

ELIZABETH HOFFMAN

VITA

February 2020

CURRENT POSITION: Professor of Economics, Iowa State University; Senior Distinguished Fellow, Searle Center on Law, Regulation and Economic Growth, Northwestern University; and President Emerita, University of Colorado System (public finance, graduate experimental economics, and micro principles)

Date and Place of Birth: November 12, 1946, Bryn Mawr, Pennsylvania
Married, no children

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EDUCATION

Ph.D., California Institute of Technology, 1979; major field, economics. Dissertation: Essays in Optimal Resource Allocation Under Uncertainty with Capacity Constraints

Ph.D., University of Pennsylvania, 1972; major field, history

Dissertation: The Sources of Mortality Changes in Italy Since Unification

M.A., University of Pennsylvania, 1969; major field, history

A.B., Smith College, 1968; major field, history

George Mason University Law School, Law and Economics Center: Law Institute for Economists, 1989

PREVIOUS ACADEMIC EXPERIENCE

Executive Vice President and Provost, Iowa State University, 2007-2012.

President, University of Colorado System, 2000-2005, Professor of Economics, University of Colorado at Boulder, 2000-2006. Professor of Public Affairs, Graduate School of Public Affairs, University of Colorado at Denver, 2005-2006 (graduate public finance).

Provost and Vice Chancellor for Academic Affairs; Professor of Economics, History, Political Science, Psychology; and Institute of Government and Public Affairs; University of Illinois at Chicago. 1997-2000

Dean, College of Liberal Arts and Sciences, and Professor of Economics, Iowa State University, 1993-1997 (principles of microeconomics, freshman composition)

Professor of Psychology, Iowa State University, 1996-1997

Professor of Economics, University of Arizona, 1988-1993 (economics for engineers, microeconomics for MBAs, honors principles, experimental economics, European economic history)

Associate Dean and MBA Program Director, Karl Eller Graduate School of Management, University of Arizona, 1989-1993

Professor of Law, University of Arizona, 1992-1993

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Professor of Economics, University of Wyoming, 1986-1988 (macro and micro principles, graduate public finance, public choice)

Visiting Associate Professor of Economics, University of Arizona, 1986-1987 (economics for engineers, experimental economics).

Visiting Associate Professor of Economics, University of Wyoming, 1985-1986 (macro and micro principles, grad public finance, public choice).

Associate Professor of Economics, Purdue University, 1983-1986 (intermediate microeconomic theory with calculus, European economic history, experimental economics, microeconomics for MBAs)

Assistant Professor of Economics, Purdue University, 1981-1983 (intermediate microeconomic theory with calculus, European economic history, population economics)

Assistant Professor of Economics, Northwestern University, 1978-1981 (intermediate microeconomics, population economics, European economic history, history and theory, linear models, individual choice-theory)

Teaching Assistant, California Institute of Technology, 1975-1978 (principles of economics).

Assistant Professor of History, University of Florida, 1974-1977 (early modern and modern European survey, Renaissance, modern European social history, demographic history)

Instructor of Economics and History, Carleton College, 1972 (principles of macroeconomics, introduction to historical thinking).

Instructor of Economics, Macalester College, 1971-1972 (principles of microeconomics).

Instructor of Economics, St. Olaf College, 1971 (economic demography).

HONORARY DEGREES

Diploma of Honorary Doctor, National University of Life and Environmental Sciences of Ukraine, presented on Knowledge Day in Kiev, Ukraine, September 1, 2011.

MAJOR RESEARCH AWARDS

ANBAR Electronic Intelligence Citation of Excellence; Highest Quality Rating; for “Social Distance and Other-Regarding Behavior in Dictator Games”

Ronald H. Coase Prize for excellence in the study of law and economics (jointly with Matthew Spitzer), given by the University of Chicago Law School, University of Chicago Law School, 1986.

“The Use of Contingent Valuation Methodology in Natural Resource Damage Assessments: Legal Fact and Fiction,” Northwestern University Law Review, 1029-1166 (1995) designated as one of the thirty best articles in environmental law in 1995 by the Land Use and Environmental Law Review (Chicago-Kent College of Law, Illinois Institute of Technology).

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OTHER ACADEMIC DISTINCTIONS:

Published a number of widely-cited articles which are considered classics in their respective fields. 8,824 citations, 1,956 since 2015, H-index of 25, based on 2/1/2020 Google Scholar citations.

<https://scholar.google.com/citations?user=C492mSoAAAAJ&hl=en>

2 papers have over 1,000 citations, 11 have over 100 citations.

Participated in the development of three new, now widely-accepted, fields in economics: experimental economics, cliometrics, and behavioral economics.

Carolyn Shaw Bell Award, Committee on the Status of Women in the Economics Profession, American Economic Association, 2010 (recognized by the Association of American Universities as a prestigious award).

AWARDS AND ACADEMIC DISTINCTIONS OF MENTEES

Since 1996 I have served as the senior mentor to two groups of junior women economists under two programs sponsored by the American Economic Association's Committee on the Status of Women in the Economics Profession and funded by the National Science Foundation. I was assisted by junior mentor Catherine Eckel with the first group of 5 mentees, all of whom are tenured and almost all of whom are full professors. Yan Chen and Rachel Croson served as junior mentors to the second group. All but one now has tenure and one is a full professor and winner of the 2013 Fischer Black Prize. This is the best record of any of the mentoring groups funded through these programs. In part because of this service, I won the American Economic Association's 2010 Carolyn Shaw Bell Award for improving the status of women in the economics profession. This is a partial list of the achievements of my mentees:

Yan Chen is a full professor in the School of Information at the University of Michigan, past president of the economic science association, and the 2020 winner of the Carolyn Shaw Bell Award..

Rachel Croson is professor of economics, provost at the University of Minnesota, and the 2018 winner of the Carolyn Shaw Bell Award. Previously, she was dean of business at the University of Texas at Arlington and dean of social science at Michigan State.

Catherine Eckel is the Sara and John Lindsey Professor of Liberal Arts and Behavioral/Experimental Economics at Texas A&M, won the 2012 Carolyn Shaw Bell Award, and is past president of the economic science association.

Ulrike Malmendier is professor of finance and economics at the University of California, Berkeley and won the 2013 Fischer Black Prize for the top finance scholar under 40 from the American Finance Association.

Laura Razzolini is Professor of Economics and chair of the economics and finance department at the University of Alabama. Previously, she was chair of the economics department at Virginia Commonwealth University and Editor of the Southern Economic Journal.

Sara Solnick is Chair of the Economics Department at the University of Vermont.

Lise Vesterlund is the Andrew W. Mellon Professor of Economics at the University of Pittsburgh. Previously, she was chair of the economics department.

Ebonya Washington is the Henry Kohn Professor of Economics at Yale (tenured).

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Vicki Bogan is an associate professor (tenured) in the Dyson School at Cornell University.

UNIVERSITY AND COMMUNITY AWARDS

Iowa Network for Women in Higher Education Leadership Award, 2018.

Women Impacting Women at Iowa State Calendar, Carrie Chapman Catt Center for Women and Politics, 2013

Resolution of Appreciation, Iowa State University Faculty Senate, 2012.

Margaret Sloss Award for Gender Equity, Iowa State University Women's Center, 2011.

Champion of the First Amendment Award, Iowa State University Greenlee School of Journalism and Communication, 2009.

Honored by both houses of the Colorado Legislature for accomplishments, 2005.

Honored by Congressman Beauprez and read into the Congressional Record, 2005.

Honored by the University of Colorado Foundation for fundraising accomplishments, 2005

University of Colorado Faculty Council Award for Distinguished Public Service, 2005.

Named one of top 25 leaders in Colorado by Colorado Biz, 2004.

University of Colorado Staff Council Administrator of the Year Award, 2003

University of Colorado Faculty Council Administrator of the Year Award, 2002

Association for Women in Communication, Denver Professional Chapter, Woman of Achievement Award, 2002.

Colorado Opera Troupe, "A Night of the Arts Honoring Colorado Women," 2002

Mile High Girl Scouts, Women of Distinction Award, 2001

Mentor of the Year, Chancellor's Committee on the Status of Women, University of Illinois at Chicago, 2000.

Named one of 100 women making a difference by Today's Chicago Woman, 1999

Telly Award Finalist, for U of I OnLine video presentation, 1999

PROFESSIONAL DISTINCTIONS

American Association of Universities, Public Deans Group, Program Chair for 1995 Annual Meetings; Chief Academic Officers, Program Committee, 2009.

American Economic Association: Committee on the Status of Women in the Economics Profession, 1988-1993; Chair, 1991-1993, Mentor, 1995--; Member of Program Committee for 1994 Annual

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Meeting; Member of the Carolyn Shaw Bell Award selection committee, 2012-2104; Departmental Liaison, 2015--.

Association of Universities for Research in Astronomy, Board of Directors, 1995-1996, 2009-2014; Member Representative for Iowa State University, 1996-1997; Financial Audit Committee, 1995-1998 and 2007--; Space Telescope Institute Council, 1993-2003, Subcommittee to review Financial Review Committee Procedure, 1999, Chair; NOAO Director Review Committee, 1995-1996, Chair; Presidential Search Committee, 1999-2000; Presidential Review Committee, 2008-2009; Presidential Search Committee, 2013-2014; AURA Management Council for LSST, 2014-2017: Nominating Committee member, 2017--; AURA Administrative Services Oversight Committee, Chair, 2014--.

Big-12 Provosts Group, 2007- 2012.

Boeing Company Recruitment, Governor's Community Task Force Member, 2001

Cliometrics Society: Founding Trustee, 1985-1987.

Council of Colleges of Arts and Sciences, Member of Program Committee for 1995 and 1996 Annual Meetings; Task Force on the National Agenda, 1994-6; CCAS Representative to NASULGC Commission on Food and Natural Resources, 1994-6; Nominating Committee, 1997.

Econometric Society, Program Committee, 1994 and 1996 North American Summer Meetings.

Economic History Association, Nominating Committee, 1990-91; Audit Committee, 1990-91, 1992-93; Governance Committee, 1991-92.

Economic Science Association: Founding Member of Board of Directors and Section Head for Law and Economics, 1986-1989; President-Elect, 1988-1990, President, 1990-1992, Member of Board of Directors, 1986-2000.

Experimental Economics, Editorial Board, 1997-2000.

Inclusive Community Task Force, Ames, Iowa, Appointed by Mayor Anne Campbell, 2008.

International Journal of Game Theory: Associate Editor, 1992-1995.

Iowa Governor's STEM Education Task Force, 2012

Journal of Economic Behavior and Organization: Associate Editor, 1990-1993.

Journal of Economic Perspectives, Advisory Board, 2011-2014.

National Association of State Universities and Land Grant Colleges (renamed the Association of Public and Land-grant Universities), Commission of Food and Natural Resources, 1994-6; Board on Natural Resources, 1996-7; Commission on the Urban Agenda, 1998-2000; Commission on Outreach and Technology Transfer (renamed Commission on Competitiveness, Innovation, and Economic Prosperity), Executive Committee, 1999-2000 and 2007-2012, Liaison to the Commission on the Urban Agenda, 1999-2000, Program Committee for 1999 Annual Meetings, Chair; Board of Directors, 2001-2004; Council on Academic Affairs, 2007-2012, Executive Committee, 2010-2012.

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National Research Council, Ford Foundation Pre-doctoral Fellowship Program for Minority Students, Review Committee, 1997-98.

National Science Foundation: Economics Review Panel, 1989-1991; Task Force on Economic History and Global Environmental Change, 1991; Economics Program Committee of Visitors, 1996; Social, Behavioral and Economic Sciences Division Advisory Council, 1997-2000; Social and Economic Sciences Committee of Visitors, 2000; National Science Board, 2000-2008; National Science Board, Chair, Committee on Education and Human Resources, 2004-2008; National Science Board Consultant, 2008-2011.

New England Association of Schools and Colleges Commission on Higher Education, Accreditation team for UMass Amherst, November 1-4, 2009.

Public Choice Society: organized experimental sessions, 1984-1988

Smith College, Board of Trustees, 2010--2018; Chair, Library Planning Advisory Committee, 2012-2014; Co-chair, class of 1968 fundraising team, 2008--; Member of the class of 1968 fundraising team, 1993--.

Truman Scholarship Selection Committee, Denver, CO., 2002-2006.

Urban 13 Provost's Group, hosted Fall 1998 meeting.

Virginia Tech economics department external review team chair, 2017.

Western Economic Association, Nominating Committee, 1992-1993.

Witness Seminar on Experimental Economics, Amsterdam, May, 2010.

Phi Kappa Phi

Phi Beta Kappa

Cosmos Club

NON-PROFIT BOARDS

Association of Universities for Research in Astronomy (AURA), Board of Directors, 1995-1996, 2007-2014.

AURA Administrative Services Oversight Committee, Chair, 2014--.

AURA Audit Committee, 2006-- ; Vice Chair, 2014--

AURA Management Council for the Large Synoptic Survey Telescope (LSST), 2014-2017.

Colorado Institute of Technology, Board of Trustees, State of Colorado, 2001-2005.

Denver Metro Chamber of Commerce, Board of Directors, 2001-2005.

Economics Institute Board of Directors, University of Colorado, Honorary Member, 2001-2002.

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Economic Science Association Board of Directors, 1986-2000.

International Foundation for Research in Experimental Economics, Founding Board Member, Secretary, 1997-2000.

Journal of Economic Perspectives, Advisory Board, 2011—

Lockheed Martin Antarctic Contract Advisory Board, 2012--

National Association of State Universities and Land Grant Colleges Board of Directors, 2001-2004.

National Science Board, 2002-2008; Chair, Committee on Human Resources, 2004-2006, Consultant, 2008-2011.

Rocky Mountain PBS, Board of Directors, 2005-2007.

Science Center of Iowa, Board of Directors, 2010-2018

Smith College, Board of Trustees, 2010--2018; Chair, Library Planning Advisory Committee, 2012-2014; Co-chair, class of 1968 fundraising team, 2008--; Member of the class of 1968 fundraising team, 1993--.

Space Telescope Institute Council, 1993-2003.

University of Colorado Hospital, Board of Directors, 2000-2005.

University of Colorado Foundation, Board of Directors, 2000-2005.

The University Improvement Corporation (University of Colorado), Board of Directors, 2000-2003.

University of Colorado Real Estate Foundation Board of Directors, 2003-2005.

FOR PROFIT BOARDS

Edge Technologies, 1996-1997.

Cybernomics, Inc, Founding Board Member, Secretary/Treasurer 1991-2000.

Marsico Capital Management Board of Trustees (a private mutual fund), 2006--

Target Corporation Board of Directors (a Fortune 50 company), 2002-2005.

Viral Genetics, Inc, Board of Directors (a publicly traded biotech company), 2006-2008

GRANTS

NSF Grant #0600399: ADVANCE Institutional Transformation Award: Comprehensive Institutional Intervention Strategy at Iowa State University. Served as PI for years 5-6 (2010-2012), after Susan Carlson, original PI, left Iowa State for the University of California system.

NSF Grant #SBR-9513406, awarded jointly with Richard Howitt, Stephen Rassenti, and Vernon Smith, 1996-2000

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NSF Grant #SES-95, awarded jointly with Kevin McCabe and Vernon Smith, 1995-2000; renewal for creativity, 1997-2000.

NSF Grant #SES-9210052, awarded jointly with Kevin McCabe and Vernon Smith, 1992-1995
Mellon Foundation Development Grant, 1979-1980

NSF Grant #SES-8920965, awarded jointly with Gary Libecap, 1990-1991.

Eller Center Summer Grant, University of Arizona, 1989

National Livestock and Meat Board Grant awarded to Dale Menkhaus for joint research, 1989-1990

NSF Grant #SES-8608206 awarded jointly with Brian Binger, 1986-1990

NSF Grant #SES-8201865 awarded jointly with Matthew Spitzer, 1982-1984

Northwestern University Law School Grant awarded to Matthew Spitzer for joint research, 1980-1981

Northwestern University Grants Committee Grant, 1979-1980

CONSULTATION

Exxon, U.S.A., 1991

Center for Research in Environmental Economics, Technical Consultant, 1989-1993

Law firms of Sherman and Howard (Denver) and Shea and Gardner (Washington, DC) on case of Colorado vs. Idarado Mining Co., et.al., 1986-1990.

Law firm of Sherman and Howard (Denver) on V8-6-4 Cadillac Class Action Suit, 1987-1988.

REFEREE WORK

National Science Foundation, Austrian Science Fund, Canada Council, *American Economic Review*, *Experimental Economics Journal of Economic History*, *Journal of Political Economy*, *Journal of Economic Behavior and Organization*, *Journal of Economic Perspectives*, *International Economic Review*, *International Journal of Game Theory*, *Research in Experimental Economics*, *Journal of Law and Economics*, *Explorations in Economic History*, *Public Choice*, *Economic Inquiry*, *Journal of Environmental Economics and Management*, *American Journal of Political Science*, *Journal of Economic Education*, *American Journal of Agricultural Economics*, *Quarterly Review of Economics and Business*, *Quarterly Journal of Business and Economics*, *Western Journal of Agricultural Economics*; *Journal of Economic Psychology*; *Economics Letters*; *Nature: Human Behavior*; *Sustainability*

UNIVERSITY SERVICE

Undergraduate Studies Committee (Northwestern and Purdue)

Director of Undergraduate Honors Program (Northwestern and Purdue)

Library Committee (Northwestern and Purdue)

Chair, Grade Appeals Committee (Purdue)

Faculty Senate member (Purdue)

Economics Department Policy Committee (Purdue)

Recruiting Committee (Northwestern, Purdue, Wyoming, and Arizona)

Graduate Studies Committee (Wyoming and Arizona)

Director of Graduate Placement, Economics Department (Arizona)

Co-Chair, Graduate Professional Programs Committee (Arizona)

Building Committee (Arizona)

Chair, Economics Department Promotion and Tenure Committee (Arizona)

MIS Department Promotion and Tenure Committee (Arizona)

MBA Program Director (Arizona)

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Chair, Academic Program Review of the Law College (Arizona)
MBA Strategic Planning Task Force (Arizona)
Chair, MBA Curriculum Implementation Task Force (Arizona)
Chair, Management of Technology Task Force (Arizona)
Chair, President's Task Force on Academic Assessment Criteria (Arizona)
Academic Program Review Task Force (Arizona)
Assessment Review Committee (Arizona)
Dean, College of Liberal Arts and Sciences (Iowa State)
University Strategic Planning Committee for 1995-2000 Strategic Plan (Iowa State)
Task Force on Computation Services for 1995-2000 Strategic Plan (Iowa State)
Co-Chair, University TQM Steering Committee, 1994-96 (Iowa State)
Chair, Business Dean Search Committee, 1994-95 (Iowa State)
Chair, LAS Strategic Planning Drafting Committee for 1995-2000 Strategic Plan (Iowa State)
Provost and Vice Chancellor for Academic Affairs (University of Illinois at Chicago)
President (University of Colorado)
Consultant to Dean of the Graduate School of Public Affairs, University of Colorado at Denver and Health Sciences on fundraising and strategy planning
Executive Vice President and Provost (Iowa State University)
Iowa State Economics Department Seminar Committee, Chair, 2016--
Carrie Chapman Catt Center Calendar Selection Committee (Iowa State)
Iowa State University Writing Group mentor
Iowa State Economics Department Budget Advisory Committee, 2014-2016.
Iowa State University Economics Department Council, Chair 2015-2016.
Iowa State University Truman Scholarship Committee
Iowa State University, College of Liberal Arts and Sciences, Faculty Awards Committee, Chair, 2016—
Iowa State University, Economics Department Promotion and Tenure Committee, 2017--2019
Informal mentor to numerous faculty and graduate students
Various other Ad-Hoc Review Committees and Task Forces

COMMUNITY SERVICE

Ames, Iowa Visioning Selection Committee, 2010—.
A Vision for Greater Des Moines and Central Iowa, 2010—.
Ames, Iowa Inclusive Community Task Force, 2008.
Shifting Culture, a non-profit organization, specializing in assisting organizations in crisis, Advisory Committee, 2006-2007
Girl Scouts Mile Hi Council, assisting with fundraising, 2005-2006
Boulder Rotary, Boulder, CO, 2000-2006
Colorado Women's Forum, 2000--
Rotary One, Chicago, IL, 1999-2000
Chicago Women's Network, 1999-2000
Ames Noon Rotary Club, Ames, IA, 1993-1997; Board of Directors, 1997, returned as member, 2007--.
Youth and Shelter Services, Ames, Iowa, Fundraising Committee, 1996.
Nexus Executive Women's Alliance, Des Moines, IA, 1995-1997, returned as member, 2007--.
Story County United Way volunteer, 1995-1996;
Smith College Alumnae Fund Class of 1968 Fundraising Representative, 1994-2001, 2005--.
Ames Chamber of Commerce, Ames, IA, 1993-1997.
Story County/National Women's Political Caucus, 1993-1998.
League of Women Voters, 1993-1997
Forum Presentation at St. Gregory School, Tucson, AZ, February, 1993.
Smith College Club of Tucson, Secretary 1989-1991, 1968 Fundraising Team, 1994-2001.

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Albany County Citizens for a Clean Environment, Laramie, WY, 1985-1986.
Numerous community presentations throughout the state of Colorado during presidency

TEACHING AND RESEARCH INTERESTS

Applied Microeconomics, Experimental Economics, Public Choice, Public Economics, Public Finance, Public Policy, Economic History, Law and Economics, Natural Resource Damage Estimation Techniques

SHORT-TERM POSITIONS

Distinguished Visiting Woman Scholar, Michigan Technological University, December, 2012.

Distinguished Visiting Scholar, Vanderbilt University, 2005-2006.

Visiting Scholar, International Women in Science and Engineering, Indiana University, November, 1999.

Experimental Economics Graduate Workshop, University of Arizona, August, 1995-97 (ultimatum and dictator games)

Visiting Scholar, Senior Women in Economics, Virginia Tech, 1993.

Graduate School Preparation Program, University of Arizona, July - August, 1990, 1991, 1992 (Analytical Thinking).

Visiting Scholar, McGill-Queens University, November, 1990.

George Mason Law School, Economics Institute for Federal Judges, March 1990, 1991, 1992 (Competitive Markets).

ACADEMIC PUBLIC SPEAKING

Established public speaker on issues of leadership and ethics in higher education, the need for reform of higher education, public higher education finance, and the use of economics to inform regulatory policy

RESEARCH AND PUBLICATIONS

1. Published Books

(with Brian R. Binger), Microeconomics with Calculus (New York: Harper Collins, 1988; 2nd edition, 1998. Japanese Translation.

The Sources of Mortality Changes in Italy Since Unification (New York: Arno Press, 1981).

2. Published articles, book chapters, presentations, and cited unpublished work

(with Mengyu Allen Wang, "Attitudes toward Single Pilot Autonomous Aircraft and Self-Driving Cars: Demographic and Familiarity Effects,"

(with Felipe Andres-Cortez), "Influence tactics and decision-making under risk: an agency theory perspective."

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(with Matthew Spitzer, David Schwartz, and Eric Talley), “Patently Risky: Framing, Innovation, and Entrepreneurial Preferences,” available at https://papers.ssrn.com/sol3/papers.cfm?abstract_id=2994560, revise and resubmit *American Law and Economics Review*.

(with Yuanxiang John Li), “Information Security Policy Compliance,” under review at *Management Science*, available at https://papers.ssrn.com/sol3/papers.cfm?abstract_id=3252742.

(with Jae-Hyoung Kim), “Contrast Effects in Investment and Financing Decisions,” Submitted to the *Economic Journal*, available at https://papers.ssrn.com/sol3/papers.cfm?abstract_id=3256087.

(with Younjun Kim) “Pre-play Learning and the Preference Reversal Phenomenon,” *Southern Economic Journal*, 2018.

“In honor of Vernon Smith’s 90th birthday,” *Southern Economic Journal*, 2016.

“Working with Vernon Smith on the Ultimatum and Dictator Experiments,” Presented to Vernon Smith 90th birthday session at Southern Economics Association Meeting, November 19, 2016.

Presentation on getting tenure to graduate students and junior faculty at Economic Science Association Meeting, November 12, 2016.

One of 13 Invited Participants in The Making of Experimental Economics: Witness Seminar on the Emergence of a Field, Andrej Svorenčik and Harro Mass (eds.), Springer, 2016.

“Introduction: What have we Learned about Academic Leadership,” Introductory article in Robert Sternberg, et. al. (editors), Academic Leadership from the Bottom Up and the Top Down, Rowan and Littlefield, 2015.

“Leadership Lessons Learned from Family and Personal Trials,” in Alicia Fedelina Chavez and Ronni Sanlo (eds.), Identity and Leadership: Informing our Lives, Informing our Practice, Student Affairs Administrators in Higher Education, pp. 251-258, 2013

(with Matthew Spitzer), “The Enduring Power of Coase.” *Journal of Law and Economics*, 54: S63-S76, 2011.

(with Soko S. Starobin, Frankie Santos Laanan and Marisa Rivera), “Role of Community Colleges in STEM Education: Thoughts on Implications for Policy, Practice, and Future Research,” Journal of Women and Minorities in Science and Engineering, 16(1): 85-96, 2010.

(with Kevin McCabe and Vernon Smith), “Reciprocity and Dictator Games: An Introduction,” in Charles R. Plott and Vernon L. Smith (eds.), Handbook of Experimental Economics Results, Volume I, Amsterdam: North Holland, 2008, pp. 411-416.

(with Kevin McCabe and Vernon Smith), “Preferences and Property Rights in Ultimatum Games,” in Charles R. Plott and Vernon L. Smith (eds.), Handbook of Experimental Economics Results, Volume I, Amsterdam: North Holland, 2008, pp. 417-422.

(with Kevin McCabe and Vernon Smith), “Prompting Strategic Reasoning Increases Other-regarding Behavior,” in Charles R. Plott and Vernon L. Smith (eds.), Handbook of Experimental Economics Results, Volume I, Amsterdam: North Holland, 2008, pp. 423-428.

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(with Kevin McCabe and Vernon Smith), "Social Distance and Reciprocity in Dictator Games," in Charles R. Plott and Vernon L. Smith (eds.), Handbook of Experimental Economics Results, Volume I, Amsterdam: North Holland, 2008, pp. 429-435.

(with Kevin McCabe and Vernon Smith), "What Makes Trade Possible," in Francesco Parisi and Vernon Smith eds., The Law and Economics of Irrational Behavior, Stanford University Press, Stanford, CA, pp. 169-185, 2005.

(with Kevin McCabe and Vernon Smith), "The Impact of Exchange Context on the Activation of Equity in Ultimatum Games," Experimental Economics , 3: 5-9, 2000.

(with Kevin McCabe and Vernon Smith) "Experimental Law and Economics," in The New Palgrave Dictionary of Law and Economics, P Newman ed., 1998.

(with Kevin McCabe and Vernon Smith), "Social Distance and Other Regarding Behavior in Dictator Games: Reply," American Economic Review 89(1): 340-41, 1999.

(with Kevin McCabe and Vernon Smith), "Behavioral Foundations of Reciprocity: Experimental Economics and Evolutionary Psychology," Economic Inquiry , 34(3): 335-352, 1998.

(with Kevin McCabe and Vernon L. Smith) "Reciprocity: The Behavioral Foundations of Socio-Economic Games," in Wulf Albers, Werner Guth, Peter Hammerstein, Benny Moldovanu, and Eric Van Damme (eds.), Understanding Strategic Interaction: Essays in Honor of Rheinhard Selton, (Berlin-Heidelberg: Springer-Verlag, 1997), pp. 328-344.

"Public Choice Experiments," in Dennis Mueller (ed.), Perspectives on Public Choice: A Handbook (New York: Cambridge University Press, 1997), pp. 415-426.

(with Kevin McCabe and Vernon L. Smith) "Social Distance and Other-Regarding Behavior in Dictator Games," American Economic Review, 86(3): 653-660, 1996.

(with Kevin McCabe and Vernon L. Smith) "On Expectations and the Monetary Stakes in an Incomplete Information Ultimatum Game," International Journal of Game Theory, 25(3): 289-301, 1996.

(with Brian R. Binger and Robert F. Copple), "The Use of Contingent Valuation Methodology in Natural Resource Damage Assessments: Legal Fact and Economic Fiction," Northwestern University Law Journal, 89(3):1029-1116, 1995. Named one of 30 best articles in environmental law in 1995 by the Land Use and Environmental Law Review (Chicago-Kent College of Law, Illinois Institute of Technology).

(with Gary D. Libecap) "The Failure of Government-Sponsored Cartelization and the Development of Federal Farm Policy," Economic Inquiry, 33(3): 365-382, 1995.

(with Brian R. Binger and Robert F. Copple), "Contingent Valuation Methodology in the Natural Resource Damage Regulatory Process: Choice Theory and the Embedding Phenomenon," Natural Resources Journal, 35:443-459, 1995.

(with Kevin McCabe and Vernon Smith), "Ultimatum and Dictator Games," Journal of Economic Perspectives, 9(4):236-239, 1995.

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(with Gary D. Libecap), "Political Bargaining in the New Deal: Orange Marketing Orders," in Claudin Goldin and Gary D. Libecap (eds.), The Regulated Economy: An Historical Approach to Political Economy, (The University of Chicago Press 1994).

(with Kevin McCabe, Keith Shachat, and Vernon Smith), "Preferences, Property Rights and Anonymity in Bargaining Games," Games and Economic Behavior, 7:346-380, 1994.

"How Can Displaced Workers Find Better Jobs?" in D. McCloskey (ed.), Second Thoughts: Myths and Morals of Economic History (New York: Oxford University Press, 1993).

(with Matthew Spitzer), "Willingness-To-Pay vs. Willingness-To-Accept: Legal and Economic Implications," Washington University Law Quarterly, 71(1):59-114, 1993.

(with Dale J. Menkhaus, Dipanker Chakravarti, Ray A. Field, and Glen D. Whipple), "Using Experimental Auctions in Marketing Research: A Case Study in New Packaging for Fresh Beef," Marketing Science, 12(3):318-338, 1993.

(with John D. Schmitz, Dale J. Menkhaus, Glen D. Whipple, Ray A. Field), "Impact of Changing Consumer Preferences On Willingness-to-Pay for Beef Steaks In Alternative Retail Packaging" Journal of Food Distribution Research Sept. 1993, pp. 23-35.

(with Dale J. Menkhaus, George W. Borden, Glen D. Whipple, and Ray A. Field, "An Empirical Application of Experimental Economics in Marketing Research," Western Journal of Agricultural and Applied Economics, 17(1):44-55, 1992.

(with Brian R. Binger and Gary D. Libecap) "Experimental Methods to Advance Historical Investigation: An Examination of Cartel Compliance by Large and Small Firms," in Joel Mokyr (ed.), The Vital One: Essays in Honor of Jonathan R.T Hughes, Research in Economic History, supp. 6, pp. 309-324 (JAI Press, 1991).

(with James R. Marsden and Reza Saidi), "Are Joint Bidding and Competitive Common Value Auction Markets Compatible? -- Some Evidence From Offshore Oil Auctions," Journal of Environmental Economics and Management, 20:99-112, 1991.

(with Gary D. Libecap), "Institutional Choice and the Development of U.S. Agricultural Policies in the 1920's," Journal of Economic History, 51(2):397-411, 1991.

"Experimental Economics," in Magill Survey of Social Sciences: Economics, (Pasadena, CA: Salem Press, 1991).

(with James R. Marsden and Andrew Whinston), "Laboratory Experiments and Computer Simulation: An Introduction to the Use of Experimental and Process Model Data in Economic Analysis," in John Kagel and Leonard Green (eds.) Advances in Behavioral Economics, v. 2 (Norwood, NJ: Ablex Publishing, 1990).

(with Brian R. Binger), "Institutional Persistence and Change: The Question of Efficiency," Journal of Institutional and Theoretical Economics, 145(1):67-84, 1989.

(with Ann Carlos), "Game Theory and the North American Fur Trade: A Reply," The Journal of Economic History, 48(3):681, 1988.

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(with V.S. Jacob, James R. Marsden, and Andrew Whinston), "Expert Systems and Economic Policy Analysis: An Application to OCS Leasing," Computer Science in Economics and Management 1:113-135, 1988.

(with Don L. Coursey and Matthew Spitzer), "Fear and Loathing in the Coase Theorem: Experiments with a Physical Externality," Journal of Legal Studies 16:217-248, 1987.

(with Varghese S. Jacob, James R. Marsden, and Andrew Whinston), "Development, Use, and Verification of Expert Systems in Modeling Microeconomic Systems," in C. W. Holsapple and A. W. Whinston (eds.) Decision Support Systems: Theory and Applications, (Berlin Heidelberg: Springer Verlag, 1987).

(with Glenn Harrison, E.E. Rutstrom, and Matthew Spitzer), "Coasian Solutions to the Externality Problem in Experimental Markets," The Economic Journal 97: 388-402, 1987.

(with James R. Marsden and Reza Saidibaghandomi), "Testing the Continuity of Individual Bid Density Functions -- Some Further Results," Economics Letters 24:117-120, 1987.

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