURRING THE LINE BETWEEN RATIONALITY AND EVOLUTION, *Journal of Consciousness Studies*, 7(1-2) (January/February 2000).

**Articles in Revision:**

- COMPENSATING DIFFERENTIALS IN EXPERIMENTAL LABOR MARKETS (IZA DP No. 8820), with Peter Matthews and Andrea Robbett, revise and resubmit at the *Journal of Behavioral and Experimental Economics*.

**Working Papers:**

- GENDER DIFFERENCES IN INTERPERSONAL AND INTRAPERSONAL COMPETITIVE BEHAVIOR, with Rachel Frank and Emiliano Huet-Vaughn (IZA DP No. 10626).
- AUCTIONS FOR CHARITY: THE CURSE OF THE FAMILIAR, with Damian Damianov and Peter Matthews (9/16).
- PARI MUTUEL LOTTERIES FOR CHARITY (5/16).
- GENDER AND SOCIAL PREFERENCES IN POST-CONFLICT NORTHERN UGANDA, with Matthew Lowes and Peter Matthews (10/11).

**Book Reviews:**

- Elinor Ostrom and James Walker eds., *Trust and Reciprocity: Interdisciplinary lessons from experimental research*, Russell Sage Foundation, New York, NY, 2003, *Journal of Economic Behavior and Organization*, 55(1):93-99 (September, 2004).

**Reviewer and Referee Assignments:**

- National Science Foundation, Social Sciences and Humanities Research Council of Canada,

Oxford University Press, Princeton University Press, *American Economic Journal: Applied Economics*, *American Economic Journal: Economic Policy*, *American Economic Review*, *American Journal of Agricultural Economics*, *American Journal of Political Science*, *B.E. Journal of Economic Analysis & Policy*, *Current Anthropology*, *Economic Development & Cultural Change*, *Economic Inquiry*, *the Economic Journal*, *Encyclopedia of Cognitive Science (Nature Publishing Group)*, *European Economic Review*, *European Journal of Social Psychology*, *Evolution and Human Behavior*, *Experimental Economics*, *Finanz Archiv*, *Games and Economic Behavior*, *Human Nature*, *International Economic Review*, *International Review of Law and Economics*, *Journal of Conflict Resolution*, *Journal of Development Economics*, *Journal of Development Studies*, *Journal of Economic Behavior and Organization*, *Journal of Economics and Management Strategy*, *Journal of Economic Psychology*, *Journal of Economic Theory*, *Journal of Environmental Economics and Management*, *Journal of the European Economic Association*, *Journal of Evolutionary Economics*, *Journal of Institutional Economics*, *Journal of Labor Economics*, *The Journal of Law, Economics, and Organization*, *Journal of Political Economy*, *Journal of Public Economics*, *Journal of Public Economic Theory*, *Journal of Regulatory Economics*, *Journal of Risk & Uncertainty*, *Journal of Urban Affairs*, *Labour Economics*, *Managerial and Decision Economics*, *Management Science*, *Mind & Society*, *National Tax Journal*, *PLoS ONE*, *Proceedings of the National Academy of Sciences*, *Nonprofit and Volunteer Sector Quarterly*, *Oxford Development Studies*, *Psychological Bulletin*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *Scandinavian Journal of Economics*, *Society and Natural Resources*, *Southern Economic Journal*, *Theory and Decision*, *Urban Studies*, *World Bank Economic Review*, *World Development*.

#### GRANTS, FELLOWSHIPS, AND AWARDS

- CONSUMER FINANCIAL PROTECTION BUREAU – to fund: *Dominance violations in consumer credit choices with multiple alternatives and attributes* (with Emiliano Huet-Vaughn, Peter Matthews and Andrea Robbett), June 2015 (\$107,040).
- Q.A. SHAEW MCKEAN RESEARCH FELLOWSHIP – to fund research on producer cooperatives, School of Management and Labor Relations, Rutgers University, April 2014 (\$5000).
- NATIONAL SCIENCE FOUNDATION - 3-year grant to fund the research project: *Raising Money for Charity: An experimental approach* (with Peter Matthews and Jessica Holmes), (SES 0617778), May 2006, (\$315,319).
- COMBINED MACARTHUR FOUNDATION, SLOAN FOUNDATION, AND CORPORATE FUNDING - to fund: *Truckers and Turnover: Using field experiments to understand driver decision-making* (with Stephen Burks, Lorenz Goette, Aldo Rustichini and others), June 2005 (\$300,000).
- MACARTHUR FOUNDATION - Reciprocal Fairness and Preferences working group grant to fund: *Veloproductivity: Field experiments* (with Stephen Burks and Lorenz Goette), November 2002 (\$35,000).
- UNIVERSITY OF MINNESOTA – Grant in Aide award to fund: *Veloproductivity: production experiments with bicycle messengers in Switzerland and the U.S.* (with Stephen Burks and Lorenz Goette), November 2002 (\$24,994).
- NATIONAL SCIENCE FOUNDATION - 5-year CAREER grant to fund the research project: *The Evolution of Social Capital in Field Settings: Experimental Measurements and Agent-Based Models of Convention Evolution*, (SES-CAREER 0092953), January 2001, (\$281,428).
- MACARTHUR FOUNDATION - Reciprocal Fairness and Preferences working group grant to fund: *Field Ultimatum and Dictator Games with High Stakes* (with Stephen Burks and Eric Verhoogen), June 2000 and Funding Extension September 2001 (\$19,800).
- WORKSHOP IN POLITICAL THEORY AND POLICY ANALYSIS - grant to fund: *North-South Visions of Local and Global Commons: Cross-country Experiments on Preserving Biodiversity* (with Juan-Camilo Cardenas), June 2000, (\$2,600).
- MACARTHUR FOUNDATION - Reciprocal Fairness and Preferences working group grant to fund: *Truckers and Trust: Field Experiments on Reciprocity at LTL Trucking Companies* (with Stephen Burks and Eric Verhoogen), September 1999, (\$35,000).
- MACARTHUR FOUNDATION - Reciprocal Fairness and Preferences working group grant to fund: *Alchian & Demsetz Revisited: Testing the Effects of Mutual Monitoring, Reciprocity, Team Size and Residual Claimancy on Team Production*, March 1999, (\$12,025).

NATIONAL SCIENCE FOUNDATION - Dissertation Improvement Grant to fund the research project: *Fair Bargaining: An Experimental Study of Reciprocity and Information* (SBR 9730332), March 1998, (\$5,205).

RUSSELL SAGE FOUNDATION - Grants in Behavioral Economics to fund the research project: *Is Fairness Used Instrumentally? Evidence from Ultimatum Bargaining* (RSF 98-98-04), February 1998, (\$1,750).

**With Middlebury Students:**

FACULTY RESEARCH ASSISTANT FUND - to employ Duncan Cooper (`06) to program economic experiments, Spring 2006, (\$990).

SENIOR WORK FELLOWSHIP - grant to fund joint research with Stella Nordhagen (`06), Fall 2005, (\$1000).

SENIOR WORK FELLOWSHIP - grant to fund the thesis research of Duncan Cooper (`06), Fall 2005, (\$1440).

SENIOR WORK FELLOWSHIP - grant to fund the thesis research of Tyler Williams (`06), Fall 2005, (\$1000).

UNDERGRADUATE COLLABORATIVE RESEARCH FUND - grant to fund *Charity Auctions* with Marla Weinstein (`03), Fall 2002, (\$2500).

UNDERGRADUATE COLLABORATIVE RESEARCH FUND - grant to fund *The Demand for Punishment* with Julia Assael (`03) and Marla Weinstein (`03), Spring 2002, (\$2000).

UNDERGRADUATE COLLABORATIVE RESEARCH FUND - grant to fund *An Experimental Study of Aspiration-Based Dynamics* with Justin Drechsler (`02), Fall 2001, (\$2050).

UNDERGRADUATE COLLABORATIVE RESEARCH FUND - grant to fund *The Influence of Outside Options: Labor-Management Bargaining Experiments* with McAndrew Rudisill (`01), Fall 2000, (\$800).

UNDERGRADUATE COLLABORATIVE RESEARCH FUND - grant to fund *Experiments in Cross-Group Social Reciprocity* with Okomboli Ong'ong'a (`00.5), Fall 2000, (\$800).

**INVITED SEMINARS**

Amherst College, March 2017.

University of Massachusetts, March 2017.

Texas A&M University, March 2017.

Southern Methodist University, March, 2017.

University of East Anglia, February 2015.

University of Leicester, December 2014.

CESS, Nuffield College, Oxford University, November 2014.

CEDEX, University of Nottingham, November 2014.

CESS, Nuffield College, Oxford University, October 2014.

Colby College, October 2013.

World Bank, August 2013.

University of Massachusetts, April 2013.

University of Alaska – Anchorage, August 2012.

George Mason University, December 2010.

University of California – Santa Barbara, March 2010.

McGill University, March 2010.

University of Michigan, February 2010.

Federal Reserve Bank of Boston, October 2009.

CEDEX, University of Nottingham, May 2009.

University of St. Andrews, May 2009.

GATE, University of Lyon, May 2009.

CREED, University of Amsterdam, March 2009.

University of Bonn, February 2009.

Tinbergen Institute, University of Rotterdam, February 2009.

IZA, Bonn Germany, January 2009.

Williams College, November 2008.

Cirano/McGill University, October 2008.

Binghamton University (EvoS seminar), October 2007.

Laval University, Quebec City, September 2007.  
 Intl Found. for Research in Exp. Economics (IFREE), Washington D.C., April 2007.  
 Universidad de Los Andes, Bogotá, February 2006.  
 University of Texas, Dallas, November 2005.  
 University of Rhode Island, October 2005.  
 Union College, May 2005.  
 Center for Experimental Social Science, NYU, March 2005.  
 Carnegie Mellon University, February 2005.  
 University of Massachusetts, February 2005.  
 University of Aberdeen, July 2004.  
 Center for Experimental Social Science, NYU, April 2004.  
 McGill University, February 2004.  
 Harvard Business School, February 2004.  
 Radcliffe Institute for Advanced Study, Harvard University, April 2003.  
 National Academy of Sciences, December 2002.  
 Institute of Social Sciences in Ho Chi Minh City, Vietnam, July 2002.  
 University of Massachusetts, April 2002.  
 City College – City University of New York, March 2002.  
 University of Massachusetts, November 2001.  
 the Santa Fe Institute, July 2001.  
 Political Economy Workshop, Indiana University, February 2000.  
 Political Economy Research Institute, University of Massachusetts, April 2000.

#### **RECENT CONFERENCE ORGANIZATION AND PARTICIPATION**

*Funding Public Goods with Raffles*, presented at the New England Experimental Economics Workshop at the University of Massachusetts – Amherst, 7-8, June 2016.  
*Auctions for Charity*, presented at the Science of Philanthropy Initiative Conference at the University of Chicago, 18-19, October 2013.  
*When Do Financial Incentives Fail?* presented at the Biennial Social Dilemmas Conference in Pasadena (at Caltech), 8-9, February 2013.  
*Bucket Auctions for Charity: a field trial*, presented at the international Economic Science Association meeting in New York, 21-24, June 2012.  
*A Comprehensive Examination of Auctions for Charity*, presented at the international Economic Science Association meeting in Chicago, 7-10, July 2011.  
*Charity Auction in the Experimental Lab* presented at the workshop on The Determinants and Implications of Prosocial Behavior, University of Southampton, UK, 6-7 May 2011.  
*Consumer Decision Making: Insights from behavioral economics* presented at the conference on Consumer Decision-Making: Insights from Behavioral Economics, Federal Reserve Bank of Dallas, 29-30 April 2010.  
*Cognitive Skills Affect Economic Preferences, Strategic behavior, and Job Attachment* presented at the Trans-Pacific Labor Seminar, University of California, Santa Barbara, 12-13 March 2010.  
*Performance Pay and the Erosion of Worker Cooperation: Field experimental evidence* presented at When Financial Incentives Backfire: Crowding-Out Motivation at Work Workshop, London School of Economics, 30 June 2009.  
 Organizer of the Middlebury College Workshop on Philanthropy (with James Andreoni, Jessica Holmes, John List and Peter Matthews), 24-26 April 2009.  
*An Introduction to Bucket Auctions for Charity* presented at the international Economic Science Association meeting in Pasadena, 26-29, June 2008.  
*Tournaments and Office Politics* presented at the IZA Behavioral and Organizational Economics Conference, Bonn, Germany, 25-26 May 2007.  
*Bucket Auctions for Charity: an introduction* presented at the American Economic Association annual meetings in Atlanta, 7 January 2006.  
*Using Economic Field Experiments to Shed Light on Development Issues* presented at the annual Latin American and Caribbean Economic Association meetings in Mexico City, 1-4 November, 2006.  
*The Behavioral Foundations of Group-Lending: Field experimental evidence from Paraguay* presented at the regional Economic Science Association meeting in Tucson, 28-30,

September 2006.

*Competitive Work Environments and Social Preferences* presented at the international Economic Science Association meeting in Montreal, 23-26, June 2005.

*Charity Auctions: A Field Experimental Investigation* presented at the American Economic Association annual meetings in Philadelphia, 7 January 2005.

*Do Social Preferences Increase Productivity? Field Experimental evidence from fishermen in Toyama Bay* presented at the North American Economic Science Association meeting in Tucson, 5-7, November 2004.

*Social Reciprocity* presented at the annual meeting of the Human Behavior and Evolution Society in Berlin, 21-25, July 2004.

*Charity Auctions: A Field Experimental Investigation* presented at the international Economic Science Association meeting in Amsterdam, 11-14, June 2004.

*The Demand for Punishment* presented at the international Economic Science Association meeting in Pittsburgh, 19-22, June 2003.

Organizer of 24<sup>th</sup> Annual Middlebury College Conference on Economic Issues (with Glenn Harrison), *Field Experiments in Economics*, 26-27 April 2003.

*Experimental Studies of Altruism/Cooperation from a Combined Economic/Evolutionary Perspective* presented during the International Conference on Complex Systems in Nashua, 10-15, June 2002.

*High Stakes Bargaining with Non-Students* presented at the American Economic Association annual meetings in Atlanta, 4 January 2002.

Organizer of panel (with Catherine Eckel) on *Field Experiments* at the American Economic Association annual meetings in Atlanta, 3-5 January 2002.

Invited Participant at European Science Days 2001, *Money, Happiness and Impatience. The Social and Psychological Foundations of Economic Life*, Steyr Austria, 2-5, July 2001.

*Social Reciprocity* presented at the international Economic Science Association meeting in Barcelona, Spain, 21-24, June 2001.

*Punishing Free-Riders: The Role of Monitoring Group Size, Second-Order Free-Riding and Coordination* presented at the international Economic Science Association meeting in New York, New York, 16-18, June 2000.

## TEACHING EXPERIENCE

99 – 00: Introductory Microeconomics (2); Microeconomic Theory (2); Bargaining Theory & Behavior (1); (166 students).

00 – 01: Introductory Microeconomics (1); Microeconomic Theory (2); Experimental Economics (1); Game Theory (1); Bargaining Theory & Behavior (1); (159 students).

01 – 02: Introductory Microeconomics (1); Microeconomic Theory (2); Game Theory (1); Bargaining Theory & Behavior (1); (138 students).

02 – 03: Introductory Microeconomics (1); Microeconomic Theory (2); Game Theory (1); Bargaining Theory & Behavior (1); (134 students).

03 – 04: on leave.

04 – 05: Introductory Microeconomics (1); Microeconomic Theory (2); Experimental Economics (1); Game Theory (1); Bargaining Theory & Behavior (1); (176 students).

05 – 06: Microeconomic Theory (2); Experimental Economics (1); Game Theory (1); Thesis Workshop (1); (72 students).

07 – 08: Game Theory (2); Microeconomic Theory (1); Introductory Microeconomics (1); Experimental Economics (1); (84 students).

08 – 09: on leave.

09 – 10: Microeconomic Theory (2); Experimental Economics (1) Introductory Microeconomics (1); Senior Research Workshop (1); (79 students).

10 – 11: At McGill: Introduction to Economic Theory (honors) (1); Introduction to Behavioral Economics (1); (142 students).

11 – 12: Microeconomic Theory (2); Game Theory (1); Senior Research Workshop (1); (74 students).

12 – 13: Microeconomic Theory (1); Game Theory (1); Experimental Economics (1); Senior Research Workshop (1); (35 students).

- 13 – 14: Microeconomic Theory (3); Experimental Economics (2); (112 students).  
 14 – 15: on leave.  
 15 – 16: Senior Research Workshop (2); (30 students).  
 16 – 17: Microeconomic Theory (1); Game Theory (1); Senior Research Workshop (1); (75 students).

## THESIS STUDENTS

**Undergraduate (Middlebury):** Rachel Frank ('16), Prottoy Akbar ('13), David Dolifka ('13), Heather Marrison ('13), Martin Sweeney ('13), Brooks Coe ('12), Michael Graham ('12), Jason Mooty ('12), Ben Tabb ('12), Jesse Wolf ('12), David Cha ('10), Andrew DeLoach ('10), Jamie Herther ('10), Matt Lowes ('10), Brian Swartz ('10), Cristina Connolly ('07), Duncan Cooper ('06), Daniel Hutner ('06), Tyler Williams ('06), John Schirm ('05.5), Daniel Whitmore ('03.5), Marla Weinstein ('03), Kevin Immonje ('02), Justin Drechsler ('02), McAndrew Rudisill ('01), Okomboli Ong'ong'a ('00.5).

**Graduate:** Joshua Foster (2014, University of Arkansas,); Phil Mellizo (2010, University of Massachusetts, Amherst, *Essays in Behavioral Labor Economics*); Wesley Pech (2009, University of Massachusetts, Amherst, *The Role of the Boss in Team Production: An experimental investigation*).

## SERVICE

Economic Science Association executive committee member (2016-19), Association for the Study of Generosity in Economics board member (2012-present), National Science Foundation Grant Review Panelist (2013-14), National Science Foundation Graduate Research Fellowship Panelist (2011), Department Chair 2011-12, Athletic Policy Committee 2014, Benefits Advisory Committee 2006-10, Union College Department of Economics review June, 2007, Curriculum Committee 2001-02, Human Subjects Review Committee (aka IRB) 2002-03, 2004-05 (alternate), 2005-06, Recruiting and Hiring 2000, 2001, 2004, 2006, 2009, 2010, 2012, 2014, 2016, Research seminar coordinator 2005-06.

## MEMBERSHIP IN PROFESSIONAL ORGANIZATIONS

American Economic Association, Economic Science Association, Game Theory Society, Behavior and Brain Sciences Associate, Addison County Firefighters Association.

## REFERENCES

Professor Samuel Bowles  
 Director of the Behavioral Sciences Program  
 Santa Fe Institute  
 1399 Hyde Park Rd  
 Santa Fe, NM 87501  
 (samuel.bowles@gmail.com)

Professor Ernst Fehr  
 Institute for Empirical Research in Economics  
 Blümlialpstrasse 10  
 CH-8006 Zürich  
 (efehr@iew.unizh.ch)

Professor John List  
 Department of Economics  
 University of Chicago  
 1126 E. 59th Street  
 Chicago, IL 60637  
 (jlist@uchicago.edu)

Professor Catherine Eckel  
 Department of Economics  
 Texas A&M University  
 ALLN 3052  
 College Station, TX 77843  
 (ceckel@econmail.tamu.edu)

Professor Herbert Gintis  
 Emeritus (University of Mass.)  
 Central European University  
 15 Forbes Avenue  
 Northampton, MA 01060  
 (hgintis@comcast.net)

Professor Peter Matthews  
 Department of Economics  
 Middlebury College  
 Middlebury, VT 05753  
 (pmatthew@middlebury.edu)