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- APPOINTMENTS** Associate Professor of Economics, Bentley University, July 2009 – Present.
Visiting Scholar, Becker Center on Chicago Price Theory, University of Chicago, September 2010 – May 2011.
Assistant Professor, Bentley College, August 2003 – July 2009.
- EDUCATION** Ph.D. Economics, University of Maryland at College Park, August 2003
M.A. Economics, University of Maryland at College Park, 2000
B.A. Mathematics (1996) and Economics (1997), University of Kansas
(with University Honors and Departmental Honors in Economics)
- REFEREED PUBLICATIONS** “A Hedonic Approach to Testing for Indirect Network Effects in the LCD Television Market” (with David Ortmeyer, Wilson Wong and Patrick Scholten). *Applied Economics Letters*, vol. 20, no. 1 (January 2013), pp.76-79.
- “The Hot Hand and the Cold Hand in Professional Golf.” *Journal of Economic Behavior and Organization*, vol. 81, no. 1 (January 2012), pp. 172-184.
- “Functional Forms in Studies of Reputation in Online Auctions.” *Electronic Commerce Research*, vol. 10, no. 2 (June 2010), pp. 167-190.
- “The Behavior of Inexperienced Bidders in Internet Auctions.” *Economic Inquiry*, vol. 48, no. 2 (April 2010), pp. 237-253.
- “Do Countercyclical-Weekend Effects Persist in Online Retail Markets? (with Patrick Scholten and Jihui Chen). *Electronic Commerce Research and Applications*, vol. 8, no. 4 (July 2009), pp. 174-181.
- “How Valuable is A Good Reputation? A Sample Selection Model of Internet Auctions.” *The Review of Economics and Statistics*, vol. 87, no. 3 (August 2005), pp. 453-465.
- BOOK CHAPTERS** “What Attracts Bidders to a Particular Internet Auction?,” in *Advances in Applied Microeconomics*, vol. 12: *Organizing the New Industrial Economy*, ed. Michael Baye, Oxford, UK : JAI Press/Elsevier Science, 2003.
- “Decentralization in Uganda,” (with Omar Azfar and Patrick Meagher), in *Decentralization and Local Governance in Developing Countries: A Comparative Perspective*, ed. Dilip Mukherjee and Pranab Bardhan, Cambridge, MA: MIT Press, January 2006.
- “The Psychology of Economics in Decision Making: A Review” (with Michael Quinn), in *The Psychology of Decision Making*. Nova Publishing, 2007.

UNDER REVIEW

“Controls, Trust and Reciprocity” (with Jace Garrett and William Tayler). Accepted by *Contemporary Accounting Research* conference. Conditional acceptance at *Contemporary Accounting Research*.

"The Effect of ID Verification in Online Markets: Evidence from a Field Experiment" (with Patrick Scholten). Revise and resubmit at *Review of Industrial Organization*.

“Do Financial Incentives Crowd Out Intrinsic Motivation to Perform on Standardized Tests?” (with John A. List and Susanne Neckermann). Revise and resubmit at *Economics of Education Review*.

PRESENTATIONS

Measuring Success in Education: The Role of Effort on the Test Itself
Advances with Field Experiments workshop, University of Chicago, October 2016 and October 2017

Do Students Show What They Know on Standardized Tests? (Former title of Do Financial Incentives Crowd Out Intrinsic Motivation to Perform on Standardized Tests?)
International Atlantic Economic Society Conference, Boston, MA, October 2015
Southern Economic Association Conference, Washington, DC, November 2015

Learning in Beauty Contests: Strategic Thinking or Pattern Recognition?
Eastern Economic Association Conference, Boston, MA, March 2014
UMass-Lowell Economics department seminar, October 2014

Harnessing Complementarities in the Education Production Function
Economic Science Association Conference, University of Chicago, March 2011
Advances with Field Experiments workshop, University of Chicago, October 2011
American Economic Association annual conference, San Diego, CA, January 2013

When the Weak Get Weaker: The Effect of Market Power on Third-Degree Price Discrimination
Southern Economic Association Conference, Washington, DC, November 2005
University of California at San Diego, Rady School of Management, May 2012

Does Market Experience Lead Bidders to Behave More Rationally? Evidence from Internet Auctions (former title of “The Behavior of Inexperienced Bidders in Internet Auctions”)
Southern Economic Association Conference, Charleston, CA, November 2006
International Industrial Organization Conference, Savannah, GA, April 2007

Competition Between Sellers in Internet Auctions
International Industrial Organization Conference, Boston, MA, April 2009
International Atlantic Economic Society Conference, Rome, Italy, March 2009
International Industrial Organization Conference, Washington, DC, May 2008
Western Economic Association Meetings, Honolulu, HI, July 2008

Do Bidders in Internet Auctions Believe that Sellers are Trustworthy? A Structural Model of Bidder Behavior on eBay
International Industrial Organization Conference, Chicago, IL, April 2004
Western Economic Association Meetings, Vancouver, BC, July 2004

How Valuable is a Good Reputation? A Sample Selection Model of Internet Auctions
PRESENTATIONS ASSA meetings, New Orleans, January 2001
International Atlantic Economic Society Meetings, Washington, DC, October 2002
Princeton University, October 2002
University of Maryland, December 2002
Bentley College, January 2003
University of Indiana, January 2003
Loyola Marymount University, January 2003
University of Pittsburgh, January 2003
California State University-Sacramento, March 2004

GRANTS

Bentley University Faculty Affairs Committee Research Grant of \$2000,
in support of "The Effect of ID Verification in Online Markets: Evidence from a Field
Experiment." 2007-2008.

Networks, Electronic Commerce and Telecommunications (NET) Institute Grant of \$4500,
in support of "Empirically Testing for Indirect Network Externalities in the LCD
Television Market." 2008.

Bentley University Faculty Affairs Committee Research Grant of \$1400,
in support of "A Step Ahead? Experienced Play in the P-Beauty Game." 2008-2009.

Bentley University Faculty Affairs Committee Research Grant of \$2500,
in support of "Harnessing Complementarities in the Education Production Function?"
2014-2015.

Bentley University Faculty Affairs Committee Research Grant of \$2500,
in support of "Does the Endowment Effect Impact Prediction Markets?" 2015-2016.

Bentley University Faculty Affairs Committee Research Grant of \$2500,
in support of "Cooperating to Avoid Losses in the Centipede Game" 2016-2017.

PROFESSIONAL SERVICE

Guest editor for special issue of *International Journal of Financial Studies* on Behavioral
Economics and Strategy

Referee for *American Economic Review*, *Asia Pacific Management Review*, *Economic
Inquiry*, *Economic Journal*, *Economics Letters*, *Empirical Economics*, *European Journal
of Political Economy*, *International Journal of Industrial Organization*, *Journal of
Behavioral and Experimental Economics*, *Journal of Economic Analysis and Policy*,
Journal of Economic Behavior and Organization, *Journal of the European Economic
Association*, *Journal of Industrial Economics*, *Journal of Political Economy*, *Journal of
Sports Analytics*, *Journal of Sports Economics*, *Management Science*, *Oxford Bulletin of
Economics and Statistics*, *Public Choice*, *Quarterly Review of Economics and Finance*,
RAND Journal of Economics, *Review of Economics and Statistics*, *Review of Industrial
Organization*, *Strategic Entrepreneurship Journal* and *Southern Economic Journal*.

TEACHING EXPERIENCE

Bentley University, August 2003 – Present.

- Behavioral Economics (undergraduate level, Spring 2014, Fall 2015)
- Business Statistics (Fall 2003, Fall 2005)
- Experimental and Behavioral Economics (Ph.D. level, Spring 2013, Fall 2014)
- Principles of Microeconomics (Fall 2004, Spring 2006, Fall 2006, Spring 2008, Fall 2008, Summer 2009, Fall 2011)
- Principles of Macroeconomics (Spring 2005)
- Intermediate Price Theory (Spring 2004, Spring 2005, Spring 2006, Spring 2007, Fall 2009, Summer 2010, Summer 2012, Fall 2012, Fall 2013, Summer 2013)
- Economic Analysis of the Law (Spring 2004, Spring 2007, Fall 2009)
- Industrial Organization and Markets (Fall 2005)
- Research in Managerial Economics (Spring 2008, Spring 2009, Spring 2010, Fall 2011, Spring 2012, Spring 2013, Fall 2013, Spring 2014, Fall 2014, Spring 2015, Fall 2015)

Instructor, Law and Economics, University of Maryland, Fall 2000 – Fall 2002.
Instructor, Intermediate Microeconomics, University of Maryland, Summer 2001.
Instructor, Principles of Microeconomics, University of Maryland, Summer 2000.

AWARDS

Bentley University Honors Capstone Advisor of the Year, 2016

Bentley College Publication Award, 2006

Bentley College Innovation in Teaching Award, 2005.

University of Maryland Department of Economics Teaching Award, Spring 2002. Highest rating by students among undergraduate economics classes.

Graduate Fellow, University of Maryland at College Park, 1997 - 1999.

Graduate Assistantship, University of Maryland at College Park, 1999 – 2003.

A.J. Boynton Scholarship (awarded to outstanding economics majors), Department of Economics, University of Kansas, 1995 and 1996