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Education

PhD, Economics *and* Agricultural and Applied Economics, University of Wisconsin – Madison, 2002.
M.P.A., Economics and Public Policy, University of Pittsburgh, 1993.
B.A., French, University of Illinois, 1987.

Professional Experience

Faculty, Interdisciplinary Center for Economic Science (ICES), George Mason University, 2009-present.
Associate Professor, Department of Economics, George Mason University, 2009 - present.
Visiting Scholar, Interdisciplinary Center for Economic Science (ICES), George Mason University, Fall 2008.
Visiting Scholar, Department of Economics, University of Pittsburgh, Fall 2007.
Faculty, Experimental Economics Center, Georgia State University, 2006 - 2009.
Assistant Professor, Department of Economics, Georgia State University, 2002 - 2009.

Publications

“The Today and Tomorrow of Kids: Time Preferences and Educational Outcomes of Children,” with Marco Castillo, Paul Ferraro, and Jeffrey Jordan, *Journal of Public Economics*, 95(11-12), 2011, 1377-1385.

“Face Value,” with Catherine Eckel, *American Economic Review*, 101(4), 2011, 1497-1513.

“Discrimination in the Lab: Does Information Trump Appearance?” with Marco Castillo, *Games and Economic Behavior*, 68(1), 2010, 50-59.

“On the Preferences of Principals and Agents,” with Marco Castillo and Maximo Torero, *Economic Inquiry*, 48(2), 2010, 266-273.

“Revealing Preferences for Fairness in Ultimatum Bargaining,” with James Andreoni and Marco Castillo, *The Korean Economic Review*, 25(1), Summer 2009, 35-63.

“Learning from Mistakes: What Do Inconsistent Choices Over Risk Tell Us?” with Sarah Jacobson, *Journal of Risk and Uncertainty*, 38(2), 2009, 143-158.

“Beauty, Gender and Stereotypes: Evidence from Laboratory Experiments,” with James Andreoni, *Journal of Economic Psychology*, 29, 2008, 73-93.

“Estimating the Value of Water Use Permits: A Hedonic Approach Applied to Farmland in the Southeastern U.S.,” with Laura Taylor, *Land Economics*, 83(3), 2007, 302-318.

“Farm Household Production Inefficiency in the Gambia: Resource Constraints and Market Failures,” with Jean-Paul Chavas and Michael J. Roth, *American Journal of Agricultural Economics*, 87(1), 2005, 160-179.

“Public Goods Experiments Without Confidentiality: A Glimpse Into Fund-Raising,” with James Andreoni, *Journal of Public Economics*, 2004, 88(7-8), 1605-1623.

“What do Bargainers' Preferences Look Like? Experiments with a Convex Ultimatum Game,” with James Andreoni and Marco Castillo, *American Economic Review*, 2003, 93(3), 672-685.

Working Papers

“What Persuades Voters? A Field Experiment on Political Campaigning,” with Jared Barton and Marco Castillo, November 2011. Submitted.

“Gender Differences in Bargaining Outcomes: A Field Experiment on Discrimination,” with Marco Castillo, Maximo Torero and Lise Vesterlund, December 2011. Submitted.

“Lost in the Mail: A Field Experiment on Crime,” with Marco Castillo, Maximo Torero and Angelino Viceisza, January 2011. Submitted.

“Beautiful or White? Discrimination in Group Formation,” with Marco Castillo and Maximo Torero, November 2011. Submitted.

“Favor Trading in Public Goods Provision,” with Sarah Jacobson, September 2011. Submitted.

“Rationality and the Nature of the Market,” with Marco Castillo and Maximo Torero, September 2008.

“Discrimination in the Workplace: Evidence from a Civil War in Peru,” with Marco Castillo, November 2007.

Work in Progress

“Persuasion and Political Campaigns,” with Jared Barton and Marco Castillo

“Contracting Out of Poverty,” with Marco Castillo and Maximo Torero.

“Preferences of the Poor,” with Marco Castillo and Maximo Torero

Book Review

of J. Henrich, R. Boyd, S. Bowles, C. Camerer, E. Fehr and H. Gintis, *Foundations of Human Sociality: Economic Experiments and Ethnographic Evidence from Fifteen Small-Scale Societies*, Oxford University Press, New York, NY, 2004, in *Journal of Socio-Economics*, 2008, 37(2), 889-891.

Book Chapters and Reports

“Seeking Women Land Owners and Ownership in Zimbabwe: Case Studies of Women’s Access to Land and Land Use,” with Michael J. Roth and Kizito Mazvimavi, in *Delivering Land and Securing Rural Livelihoods: Post-Independence Land Reform and Resettlement in Zimbabwe*, Michael Roth and Francis Gonese, eds., Centre for Applied Social Sciences, University of Zimbabwe and the Land Tenure Center, University of Wisconsin – Madison, 2003, 141-157.

“Rwanda Credit Unions Member and Non-Member Survey 2002.” *World Council of Credit Unions Research Monograph Series* No. 20, 2002.

“Lost in the Shuffle? Women and Land Reform in KwaZulu-Natal, South Africa,” a Report on Gender and Land Reform, for Broadening Access to Land Markets in Southern Africa, Southern African Regional Program, July 2000.

Research Grants and Awards

Office of the Provost Seed Grant, George Mason University, Urban Form and Social Interactions, 2010 (PI, \$10,000)

BASIS Assets and Market Access Collaborative Research Support Program (USAID) Grant, Phase II, Contracting Out of Poverty, with Marco Castillo, Javier Escobal, Maximo Torero, 2008-2010 (PI, \$368,000).

International Food Policy Research Institute, 2008 (PI, \$15,000).

BASIS Assets and Market Access Collaborative Research Support Program (USAID) Grant, Contracting Out of Poverty, with Marco Castillo, Javier Escobal, Maximo Torero, 2007-2008 (PI, \$237,000).

National Science Foundation, Doctoral Dissertation in Economics: The Girl Scout Cookie Phenomenon – An Experimental Study of Social Effects in Fundraising, with Sarah Jacobson, 2008 (co-PI, \$8,640).

Department of Education, Title VI Grant, awarded to the Middle East Institute at Georgia State University. Collaborative grant to be used to develop courses with Middle Eastern content across the university, including my graduate course on Economics of Development, with John Duffield, Michael Galchinsky, Margaret Harper, Renee Schatteman, Dona Stewart (PI), Larry Youngs, 2008 (\$88,233).

International Food Policy Research Institute, 2007 (PI, \$15,000).

Inter-American Development Bank Discrimination and Economic Outcomes Research Grant, Ethnic and Social Barriers to Cooperation, with Marco Castillo and Maximo Torero, 2006 (co-PI, \$40,000).

Georgia State University Research Initiation Grant, Prejudice and the Perpetuation of Differences: Experiments Exploring the Impact of Performance and Appearance on Sorting, 2005-2006 (PI, \$9,500).

Georgia State University Advancement of Women Faculty Scholarship Mentoring Grant Pilot Project, Trusting Appearances and Reciprocating Looks: Experiments on Gender and Race Preferences, with Susan Laury (mentor), 2005 (PI, \$5,500).

Research Equipment Grant, Georgia State University, to update computers in Experimental Lab, with Susan Laury, Paul Ferraro, Laura Taylor, Ann Gillette, Sebastian Pouget, 2004 (co-PI, \$46,206).

Lincoln Institute of Land Policy Dissertation Fellowship, 2001-2002 (PI, \$5,000).

National Science Foundation Dissertation Enhancement Grant, The Evolution of Charitable Fundraising: Theory and Experiments, with James Andreoni, 1999-2000 (co-PI, \$8,500).

BASIS Competitive Grant, Land Tenure Center, University of Wisconsin, 1998-1999 (PI, \$5,000).

Land Tenure Center Mini-Grant, University of Wisconsin, 1997 (PI, \$5,000).

Graduate School Research Grant, University of Wisconsin, with Jean-Paul Chavas and Michael J. Roth, 1995-1996 (co-PI, \$15,000).

Presentations

Economic Science Association Meetings, Tucson, AZ, November 2011

Williams College, Department of Economics, Williamstown, MA, September 2011.

Stanford Institute for Theoretical Economics (SITE), Experimental Economics segment, Palo Alto, CA, September 2011.

University of Maryland, Department of Economics, College Park, MD, April 2011.

Iowa State University, Department of Economics, Ames, IA, March 2011

Economic Science Association Meetings, Tucson, AZ, November 2010

MOVE Gender Conference, Barcelona, Spain, September 2010

New York University, Department of Economics, New York NY, April 2010

Southern Economics Association Meetings, San Antonio, TX, November 2009

Economic Science Association Meetings, Tucson, AZ, November 2009.

International Economic Science Association Meetings, Arlington, VA, June 2009.

George Mason University, Department of Economics, Fairfax, VA, February 2009.

McGill University, Department of Economics, Montreal, Canada, January 2009.

Concordia University, Department of Economics, Montreal, Canada, January 2009.

Copenhagen Business School, Department of Economics, Copenhagen, Denmark, January 2009.

The World Bank, Washington, DC, December, 2008.

Economic Science Association Meetings, Tucson, AZ, November 2008.

George Mason University, Interdisciplinary Center for Economic Science (ICES), Arlington, VA, November 2008.

McGill University, Department of Economics, Workshop in Economics Experiments in Developing Countries, Montreal, Quebec, Canada, October 2008.

Virginia Commonwealth University, Richmond, VA, September 2008.

BASIS Annual Management Meeting, Managua, Nicaragua, August 2008.

Georgia Institute of Technology, Atlanta, GA, March 2008.

Allied Social Science Association Meetings, New Orleans, LA, January 2008.

University of Pittsburgh, Pittsburgh, PA, November 2007.

Gender and Negotiation Conference, Kennedy School of Government, Harvard University, Cambridge, MA, Nov 2007.

Economic Science Association Meetings, Tucson, AZ, October 2007.

Latin American & Caribbean Economic Association (LACEA) Meetings, Bogota, Colombia, Oct 2007.

Texas A&M University, College Station, TX, April 2007.

Southern Economic Science Association Meetings, Charleston, SC, November 2006.

Inter-American Development Bank Workshop on Discrimination and Economic Outcomes, Mexico City, Mexico, October 2006.

Economic Science Association Meetings, Tucson, AZ, September 2006.

International Economic Science Association Meetings, Atlanta, GA, June 2006.

Southern Economics Association Meetings, Washington, DC, November 2005

Middlebury College, Middlebury, VT, April 2005

Southern Economics Association Meetings, New Orleans, LA, November 2004

Economic Science Association Meetings, Tucson, AZ, November 2004.

Emory University, Environmental Studies Seminar Series, Atlanta, GA, October 2004.

Virginia Tech University, Blacksburg, VA, February 2004.

Allied Social Science Association Meetings, San Diego, CA, January 2004.

Southern Economic Association Meetings, San Antonio, TX, November 2003.

International Economic Science Association Meetings, Pittsburgh, PA, June 2003.

National Science Foundation Workshop on Classroom Experiments, Tucson, AZ, May 2003.

University of Illinois, Center for African Studies Seminar Series, Urbana, IL, April 2002.

Georgia State University, Atlanta, GA, January 2002.

Simon Fraser University, Vancouver, British Columbia, January 2002.

BASIS CRSP Southern Africa Synthesis Workshop on Land and Water, South Africa, July 2001.

Allied Social Science Association Meetings, New Orleans, LA, January 2001.

Economic Science Association Meetings, Tucson, AZ, September 2000.

American Agricultural Economics Association Meetings, Toronto, Ontario, July 1997.

Referee

American Economic Review, Econometrica, Journal of Political Economy, Quarterly Journal of Economics, Agricultural Economics, American Journal of Agricultural Economics, Atlantic Economic Journal, B.E. Journal of Economic Analysis and Policy, Bulletin of Economic Research, Economic Inquiry, Economic Journal, Economic Letters, Economic Theory, Environment and Development Economics, Experimental Economics, Feminist Economics, International Economic Review, Journal of Economic Behavior and Organization, Journal of Economic Education, Journal of Economic Psychology, Journal of the European Economic Association, Journal of Managerial and Decision Economics, Journal of Public Economics, Journal of Public Economic Theory, Journal of Regional Science, Journal of Risk and Uncertainty, Judgment and Decision Making, Labour Economics, Land Economics, Michigan State University Women and International Development Program, National

Science Foundation, Nonprofit and Voluntary Sector Quarterly, Oxford Economic Papers, Political Research Quarterly, Public Choice, Rationality and Society, Resource and Energy Economics, Social Science and Humanities Research Council (Canada), Southern Economic Journal

Professional Activities

Economic Science Association, Executive Committee Member, 2008-2010.

News Coverage

Men's Health Magazine, April 2009.

New Zealand Radio, live interview on beauty and stereotypes, August 28, 2007.

British Broadcasting Center (BBC) Radio, live interview with Simon Jack on beauty and stereotypes, August 13, 2007.

The Independent (UK), "Beautiful People Earn 12% More Than Ugly Bettys," August 13, 2007.

The Daily Mail (UK), "Beautiful People Earn More Than Their Ugly Workmates, Says Study," August 12, 2007.

New York Times, "Economic Scene: Beauty and the Fattened Wallet," column by Hal Varian, April 6, 2006.

Student Advising

Jared Barton (GMU PhD, co-main advisor), expected 2012

Xiaofei Pan (GMU PhD, committee member), expected 2012

Sarah Jacobson (GSU PhD, main advisor), 2010,
currently Assistant Professor, Williams College, Williamstown, MA

Monica Ospina (GSU PhD, main advisor), 2010,
currently Assistant Professor, Universidad EAFIT, Medellin, Columbia

Daniel Hall (GSU PhD, committee member), 2010

Solomon Tesfu (GSU PhD, reader), 2009

Ignacio Navarro (GSU-Georgia Tech PhD, committee member), 2008

Angelino Visceiza (GSU PhD, committee member), 2007

Nikola Tasic (GSU PhD, reader), 2007

Abdu Muwonge (GSU PhD, committee member), 2006

Xinye Zheng (GSU PhD, committee member), 2006

Hanji Wu (GSU PhD, committee member), 2006

Michael Tasto (GSU PhD, reader), 2006

Velma Zahirovic-Herbert (GSU PhD, reader), 2006

Service to the Department and University

George Mason University

Experimental Economics Field Exam Committee, Department of Economics, member, 2009-present.

Georgia State University

Department of Economics Graduate Committee, member, 2003-2009.

Microeconomic Theory Comprehensive Exam Committee, Department of Economics, member, 2004-2009.

Experimental Economics Field Exam Committee, Department of Economics, member, 2007-2009.

Faculty Affairs Committee, Andrew Young School, member, 2004-2006, 2008-2009.

Teaching Experience

George Mason University

Experimental Economics I (graduate)

Workshop in Experimental Economics (graduate)

Economic Systems Design II (undergraduate/graduate)

Georgia State University

Economics of Development (graduate)

Optimization and Partial Equilibrium Analysis (graduate)

Principles of Microeconomics (undergraduate)

Languages

English, French, Spanish (intermediate)