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Education

Ph.D. Economics, Florida State University, December, 2009

M.S. Economics, Florida State University, 2004

B.A. Economics, Florida State University, 1999

Positions

Webster University Geneva, School of Business and Technology

Associate Professor, 2017-

Assistant Professor, 2010 - 2017

GATE Lyon Saint-Etienne (Groupe d'Analyse et de Théorie Economique, CNRS)

Chercheur Associée, 2015 -

University of North Carolina at Charlotte, Department of Economics

Visiting Assistant Professor, Fall 2017

Florida State University

Institute for Energy Systems, Economics, and Sustainability (IESES) Research Associate, Spring 2010
xs/fs Laboratory, Quinn Fellow in Experimental Economics, 2006-2009

United States Bureau of Labor Statistics, Division of Industry Productivity

Economist, 2005-2006

Papers

Publications

1. Entry by Successful Speculators in Auctions with Resale, with Marco Pagnozzi, **Experimental Economics**, forthcoming.
2. Efficiency in Auctions with (Failed) Resale, with Marco Pagnozzi, **Journal of Economic Behavior and Organization**, forthcoming.
3. Coordination and Focality Under Gain-Loss Framing: Experimental Evidence, with Odile Poulsen, **Economics Letters**, 164 (2018): 75-78.
4. Demand Reduction in Multi-Object Auctions with Resale: An Experimental Analysis, with Marco Pagnozzi, **Economic Journal**, 127 (2017): 2702-2729.
5. Procurement Auctions with Renegotiation and Wealth Constraints, with Wei-Shiun Chang & Tim Salmon, **Economic Inquiry**, 54 (2016): 1684-1704.

6. Entrepreneurship and Team Participation: An Experimental Study, with David Cooper, **European Economic Review**, 59 (2013): 126-140.
7. Speculation and Demand Reduction in English Clock Auctions with Resale, **Journal of Economic Behavior and Organization**, 84 (2012): 416-431.

Revisions Requested

8. Default and Resale-Based Limited Liability in Second Price Auctions, with Marco Pagnozzi, *revisions requested at* **Journal of Economics and Management Strategy**
9. The Impact of Beliefs on Effort in Telecommuting Teams, with Glenn Dutcher, *revisions requested at* **Journal of Economic Behavior and Organization**

Working Papers

10. Collective Decision Making with Endogenous Costly Communication, with Marcello Puca & Simone Sepe
11. Is “Real” Effort More Real?, with Glenn Dutcher and Tim Salmon

Current Projects

- Ability and Team Formation, with David Cooper & Marie Claire Villeval (data collection complete)
- Sequential Auctions with Budget Constraints, with Russell Engel & Artie Zillante (data collection complete)
- Characterizing the Entrepreneur Using Experimental Economics: A Longitudinal Study, with David Cooper & Marie Claire Villeval (initial data collection complete; 2nd round data Spring 2018)
- Supply Chain Corruption: A Field Experiment with Danila Serra (design development stage)
- Procurement and Renegotiation: Strategic Bidders or Poor Planners? A Field Experiment in Colombia with Tim Salmon and Marco Pagnozzi (design development stage)

Grants and Fellowships

- Summer Institute on Field Experiments at the University of Chicago (SIFE), Project Grant, Nov., 2017
- Summer Institute on Field Experiments at the University of Chicago (SIFE), Scholar Travel Support, July 2017
- Programme Avenir Lyon Saint-Etienne - Management Economie Lyon St Etienne (PALSE - MAELYSE) Project Grant (with Marie Claire Villeval, David Cooper, & EMLYON), 2015
- Einaudi Institute for Economics and Finance (EIEF) Project Grant (with Marcello Puca & Simone M. Sepe), 2014
- The International Foundation for Research in Experimental Economics (IFREE) Small Grants Program (with Marco Pagnozzi), 2012
- Faculty Research Grant - Webster University Geneva, 2011-2015; 2017
- Webster University St. Louis 2016

Brim Dissertation Fellowship, Department of Economics - Florida State University, 2008-2009 Academic Year

Ewing Marion Kauffman Foundation Fellowship - Summer Intensive PhD Seminar in Entrepreneurship, June 2008

Florida State University Dissertation Research Grant, Feb. 2008

Invited Presentations

2018 (*planned*) Groupe d'Analyse et de Theorie Economique (CNRS GATE), University of Geneva

2017 Florida Atlantic University, Florida State University

2016 University of Lausanne; University of St. Gallen, City University London

2015 University of Innsbruck

2013 University of East Anglia

2012 Grenoble Applied Economics Laboratory (GAEL)

2011 EMIR Workshop at CNRS GATE

2010 CNRS GATE

2009 University of Gothenburg

Conference/Other Presentations

2018 (*planned*) Workshop on Experimental Economics and Entrepreneurship - Copenhagen Business School; French Association of Experimental Economics (ASFEE) - Nice

2017 Regulating for Decent Work, International Labor Organization (ILO) - Geneva; Summer Institute on Field Experiments (SIFE) - University of Chicago; Economic Science Association (ESA) North American Meeting - Richmond, VA

2016 Swiss Society for Economics and Statistics (SSES) Annual Congress - Lugano; ESA International Meeting - Jerusalem

2015 ESA European Meeting - Heidelberg; Southern Economic Association (SEA) Conference - New Orleans

2014 ESA European Meeting - Prague; ESA North American Meeting - Ft. Lauderdale

2013 Swiss IO Day - University of Bern; ASFEE - Lyon; ESA World Meeting - Zurich; SEA Conference - Tampa

2012 SEA Conference - New Orleans; Society for the Advancement of Behavioral Economics (SABE) - Granada; ASFEE - Montpellier

2011 ESA European Conference - Luxembourg; ESA World Meeting - Chicago; ASFEE - Martinique

2010 ESA World Meeting - Copenhagen; ASSA Annual Meeting - Atlanta (discussant); INFORMS Annual Meeting - San Diego

2008 SEA Conference - Washington DC; International ESA Meetings - Pasadena

Media Coverage

Feb. 26, 2013 Harvard Business Review - “New Research: What Yahoo Should Know About Good Managers and Remote Workers”

Teaching & Student Advising

University of North Carolina at Charlotte

PhD: Microeconomic Theory I

MS Econ: Advanced Microeconomic Theory

Webster University Geneva

Undergraduate: Economics of Sustainability, Principles of Microeconomics, Principles of Macroeconomics, Applied Statistics, Intermediate Microeconomics, Game Theory

MBA: Game Theory, Managerial Economics, Applied Statistics

Grenoble Ecole de Management

DBA: Main advisor for Samer Hammad (defended, 2017), Randall Jackson (expected 2018), Adalsteinn Leifsson (expected 2021)

Florida State University

Undergraduate: Principles of Microeconomics, Principles of Macroeconomics, Introduction to Economics, Labor Economics (online course), Economics of State and Local Government (online course)

Awards

Charles E. Rockwood Graduate Student Teaching Award, Department of Economics - Florida State University, 2007

Instant Recognition Award, US Bureau of Labor Statistics, 2006

Achievement Recognition Award, US Bureau of Labor Statistics, 2006

Professional Memberships

American Economic Association, Association Francaise d'Economie Experimentale, Economic Science Association, Florida State University Fellows Society

Refereeing

Economic Inquiry, Economics Letters, Economic Theory Bulletin, Experimental Economics, Games, Industrial and Labor Relations Review, International Economic Review, Journal of Economic Behavior and Organization, Journal of Economic Surveys, Journal of Public Economic Theory, Management Science, Southern Economic Journal

Personal

Born August 2, 1976; Married; United States Citizen, Swiss Permit C, Roller Coaster Enthusiast

References

Dr. Tim Salmon
Professor of Economics
Department of Economics
Southern Methodist University
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Dr. David J. Cooper
Brim Eminent Scholar in Economics
Department of Economics
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Tallahassee, FL 32306-2180
Phone: 850-644-7097
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Dr. Marie Claire Villeval
Professor of Economics
CNRS - GATE
University of Lyon
93, Chemin des Mouilles
69130 Ecully, France
Phone: +33 472 86 60 79
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Dr. Marco Pagnozzi
Professor of Economics
Department of Economics
Universita di Napoli Federico II
80126 Napoli, Italy
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