

# 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: October 2017

## 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

- “Learning to Make Better Strategic Decisions,” *Journal of Economic Behavior & Organization* 84 (2012), 382 - 392.
- “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.
- “The Effect of Health Insurance Coverage on the Reported Health of Young Adults,” (with Briggs Depew) *Economics Letters* 124 (2014), 406-410.
- “The Effect of Listing Price Strategy on Real Estate Negotiations: An Experimental Study” (with Mike Seiler) *Journal of Economic Psychology* 52 (2016), 71-90.
- “Exploiting the Guilt Aversion of Others – Do Agents do it and is it Effective?” *Theory and Decision* 80 (2016), 523-560.
- “The Impact of Award Uncertainty on Settlement Negotiations” (with Carl Kitchens) forthcoming in *Experimental Economics*.
- “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.

- “Risky Business: Precarious Manhood and Investment Portfolio Decisions” (with Mike Parent & Charlene Kalenkoski) forthcoming in *Psychology of Men and Masculinity*
- “Financial Markets and Genetic Variation” (with Ivalina Kalcheva & Danjue Shang) forthcoming in *Journal of International Financial Markets, Institutions, & Money*

### **WORKING PAPERS AND SUBMITTED PAPERS**

- “Testing for the Ratchet Effect: Evidence from a Real-Effort Work Task” (with Briggs Depew) *revise and resubmit*
- “Is Greed Contagious? Three Experimental Studies” (with Tamar Kugler, Jennifer Anderson, and Terry Connolly) (pdf available upon request) *under review*
- “Negotiating Flexible Prices”

### **WORK IN PROGRESS**

- “Workplace Distractions – The Effects of Internet and Phone Use on Productivity in the Workplace” (with Charlene Kalenkoski)
- “Wage Distributions: Preferences and Productivity (with Alex Roomets)

### **CONFERENCE PRESENTATIONS AND INVITED SEMINARS**

- *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*; *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*
- 4<sup>th</sup> 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, 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.*

Distinguished Research Professor  
Economics Discipline Group  
University of Technology Sydney  
PO Box 123  
Broadway NSW 2007, Australia  
Phone: 61-2-9514-3206  
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

*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