

CONTACT INFORMATION

Rawls College of Business
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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, September 2013 – Present
Assistant Professor – Department of Economics, Rochester Institute of Technology, August 2012 – May 2013

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) *Psychology of Men and Masculinity* 19 (2018) 195-202.

WORKING PAPERS AND SUBMITTED PAPERS

- “Is Greed Contagious? Three Experimental Studies” (with Tamar Kugler, Jennifer Anderson, and Terry Connolly) (pdf available upon request) *Revise and Resubmit (1st round) at Journal of Behavioral Decisions Making*
- “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) *under review*
- “Less is *not* More: Information Presentation Complexity and 401(k) Planning Choices” (with Charlene Kalenkoski & Mike Parent) *under review*

WORK IN PROGRESS

- “Emotions and Ingroup Bias: Fear Increases Ingroup Love, Anger Increases Outgroup Hate” (with Tamar Kugler)
- Inequality Salience as a Norm Enforcement Device (with Jeffrey Butler)
- “Workplace Distractions – The Effects of Internet and Phone Use on Productivity in the Workplace” (with Charlene Kalenkoski)

COURSES TAUGHT:

- Course taught at Texas Tech University (2013-Present):
 - *Honors Applied Business Economics* (BECO 4310H)
 - *Applied Business Economics* (BECO 4310)
 - *Economic Analysis for Business* (BECO 5310) - Distance Course
- Courses taught at Rochester Institute of Technology (2012-2013):
 - *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 (2007-2012):
 - *Game Theory and Decisions* (ECON 431)
 - *Microeconomics for Business* (ECON 300)
 - *Global and Financial Economics and Strategies* (BNAD 301)

ACADEMIC SERVICE

- Ad hoc referee for: *Economica*; *Economics Bulletin*; *Energy Economics*; *Experimental Economics*; *Games and Economic Behavior*; *Group & Organization Management*; *Journal of Behavioral and Experimental Economics*; *Journal of Economic Behavior and*

Organization; Journal of Economic Psychology; Journal of Institutional and Theoretical Economics; Review of Economics of the Household

- Leverage taskforce, 2018
- TTU Institutional Review Board (IRB) reviewer, 2015-present
- Faculty Mentor for Rawls Business Leadership Program (RBLP), 2013-present
- Faculty Supervisor for RBLP Service Learning Project, 2016-present
- Faculty Mentor for Delta Sigma Phi, 2017-present
- Bloomberg Business Week Advisory Board, 2015-present
- STEM MBA admissions committee, 2018-present
- Journal list taskforce, 2015-2018
- Working families and women in business taskforce, 2015-2016
- Search Committee Co-chair (tenure-track hire), 2014-2015
- BECO 4310 Standardized Evaluation Committee, 2014-2015
- Online Course Development for Economic Analysis for Business (BECO 5310), 2014

DISSERTATION COMMITTEE:

- Hainan Sheng (committee member), Graduated May 2017, Dissertation topic: Option measures and stock return predictability
 - Initial placement: University of Northern Iowa
- Eric Sisneros (committee member), Graduated August 2016
 - Initial placement: Oklahoma State University (visiting)

STUDENT SUPERVISION:

- Independent Study (undergraduate), Rose Stocks, Spring 2017

SCHOLARSHIPS, FELLOWSHIPS, AND AWARDS

- Rawls College of Business Summer Research Grant, 2016, 2017, 2018
- 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
- Center for Leadership Ethics Small Grant, 2013
- RIT College of Liberal Arts Faculty Research Grant, November 2012
- 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
- 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

CONFERENCE PRESENTATIONS AND INVITED SEMINARS

- *Public Choice Society Meetings*, March 2018
- *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