

# DAVID GILL

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Citizenship: USA; Ireland; France; UK

## PRIMARY APPOINTMENTS

### **Purdue University**

- James Brooke Henderson Professor, Department of Economics, 2022 - to date
- Associate Professor (with tenure), Department of Economics, 2016 - 2022

### **University of Oxford**

- Associate Professor, Department of Economics, 2014 - 2016 (with tenure 2015 - 2016)
- Roger Van Noorden Fellow in Economics, Hertford College, 2014 - 2016
- University Lecturer (tenure track), Department of Economics, 2011 - 2014
- Official Fellow, Hertford College, 2011 - 2014
- Junior Research Fellow, Trinity College, 2004 - 2007

### **University of Southampton**

- Lecturer, Division of Economics, 2007 - 2011 (with tenure 2009 - 2011)

### **Lexecon Ltd. (London)**

- Competition Policy Consultant, 1998 - 2001

## OTHER APPOINTMENTS

### **Editorial Positions**

- Editorial Board Member, *Oxford Economic Papers*, 2011 - to date
- Associate Editor, *Journal of Economic Behavior and Organization*, 2011 - 2016
- Editorial Board Member, *Economic Review*, 2008 - 2011

### **Purdue University**

- Board of Directors, Center for Behavioral Economics, Experiments & Public Policy, 2023 - to date
- Faculty Affiliate, Integrative Data Science Initiative, 2020 - to date
- Member, UK Scholarships Advisory Board, 2020 - 2023

### **University of Oxford**

- Board of Trustees, Hertford College, 2011 - 2016
- Board of Trustees, *Oxford Economic Papers*, 2011 - 2016
- Associate Member, Nuffield Centre for Experimental Social Sciences, 2013 - 2018
- Departmental Teaching Associate, Department of Economics, 2002 - 2005

### **Miscellaneous**

- Research Associate, CAGE Centre, University of Warwick, 2018 - to date
- Research Fellow, IZA (Institute for the Study of Labor), Bonn, 2014 - to date
- Fellow, UK Higher Education Academy, 2009 - to date
- Visiting Fellow, ILR School, Cornell University, 2015
- Visiting Scholar, Wharton School (BEPP), University of Pennsylvania, 2014

## EDUCATION

D.Phil. (= Ph.D.) in Economics, University of Oxford (Nuffield College), 2001 - 2005

P.G.Cert. in Academic Practice, University of Southampton, 2007 - 2009

P.G.Dip. in E.C. Competition Law, University of London (King's College), 1999 - 2000

M.Phil. in Economics, University of Oxford (Nuffield College), 1996 - 1998

- George Webb Medley Prize for 1st place in examinations

B.A. in Philosophy, Politics and Economics, University of Oxford (University College), 1993 - 1996

- First Class Honours

## PUBLISHED & FORTHCOMING PAPERS

[20] Beliefs, learning, and personality in the indefinitely repeated prisoner's dilemma  
*American Economic Journal: Microeconomics*, accepted (with Yaroslav Rosokha)

[19] The creativity premium: Exploring the link between childhood creativity and life outcomes  
*Journal of Political Economy Microeconomics*, accepted (with Victoria Prowse)

[18] Strategic complexity and the value of thinking  
*Economic Journal*, 133(650), 761-786, 2023 (with Victoria Prowse)

[17] Cognitive skills, strategic sophistication, and life outcomes  
*Journal of Political Economy*, 130(10), 2643-2704, 2022 (with Eduardo Fe and Victoria Prowse)

[16] Using goals to motivate college students: Theory and evidence from field experiments  
*Review of Economics and Statistics*, 102(4), 648-663, 2020 (with D. Clark, V. Prowse and M. Rush)

[15] First-place loving and last-place loathing: How rank in the distribution of performance affects effort provision  
*Management Science*, 65(2), 494-507, 2019 (with Zdenka Kissova, Jaesun Lee and Victoria Prowse)

[14] Measuring costly effort using the slider task  
*Journal of Behavioral and Experimental Finance*, 21, 1-9, 2019 (with Victoria Prowse)

[13] Cognitive ability, character skills and learning to play equilibrium: A level- $k$  analysis  
*Journal of Political Economy*, 126(4), 1619-1676, 2016 (with Victoria Prowse)

[12] Competition in posted prices with stochastic discounts  
*Economic Journal*, 126(594), 1528-1570, 2016 (with John Thanassoulis)

[11] Desert and inequity aversion in teams  
*Journal of Public Economics*, 123, 42-54, 2015 (with Rebecca Stone)

[10] Gender differences and dynamics in competition: The role of luck  
*Quantitative Economics*, 5(2), 351-376, 2014 (with Victoria Prowse)

[9] Cheating in the workplace: An experimental study of the impact of bonuses and productivity  
*Journal of Economic Behavior and Organization*, 96, 120-134, 2013 (with Victoria Prowse and Michael Vlassopoulos)

- [8] A structural analysis of disappointment aversion in a real effort competition  
*American Economic Review*, 102(1), 469-503, 2012 (with Victoria Prowse)
- [7] The optimal choice of pre-launch reviewer  
*Journal of Economic Theory*, 147(3), 1247-1260, 2012 (with Daniel Sgroi)
- [6] Fairness and desert in tournaments  
*Games and Economic Behavior*, 69(2), 346-364, 2010 (with Rebecca Stone)
- [5] The impact of bargaining on markets with price takers: Too many bargainers spoil the broth  
*European Economic Review*, 53(6), 658-674, 2009 (with John Thanassoulis)
- [4] Sequential decisions with tests  
*Games and Economic Behavior*, 63(2), 663-678, 2008 (with Daniel Sgroi)
- [3] Strategic disclosure of intermediate research results  
*Journal of Economics and Management Strategy*, 17(3), 733-758, 2008
- [2] Soft money and hard choices: Why political parties might legislate against soft money donations  
*Public Choice*, 123(3-4), 411-438, 2005 (with Christine Lipsmeyer)
- [1] Sequential decision-making and asymmetric equilibria: An application to takeovers  
*B.E. Journal of Theoretical Economics*, 4(1) Topics, Art. 11, 2004 (with Daniel Sgroi)

#### **OTHER PUBLICATIONS**

Beyond Homo Economicus: The new science of behavioural economics  
*Economic Review*, 27(4), 12-14, 2010

#### **WORKING PAPERS**

How cognitive skills affect strategic behavior: Cognitive ability, fluid intelligence and judgment (with Zachary Knepper, Victoria Prowse and Junya Zhou)  
Revise and resubmit at *Games and Economic Behavior*

#### **TEACHING**

(# indicates post-graduate level)

##### **Purdue University**

Experimental & Behavioral Economics, 2019, 2021, 2024 (#)  
Experimental Economics, 2017 (#)  
Game Theory, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024

##### **University of Oxford**

Behavioral & Experimental Economics, 2016 (#)  
Game Theory, 2012, 2013, 2014, 2015, 2016  
Industrial Organization & Competition Policy, 2011, 2012, 2013, 2014, 2015  
Intermediate Microeconomics (tutorials), 2011, 2012, 2013, 2014, 2015  
Microeconomics (tutorials), 2002, 2003, 2004 (#)

### **University of Southampton**

Mathematics and Statistics, 2009 (#)  
Public Economics, 2008, 2009, 2010, 2011  
Introductory Microeconomics, 2007, 2008, 2009  
Introductory Mathematics for Economics, 2009, 2010, 2011  
Supervision of 25+ undergraduate student dissertations

### **Guest Lectures & Mentoring**

Mentoring session at Econometric Society Australasia Meeting, 2022  
IFREE Undergraduate Workshop in Behavioral and Experimental Economics, 2018  
Princeton University, Labor Economics, 2014  
University of Arizona, Research Methods, 2011 (#)  
University of Arizona, Experimental Economics, 2010 (#)

### **Advising of Graduate Student Research** (\* indicates committee chair or co-chair)

Zhongheng Qiao, Ph.D., Purdue University, 2023 - to date (\*)  
Prerana Maheshwari, Ph.D., Purdue University, 2023 - to date  
Xinxin Lyu, Ph.D., Purdue University, 2021 - to date  
Martina Loderer, Ph.D., Purdue University, 2017 - to date  
Junya Zhou, Ph.D., Purdue University, 2019 - 2023  
Peter Wagner, Ph.D., Purdue University, 2016 - 2022  
Daniel Woods, Ph.D., Purdue University, 2018 - 2021 (\*)  
Stanton Hudja, Ph.D., Purdue University, 2016 - 2020  
Rustu Duran, D.Phil. & M.Phil., University of Oxford, 2012 - 2016 (\*)  
Annette Cerulli-Harms (visiting Ph.D. student from HEC Lausanne), U. of Oxford, 2014  
Mohammad Mousavi, Ph.D., University of Southampton, 2010 - 2011  
Ye Ye, M.Sc., University of Southampton, 2011  
Qing Wen Gong, M.Sc., University of Southampton, 2011  
Hong Wu, M.Sc., University of Southampton, 2010  
Haosen Sun, M.Sc., University of Southampton, 2010  
Adam Cox, M.Sc., University of Southampton, 2009  
Annarita Cardoni, M.Sc., University of Southampton, 2009  
Christina Charatsi, M.Sc., University of Southampton, 2008

### **Ph.D. Oral Examination**

Neha Bose, University of Warwick, 2021  
James Wisson, University of Oxford, 2016  
Lingbo Huang, Nottingham University, 2015  
Andre Barreira, University of Essex, 2011

### **REFEREEING**

#### **Journals:**

*American Economic Review, American Economic Journal: Applied Economics, American Economic Journal: Microeconomics, B.E. Journal of Theoretical Economics, Business Administration Review, Econometrica, Economica, Economic Inquiry, Economic Journal, Economics Letters, Economics of Education Review, Economic Theory, European Economic Review, Experimental Economics, Games and Economic Behavior, Group Decision and Negotiation, Industrial and Labor Relations Review, International Economic Review, International Journal of Business and Economics, International Journal of Industrial Organization, Journal of Behavioral and Experimental Economics, Journal of Behavioral and Experimental Finance, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of Economics and Management Strategy, Journal of Economic Theory, Journal of Human Resources, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of Political Economy,*

*Journal of Political Economy Microeconomics, Journal of Population Economics, Journal of Public Economics, Journal of the Economic Science Association, Journal of the European Economic Association, Management Science, Manchester School, Oxford Bulletin of Economics and Statistics, Oxford Economic Papers, Oxford Review of Economic Policy, Production and Operations Management, Quantitative Economics, Quarterly Journal of Economics, RAND Journal of Economics, Review of Economic Studies, Scandinavian Journal of Economics, Social Choice and Welfare, Theory and Decision*

#### **Grant Application Appraisals:**

Israel Science Foundation, National Science Foundation, Nuffield Foundation

#### **Ethical Review:**

External Ethics Committee Member, Nuffield CESS, University of Oxford, 2013 - 2018

Ethics Review Board Member, School of Social Sciences, University of Southampton, 2010 - 2011

#### **Conference Abstracts:**

Subjective Probability, Utility and Decision Making Conference 2023

#### **GRANTS, PRIZES AND SCHOLARSHIPS**

(# indicates principal investigator (PI) or joint PI)

Finalist (with five others) for Exeter Prize for best paper published in 2022 in any journal in the fields of  
Experimental Economics, Behavioral Economics & Decision Theory

University Faculty Scholar, Purdue University, 2019 - 2022

Blake Business Ethics Fund Grant, Krannert School of Management, Purdue University, 2018 - 2020 (#)

Krannert School of Management Distinguished Teacher Award, Purdue University, 2019

Krannert Faculty Fellow, Krannert School of Management, Purdue University, 2017 - 2019

Krannert School of Management Outstanding Teacher Award, Purdue University, 2017 & 2018

British Academy Grant, 2015 - 2017 (terminated by BA in 2016 due to departure from UK) (#)

Economic and Social Research Council Grant, 2010 - 2012 (#)

Economic Journal Referee Prize, 2012

British Academy Grant, 2009 - 2011

Social Sciences Grant, University of Southampton, 2009 - 2010 (#)

Social Sciences Grant, University of Southampton, 2008 - 2009 (#)

Economic and Social Research Council Research Studentship, 2001 - 2004

George Webb Medley Exam Prize for Best Performance in Economics M.Phil., University of Oxford, 1998

Scatcherd European Scholarship, University of Oxford, 1996 - 1998

Scholar, University of Oxford (University College), 1994 - 1996

Howarth Prize in Economics, University of Oxford (University College), 1995

P.P.E. Essay Prize, University of Oxford (University College), 1995

Business Studies Teachers' Association of Ireland Award for Best Performance in Leaving Certificate  
Economics (Irish High School Final Examination), 1993

#### **EXTERNAL PRESENTATIONS (185 IN TOTAL)**

(Seminars at economics department, unless otherwise indicated)

(v indicates virtual)

#### **2024**

Tilburg University

Midwest Economics Association Annual Meeting, Chicago (two papers)

## 2023

University of Arizona; University of Illinois Urbana-Champaign; University College London; University of Warwick; Simon Fraser University; Hull University (Mathematics, v)  
CIRANO Workshop on Behavioral and Experimental Economics for Innovative Policy-Making, Montreal  
Nordic Conference on Behavioral and Experimental Economics, Lund  
SABE-IAREP Annual Conference, Nice  
Economic Science Association North American Meeting, Charlotte  
Subjective Probability, Utility and Decision Making Conference (v)  
Economic Science Association session at WEAI International Conference (v)  
Econometric Society Africa Meeting (v)

## 2022

Loyola Marymount University; University of Glasgow (v); VEAEBES seminar series (v)  
Camden Meeting on Behavioral and Experimental Economics (*keynote speaker*)  
Advances with Field Experiments Conference, Chicago  
SOU Creativity Conference (v)  
Econometric Society Australasia Meeting (v)  
Economic Science Association Asia-Pacific Meeting (v)  
Economic Science Association Buenos Aires Special Meeting (v)

## 2021

Florida State University (v); University of Miami (v)  
Economic Science Association North American Meeting, Tucson (two papers)  
Society of Labor Economists (SOLE) Annual Conference (v)  
Barcelona GSE Summer Workshop on Computational and Experimental Economics (v)  
UEA Workshop on Behavioral Game Theory (v)  
Learning, Evolution and Games Conference (v)  
Maastricht Behavioral and Experimental Economics Symposium (v)  
NeuroPsychoEconomics Conference (v)  
European Meeting on Game Theory (v)  
REXCon21 on Social Preferences and Social Norms (v)  
Subjective Probability, Utility and Decision Making Conference (v)  
SABE-IAREP Annual Conference (v)  
SABE session at WEAI Annual Meeting (v)  
Econometric Society North American Summer Meeting (v)  
Midwest Economics Association Annual Meeting (v)  
Indiana Academy of the Social Sciences Annual Conference (v)

## 2020

Virginia Tech (v); University of Birmingham (v)  
Utah Experimental Economics Conference (v) (*invited speaker*)  
Barcelona GSE Summer Workshop on Children's Health, Wellbeing, and Human Capital Formation (v)  
Society for the Advancement of Behavioral Economics (SABE) Annual Conference (v)

## 2019

University of Arkansas; University College London; University of Oxford (CESS); University of Southampton  
briq Conference on Structural Behavioral Economics, Bonn (*invited speaker*)  
CREST Workshop on Experimental Economics, Paris (*invited speaker*)  
Workshop on Psychological Game Theory, Copenhagen  
Economic Science Association World Meeting, Vancouver  
Society for the Advancement of Economic Theory Annual Conference, Ischia  
Jordan-Wabash Conference on Experimental and Behavioral Economics, West Lafayette

## 2018

University of Pennsylvania (PPE); University of Indiana; University of Laval; University of Warwick  
Workshop on Bounded Rationality, Cognition and Strategic Uncertainty, Barcelona (*invited speaker*)  
Conference on Data Science for Business and Economics, West Lafayette

## 2017

New York University; Fordham University; University of Oxford (CESS); IUPU - Indianapolis; Ivy Tech  
(cross-campus)  
American Economic Association Annual Meeting, Chicago (presenter and session organizer)  
Econometric Society North American Summer Meeting, St. Louis  
Economic Science Association World Meeting, San Diego

## 2016

Amherst College; Royal Holloway; University of Newcastle (BENC)  
Workshop on Psychological Game Theory, Gothenburg (*invited speaker*)  
Workshop on Human Capital over the Life Cycle, Maastricht (*invited speaker*)  
Oxford-Duke Conference on Cognitive Approaches to Law, Economics, Politics and Policy, Oxford (*invited speaker*)  
Bounded Rationality in Choice Conference, Evanston  
Foundations of Utility and Risk Conference, Warwick  
Economic Science Association World Meeting, Jerusalem  
Economic Science Association North American Meeting, Tucson  
Southern Economic Association Annual Conference, Washington D.C.

## 2015

University of Southern California (Marshall); Purdue University; Southern Methodist University; State  
University of New York - Binghamton; University of Montreal; Bocconi University (BELSS); City  
University London; University of Bristol; University of Southampton; University of Warwick (DRG)  
Workshop on Econometric Methods in Economic Experiments, Alicante

## 2014

Princeton University; University of Pennsylvania (Wharton); George Mason University; Erasmus University  
Rotterdam; Goethe University Frankfurt; University of Alicante; University of Maastricht; University of  
Milan Bicocca; University of St. Gallen  
WZB Workshop on Cognitive Skills and Strategic Reasoning, Berlin (*invited speaker*)  
Nuffield CESS - Duke Conference on Reason and Decision Making, Oxford (*invited speaker*)  
American Economic Association Annual Meeting, Philadelphia  
Workshop on Gender Issues in Experimental Economics, Alicante  
International Symposium on Dynamic Games and Applications, Amsterdam

## 2013

University of Paderborn  
Workshop on Behavioral Public Economics, Vienna (*invited speaker*)  
Econometric Society North American Summer Meeting, Los Angeles  
Haverford Meeting on Behavioral and Experimental Economics, Philadelphia  
Maastricht Behavioral and Experimental Economics Symposium on Theory and Experiments  
French Experimental Economics Association Meeting, Lyon

## 2012

University of Southern California; Loyola Marymount University; University of Copenhagen; University of  
Gothenburg; University of Konstanz; University of Zurich  
Transatlantic Theory Workshop, Evanston (*invited speaker*)  
Econometric Society Winter Meeting, Chicago  
FUR Conference on the Foundations and Applications of Utility, Risk and Decision-Making, Atlanta

Economic Science Association North American Meeting, Tucson

## **2011**

Cornell University; George Mason University; University of Texas - Dallas; University of Cambridge; University of East Anglia; University of Essex; University of Oxford; Royal Holloway; St. John's College, Oxford

CIRPEE and WZB Workshop on Econometric Methods using Experimental Data, Berlin (*invited speaker*)

ZEW/Tinbergen Workshop on Behavioural Personnel Economics, Mannheim (*invited speaker*)

Economic Science Association North American Meeting, Tucson

Economic Science Association International Meeting, Chicago (2 papers)

Workshop on the Determinants and Implications of Pro-Social Behavior, Southampton

Maastricht Behavioral and Experimental Economics Symposium on Theory and Experiments

Thurgau Experimental Economics Meeting on Social Norms, Kreuzlingen

Nordic Conference on Behavioral and Experimental Economics, Lund

Allied Social Science Associations Meeting, Denver (discussant)

## **2010**

University of Arizona (two seminars); Arizona State University; University of Nottingham; University of Oxford (CESS)

Warwick Mathematics Institute Workshop on Game Theory, Coventry (*invited speaker*)

Economic Science Association North American Meeting, Tucson

Economic Science Association World Meeting, Copenhagen

Maastricht Behavioral and Experimental Economics Symposium on Theory and Experiments

## **2009**

University of California - Los Angeles; University of Aberdeen (Business School); University of Warwick

Workshop on Behavioral Game Theory, Stony Brook Game Theory Festival, Stony Brook

Economic Science Association European Meeting, Innsbruck

Royal Economic Society Annual Conference, Guildford.

## **2008**

Johns Hopkins University; University of Warwick

Game Theory Society World Congress, Evanston (2 papers)

Centre for Economic Policy Research Conference on Applied Industrial Organization, Paris

Centre for Competition and Regulatory Policy Workshop, London

## **2007**

George Mason University; Queen Mary; University of Southampton; University of Warwick

International Industrial Organization Annual Conference, Savannah

Royal Economic Society Annual Conference, Coventry

## **2006**

University of Essex; Wissenschaftszentrum Berlin

International Industrial Organization Annual Conference, Boston

European Economic Association Annual Congress, Vienna

Econometric Society European Meeting, Vienna

CEPR & WZB Conference on Antitrust and Innovation, Berlin

## **2005 and earlier**

Birkbeck College; University College Dublin; University of Oxford (ILP)

Econometric Society World Congress, London

Economic and Social Research Council Game Theory Conference, Coventry

Game Theory Society World Congress, Marseille

Royal Economic Society Easter School in Public Economics and Political Economy, Birmingham

Spring Meeting of Young Economists, Leuven  
Spring Meeting of Young Economists, Paris  
European Commission's Merger Task Force (expert witness for EMI Music)

### **ADMINISTRATIVE & OTHER RESPONSIBILITIES**

#### **Purdue University**

Economics Ph.D. Curriculum Committee, 2023 - to date  
Ph.D. Admissions Committee, 2018 - 2023  
Economics Undergraduate Curriculum Committee, 2022 - 2023  
Promotion & Tenure Committee, 2017 - 2021  
Hiring Committee (post-doc), 2019 - 2020 & 2022 - 2023  
Hiring Committee (junior), 2019 - 2021  
Hiring Committee (senior & junior), 2016 - 2017

#### **University of Oxford**

Governing Body, Hertford College, 2011 - 2016  
Treasury Committee, Hertford College, 2011 - 2014  
Tenure Review Committee, Department of Economics, 2015 - 2016  
P.P.E. Board of Examiners, Convenor for Economics, 2015 - 2016  
History and Economics Board of Examiners, 2015 - 2016  
Stipendiary Lecturer Hiring Committee, Chair, Hertford College, 2012 - 2013 & 2015 - 2016  
P.P.E. Board of Examiners, 2013 - 2015  
Stipendiary Lecturer Hiring Committee, Hertford College, 2014 - 2015  
Senior Research Officer Hiring Committee, Martin School, 2013 - 2014  
Post-doc Hiring Committee, Hertford College, 2012 - 2013  
Microeconomics Teaching Review Committee, Department of Economics, 2012 - 2013  
Workshop (Seminar Series) Organizer, Department of Economics, 2012 - 2013  
Governing Body (non-voting), Trinity College, 2004 - 2007  
Personnel and Domestic Committee (student representative), Nuffield College, 2002 - 2003  
Treasurer, Junior Common Room, Nuffield College, 2002 - 2003

#### **University of Southampton**

Hiring Committee, Division of Economics, 2008 - 2010  
Readership Interview Panel, School of Social Sciences, 2009 - 2010  
Professorship University Interview Panel, 2009 - 2010  
Representative for Student Feedback, Division of Economics, 2009 - 2010