

DAVID GILL

September 8, 2017

Rawls 4023, Krannert School of Management, 403 W. State Street, West Lafayette, IN 47907
gill53@purdue.edu; web.ics.purdue.edu/~gill53; 765-412-4802

CURRENT APPOINTMENTS

Associate Professor (with tenure), Department of Economics, Purdue University, Aug. 2016 - to date
Research Fellow, IZA (Institute for the Study of Labor), Bonn, Aug. 2014 - to date
Associate Member, Nuffield Centre for Experimental Social Sciences, Univ. of Oxford, Sep. 2013 - to date

PREVIOUS APPOINTMENTS

Associate Professor (with tenure), Department of Economics, University of Oxford, April 2015 - Aug. 2016
Roger Van Noorden Fellow in Economics, Hertford College, University of Oxford, Oct. 2014 - Aug. 2016
Visiting Fellow, ILR School, Cornell University, Feb. 2015 - Oct. 2015
Associate Professor (tenure track), Department of Economics, University of Oxford, Jan. 2014 - Apr. 2015
Visiting Scholar, BEPP, Wharton School, University of Pennsylvania, Aug. 2014 - Oct. 2014
Official Fellow, Hertford College, University of Oxford, Oct. 2011 - Sep. 2014
University Lecturer (tenure track), Dept. of Economics, University of Oxford, Oct. 2011 - Dec. 2013
Lecturer (with tenure), Division of Economics, University of Southampton, Sep. 2009 - Sep. 2011
Lecturer (tenure track), Division of Economics, University of Southampton, Sep. 2007 - Aug. 2009
Junior Research Fellow, Trinity College, University of Oxford, Oct. 2004 - Sep. 2007
Departmental Teaching Associate, Department of Economics, University of Oxford, Oct. 2002 - Sep. 2005
Competition Policy Consultant, Lexecon Ltd., London, Sep. 1998 - Jul. 2001

EDITORIAL POSITIONS

Editorial Board Member, *Oxford Economic Papers*, Oct. 2011 - to date
Associate Editor, *Journal of Economic Behavior and Organization*, Feb. 2011 - Dec. 2016
Editorial Board Member, *Economic Review*, Nov. 2008 - Sep. 2011

EDUCATION

Ph.D. in Economics, University of Oxford (Nuffield College), Oct. 2001 - Jun. 2005 (conferred in 2006)

P.G.Cert. in Academic Practice, University of Southampton, Oct. 2007 - Jun. 2009
Higher education teacher-training course; confers a Fellowship of the Higher Education Academy

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

M.Phil. in Economics, University of Oxford (Nuffield College), Oct. 1996 - Jun. 1998
George Webb Medley Prize for 1st place in examinations

B.A. in Philosophy, Politics and Economics, Univ. of Oxford (Univ. College), Oct. 1993 - Jun. 1996
First Class Honours

FIELDS

Behavioral Economics, Experimental Economics, Labor, Industrial Organization

PAPERS IN REFEREED JOURNALS

[14] First-place loving and last-place loathing: How rank in the distribution of performance affects effort provision

Management Science, forthcoming (with Zdenka Kissova, Jaesun Lee and 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

Using Goals to Motivate College Students: Theory and Evidence from Field Experiments (with Damon Clark, Victoria Prowse and Mark Rush)

Strategic complexity and the value of thinking (with Victoria Prowse)

A novel computerized real effort task based on sliders (with Victoria Prowse)

WORK IN PROGRESS

Intelligence, iterative theory-of-mind, and the development of strategic thinking (with Eduardo Fe)

Blame and work effort in organizations

Emotions and evolution (with Tom Norman)

TEACHING

Purdue University

Experimental Economics, Graduate, Spring 2017

Game Theory, 4th year, Spring 2017

University of Oxford

Behavioral and Experimental Economics, Graduate, Spring 2016

Industrial Organization and Competition Policy, 2nd year, Fall 2011, 2012, 2013, 2014, 2015

Game Theory, 3rd year, Spring 2012, 2013, 2014, 2015, 2016

Microeconomics (tutorials), 2nd year, Fall 2011, 2012, 2013, 2014, 2015

Microeconomics (tutorials), Graduate, Fall 2002, 2003, 2004

University of Southampton

Mathematics and Statistics, Graduate, Fall 2009

Public Economics, 3rd year, Spring 2008, 2009, 2010, 2011

Microeconomics, 1st year, Fall 2007, 2008, 2009

Mathematics for Economics, 1st year, Spring 2009, 2010, 2011

Supervision of 25+ undergraduate student dissertations

Guest Lectures

Princeton University, Labor Economics, 4th year, Spring 2014

University of Arizona, Research Methods, Graduate, Spring 2011

University of Arizona, Experimental Economics, Graduate, Fall 2010

Advising of Graduate Student Research (* indicates sole advisor; # indicates primary advisor)

Martina Loderer, Ph.D., Purdue University, 2017 - to date

Stanton Hudja, Ph.D., Purdue University, 2016 - to date

Peter Wagner, Ph.D., Purdue University, 2016 - to date

Rustu Duran, Ph.D. & M.Phil., University of Oxford, 2012 - 2014 (*); 2014 - 2016 (#)

Annette 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

James Wisson, University of Oxford, 2016

Lingbo Huang, Nottingham University, 2015

Andre Barreira, University of Essex, 2011

GRANTS

British Academy Grant, Sep. 2015 - Aug. 2017

£8,900, Principal Investigator

“Blame and responsibility: An experimental investigation”

[Grant terminated by BA in Aug. 2016 due to departure from UK]

Economic and Social Research Council Grant, Oct. 2010 - Sep. 2012

£94,000 (= \$150,000), Principal Investigator

“An experimental study of the strength and evolution of gift exchange in dynamic labor markets”

British Academy Grant, Sep. 2009 - Mar. 2011

£5,000, Co-Investigator (with Victoria Prowse)

“Testing for preferences over status and rank in real effort experiments”

Social Sciences Grant, University of Southampton, Jun. 2009 - Dec. 2010

£1,200, Principal Investigator

“An experimental study of dynamic labor markets”

Social Sciences Grant, University of Southampton, Jan. 2008 - Jan. 2009

£2,000, Principal Investigator

“An experimental test of the theory of desert in tournaments”

REFEREEING

Journals:

American Economic Review, Econometrica, Journal of Political Economy, Quarterly Journal of Economics, Review of Economic Studies, B.E. Journal of Theoretical Economics, Business Administration Review, 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 Economic Behavior and Organization, Journal of Economic Psychology, Journal of Economics and Management Strategy, Journal of Human Resources, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of Public Economics, Journal of Population 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, RAND Journal of Economics, Scandinavian Journal of Economics, Social Choice and Welfare, Theory and Decision

Grant application appraisals:

Nuffield Foundation

Ethical review:

*Nuffield Centre for Experimental Social Sciences, University of Oxford
Division of Social Sciences, University of Southampton*

PRIZES AND SCHOLARSHIPS

Krannert School of Management Distinguished Teacher Award (Experimental Economics), Spring 2017
Economic Journal Referee Prize, 2012
ESRC 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
Howarth Prize in Economics, University of Oxford (University College), 1995
Scholar, University of Oxford (University College), 1994 - 1996
Business Studies Teachers' Association of Ireland Award for Best Performance in Leaving Certificate
Economics (Irish High School Final Examination), 1993

RESEARCH VISITS

Wharton School, University of Pennsylvania

August 2014 - October 2014

Princeton University

March 2014 - April 2014; August 2013 - October 2013

Cornell University

February 2016 - April 2016; February 2015 - October 2015; July 2013; March 2013 - April 2013; July 2012 - September 2012; March 2012 - April 2012; June 2011 - September 2011

University of Arizona

January 2014; March 2011 - April 2011; August 2010 - January 2011

University College Dublin

September 2004

EXTERNAL PRESENTATIONS

2017

New York University

Fordham University

University of Oxford (Nuffield CESS)

IUPU – Indianapolis

Ivy Tech

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 (Behavioural Economics Northeast Cluster)

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 School of Business)
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 (Decision Research Group)
Workshop on Econometric Methods in Economic Experiments, Alicante

2014:

Princeton University
University of Pennsylvania (Wharton School)
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 (2 papers)
Arizona State University
University of Nottingham
University of Oxford (Nuffield Centre for Experimental Social Sciences)
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 (Institute of Legal Practice)
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)

DEPARTMENTAL & ADMINISTRATIVE RESPONSIBILITIES**Purdue University**

Promotion and Tenure Committee, Member, 2017 - to date
Hiring Committee (Senior & junior), Member, 2016 - 17

University of Oxford

Governing Body of Hertford College, Member, 2011-16
Tenure Review Committee, Member, 2015-16
P.P.E. Board of Examiners, Convenor for Economics, 2015-16
History and Economics Board of Examiners, Member, 2015-16
Stipendiary Lecturer Hiring Committee, Chair, 2012-13 & 2015-16
P.P.E. Board of Examiners, Member, 2013-15
Stipendiary Lecturer Hiring Committee, Member, 2014-15
Treasury Committee, Hertford College, Member, 2011-14
I.T. Committee, Member, 2011-14
Martin School Senior Research Officer Hiring Committee, Member, 2013-14
Post-doc Hiring Committee, Member, 2012-13
Microeconomics Teaching Review Committee, Member, 2012-13
Economics Department Workshop (Seminar Series), Organizer, 2012-13
Governing Body of Trinity College, Member (non-voting), 2004-07

University of Southampton

School of Social Sciences Ethics Review Board, Member, 2010-2011
Economics Division Hiring Committee, Member, Oct. 2008-2010
School of Social Sciences Readership Interview Panel, Economics Division Representative, 2009-10
University Professorship Interview Panel, Economics Division Representative, 2009-2010
Economics Division Representative for Student Feedback, 2009-2010