

Krista J. Saral

Webster University Geneva
School of Business and Technology
Route de Collex 15
CH-1293 Bellevue
Switzerland

Phone: +41 22 959 80 00
Fax: +41 22 959 80 13
Email: kjsaral@webster.ch
Homepage: <http://kjsaral.net>

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, Assistant Professor, 2010-current

GATE Lyon Saint-Etienne (Groupe d'Analyse et de Théorie Economique, CNRS), Chercheur Associée, 2015 - current

Institute for Energy Systems, Economics, and Sustainability (IESES) at Florida State University, Research Associate, 2009-2010

Quinn Fellow in Experimental Economics at Florida State University (xs/fs Laboratory), 2006-2009

United States Bureau of Labor Statistics, Division of Industry Productivity, Economist, 2005-2006

Papers

Publications

1. Demand Reduction in Multi-Object Auctions with Resale: An Experimental Analysis, with Marco Pagnozzi, **Economic Journal**, doi: 10.1111/eoj.12392 (2016)
2. Procurement Auctions with Renegotiation and Wealth Constraints, with Wei-Shiun Chang & Tim Salmon, **Economic Inquiry**, 54.3.(2016): 1684-1704.
3. Entrepreneurship and Team Participation: An Experimental Study, with David Cooper, **European Economic Review**, Vol. 59, (2013): 126-140.
4. Speculation and Demand Reduction in English Clock Auctions with Resale, **Journal of Economic Behavior and Organization**, 84.1, (2012): 416-431.

Revisions Requested

5. Efficiency in Auctions with (Failed) Resale, with Marco Pagnozzi, *revisions requested*
6. Entry by Successful Speculators in Auctions with Resale, with Marco Pagnozzi, *revisions requested*
7. Default and Resale-Based Limited Liability in Second Price Auctions, *revisions requested*
8. The Impact of Beliefs on Effort in Telecommuting Teams, with Glenn Dutcher, *revisions requested*

Working Papers

9. Collective Decision Making with Endogenous Costly Communication, with Marcello Puca & Simone Sepe
10. Is “Real” Effort More Real?, with Glenn Dutcher and Tim Salmon
11. Coordination and Focality Under Gain-Loss Framing: Experimental Evidence, with Odile Poulsen

Current Projects

Sequential Auctions with Budget Constraints, with Russell Engel & Artie Zillante (data collection finished, write-up stage)

Ability and Team Formation, with David Cooper & Marie Claire Villeval (data collection finished, write-up stage)

Entrepreneurs: A Longitudinal Study, with David Cooper & Marie Claire Villeval (initial data collection finished; 2nd round data collection annually until 2020)

An Experimental Examination of Innovation under Secrecy and Patent Policy (design development stage)

Fixing Supply Chain Corruption: A Cross-Country Field Experiment (design development stage)

What is Fake News? Information Quality Bias and Voting (design development stage)

Grants and Fellowships

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, 2012, 2013, 2014 ; 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

2017 Florida Atlantic 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, Groupe d'Analyse et de Theorie Economique (GATE)

2010 GATE

2009 University of Gothenburg

Conference Presentations

2016 Swiss Society for Economics and Statistics (SSES) Annual Congress - Lugano; Economic Science Association (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 Blog - "New Research: What Yahoo Should Know About Good Managers and Remote Workers"

Teaching & Student Advising

Webster University Geneva

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

Graduate (MBA): Game Theory, Managerial Economics, Applied Statistics

MBA thesis advisor for Anastassia Duka

Grenoble Ecole de Management

DBA: Main advisor for Randall Jackson (expected 2018), Samer Hammad (expected 2017), 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

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

Refereeing

Economic Inquiry, Experimental Economics, Games, Industrial and Labor Relations Review, Journal of Economic Behavior and Organization, Journal of Economic Surveys, Journal of Public Economic Theory, Southern Economic Journal

Personal

Born August 2, 1976; Married; United States Citizen, Swiss Permit C (settlement permit)

Last updated: February 4, 2017