

# Krista J. Saral

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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. Auctions with Limited Liability through Default or Resale, with Marco Pagnozzi, *resubmitted*, **Journal of Economics and Management Strategy**.
9. The Impact of Beliefs on Effort in Telecommuting Teams, with Glenn Dutcher, *revisions requested*, **Journal of Economic Behavior and Organization**.

### *Working Papers*

10. The Value of Consensus: An Experimental Analysis of Costly Pre-Vote 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; Southern Economic Association (SEA) Conference - Washington, D.C.

**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; 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  
3300 Dyer Street  
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Phone: 214-768-3547  
Email: tsalmon@smu.edu

Dr. David J. Cooper  
Brim Eminent Scholar in Economics  
Department of Economics  
Florida State University  
Tallahassee, FL 32306-2180  
Phone: 850-644-7097  
Email: djcooper@fsu.edu

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  
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