

ERIC E. CARDELLA

CONTACT INFORMATION

Rawls College of Business
Texas Tech University
Lubbock, TX 79409

Email: eric.cardella@ttu.edu
Telephone: (806) 834-7482
Last updated: January 2018

EDUCATION

Ph.D. in Economics – University of Arizona, May 2012
▪ Advisor: Martin Dufwenberg
M.A. in Economics – University of Arizona, December 2009
B.A. in Economics – University of California at San Diego, June 2006

ACADEMIC APPOINTMENTS

Assistant Professor – Energy, Economics, and Law in the Rawls College of Business, Texas Tech University, June 2013 – Present

Assistant Professor – Department of Economics, Rochester Institute of Technology, August 2012 – May 2013

FIELDS OF INTEREST

Behavioral Economics; Experimental Economics; Labor Economics; Game Theory; Bargaining and Negotiations; Microeconomic Theory; Industrial Organization

PUBLISHED PAPERS

- [1] “Learning to Make Better Strategic Decisions,” *Journal of Economic Behavior & Organization* 84 (2012), 382 - 392.
- [2] “Stackelberg in the Lab: The Effect of Group Decision Making and ‘Cooling-off’ Periods,” (with Ray Chiu) *Journal of Economic Psychology* 33 (2012), 1070-1083.
- [3] “The Effect of Health Insurance Coverage on the Reported Health of Young Adults,” (with Briggs Depew) *Economics Letters* 124 (2014), 406-410.
- [4] “The Effect of Listing Price Strategy on Real Estate Negotiations: An Experimental Study” (with Mike Seiler) *Journal of Economic Psychology* 52 (2016), 71-90.
- [5] “Exploiting the Guilt Aversion of Others – Do Agents do it and is it Effective?” *Theory and Decision* 80 (2016), 523-560.
- [6] “The Impact of Award Uncertainty on Settlement Negotiations” (with Carl Kitchens) *Experimental Economics* 20 (2017), 333-367.
- [7] “Price Volatility and Residential Electricity Decisions: Experimental Evidence on the Convergence of Energy Generating Source” (with Brad Ewing and Ryan Williams) *Energy Economics* 62 (2017) 428-437.

- [8] “Financial Markets and Genetic Variation” (with Ivalina Kalcheva & Danjue Shang) *Journal of International Financial Markets, Institutions, & Money* 52 (2018) 64-89.
- [9] “Testing for the Ratchet Effect: Evidence from a Real-Effort Work Task” (with Briggs Depew) *Games and Economic Behavior* 107 (2018) 182-202.
- [10] “Risky Business: Precarious Manhood and Investment Portfolio Decisions” (with Mike Parent & Charlene Kalenkoski) forthcoming in *Psychology of Men and Masculinity*

WORKING PAPERS AND SUBMITTED PAPERS

- “Is Greed Contagious? Three Experimental Studies” (with Tamar Kugler, Jennifer Anderson, and Terry Connolly) (pdf available upon request) *under review*
- “Our Bark is Bigger than Our Bite: Stated Preferences over the Distribution of Wages and the Effect on Productivity” (with Alex Roomets) *under review*
- “Green is Good – The Impact of Information Nudges on the Adoption of Voluntary Green Power Plans (with Brad Ewing and Ryan Williams)

WORK IN PROGRESS

- “Information Presentation and 401(k) Plan Choices” (with Charlene Kalenkoski & Mike Parent)
- “Emotions and Ingroup Bias: Fear Increases Ingroup Love, Anger Increases Outgroup Hate” (with Tamar Kugler)
- “Workplace Distractions – The Effects of Internet and Phone Use on Productivity in the Workplace” (with Charlene Kalenkoski)
- “Negotiating Flexible Prices”

CONFERENCE PRESENTATIONS AND INVITED SEMINARS

- *Economic Science Association Conference*, October 2017
- *Western Economic Association Conference*, San Diego CA, June 2017
- Louisiana State University (invited talk), November 2016
- *Economic Science Association Conference*, November 2016
- Florida State University (invited talk), January 2016
- *Southern Economic Association Conference*, New Orleans LA, November 2015
- *Economic Science Association Conference*, Dallas TX, October 2015
- University of Arizona (invited talk), September 2015
- *Culture and Finance Conference* (invited talk), Wake Forest, March 2015
- *Texas Experimental Economics Symposium*, UT Dallas, March 2015
- *Southern Economic Association Conference*, Atlanta GA, November 2014
- *Economic Science Association Conference*, Ft. Lauderdale FL, October 2014
- *Economic Science Association Conference*, Santa Cruz CA, October 2013

- *Western Economic Association Conference*, Seattle WA, June 2013
- University of Mississippi (invited talk), November 2012
- *Economic Science Association Conference*, Tucson AZ, November 2012
- *New York State Economics Association*, SUNY Farmingdale, October 2012
- *Bay Area Behavioral and Experimental Economics Workshop*, Santa Clara University, May 2012
- Bowdoin College (invited talk), February 2012
- University of Wisconsin-Eau Claire (invited talk), February 2012
- Rochester Institute of Technology (invited talk), January 2012
- University of Arizona (invited talk), November 2011
- *Economic Science Association Conference*, Tucson AZ, November 2011
- University of Arizona Economics Society (guest speaker), October 2011
- *Economic Science Association Conference*, Tucson AZ, November 2010

OTHER PROFESSIONAL ACTIVITIES

- Ad hoc referee for: *Economica*; *Energy Economics*; *Games and Economic Behavior*; *Journal of Behavioral and Experimental Economics*; *Group & Organization Management*; *Journal of Economic Behavior and Organization*; *Journal of Economic Psychology*; *Journal of Institutional and Theoretical Economics*; *Review of Economics of the Household*
- 4th Annual Lindau Nobel Laureate Meetings in Economic Sciences, NSF Fellow, August 2011
- International Foundation for Research in Exp. Economics (IFREE) Graduate Workshop in Experimental Economics, Chapman University, January 2011

SCHOLARSHIPS, FELLOWSHIPS, AND AWARDS

- Rawls College of Business Summer Research Grant, 2018
- Rawls College of Business Summer Research Grant, 2017
- Rawls College of Business Summer Research Grant, 2016
- Texas Tech University Transdisciplinary Research Academy grant, April 2016
- Texas Tech University Proposal Stimulus Program grant, April 2016
- Texas Tech University Scholarship Catalyst Program small grant, November 2015
- Rawls College of Business Summer Small Grant, April 2015
- Rawls College of Business Summer Small Grant, April 2014, Best Proposal
- RIT College of Liberal Arts Faculty Research Grant, November 2012
- Donald Wells Fellowship for excellence in teaching, August 2011

- Steven Manos prize for best second-year paper, runner-up, September 2009
- George W. Coleman Scholarship recipient, August 2007

TEACHING INTERESTS

Game Theory; Behavioral Economics; Experimental Economics; Microeconomic Theory; Strategy; Industrial Organization

TEACHING EXPERIENCE

- Course taught at Texas Tech
 - *Honors Applied Business Economics* (BECO 4310H)
 - *Applied Business Economics* (BECO 4310)
 - *Economic Analysis for Business* (BECO 5310) - Masters Level Distance Course
- Courses taught at Rochester Institute of Technology
 - *Principles of Microeconomics* (ECON 211)
 - *Game Theory with Economic Applications* (ECON 464)
 - *Behavioral and Experimental Economics* (ECON 468)
- Courses taught at the University of Arizona:
 - *Game Theory and Decisions* (ECON 431)
 - *Microeconomics for Business* (ECON 300)
 - *Global and Financial Economics and Strategies* (BNAD 301)

REFERENCES

Martin Dufwenberg, Ph.D.

Eller Professor of Economics
Department of Economics
University of Arizona
1130 E. Helen Street
Tucson, AZ 85721
Phone: (520) 626-1540
martind@eller.arizona.edu

John Wooders, Ph.D.

Professor
NYU Abu Dhabi
Social Science Building A5 – 165
Saadiyat Campus
P.O. Box 129188
Abu Dhabi, United Arab Emirates
jwooders@gmail.com

Tamar Kugler, Ph.D.

Associate Professor
Department of Management
and Organization
University of Arizona
1130 E. Helen Street
Tucson, AZ 85721
Phone: (520) 626-7788
tkugler@eller.arizona.edu

Victoria Prowse, Ph.D.

Associate Professor
Department of Economics
Purdue University
2072 Rawls Hall
403 W. State Street
West Lafayette, IN 47907
Phone: (607) 227-3126
vprowse@purdue.edu

David Gill, Ph.D.

Associate Professor
Department of Economics
Purdue University
4023 Rawls Hall
403 W. State Street
West Lafayette, IN 47907
Phone: (765) 412-4802
gill53@purdue.edu

John Drabicki, Ph.D. (Teaching Reference)

Associate Professor
Department of Economics
University of Arizona
1130 E. Helen Street
Tucson, AZ 85721
Phone: (520) 621-4221
drabicki@eller.arizona.edu