

# DAVID GILL

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Permanent Residency: USA; Citizenship: Ireland, France, UK

## CURRENT APPOINTMENTS

**Associate Professor** (with tenure), Department of Economics, Purdue University, 2016 - to date  
**Krannert Faculty Fellow**, Krannert School of Management, Purdue University, 2017 - to date  
**Associate Member & External Ethical Committee Member**, Nuffield Centre for Experimental Social Sciences, University of Oxford, 2013 - to date  
**Research Fellow**, IZA (Institute for the Study of Labor), Bonn, 2014 - to date  
**Research Associate**, Centre for Competitive Advantage in the Global Economy, U. Warwick, 2018 - to date

## PREVIOUS APPOINTMENTS (MAIN)

**Associate Professor** (with tenure), Department of Economics, University of Oxford, 2015 - 2016  
**Roger Van Noorden Fellow in Economics**, Hertford College, University of Oxford, 2014 - 2016  
**Associate Professor** (tenure track), Department of Economics, University of Oxford, 2014 - 2015  
**University Lecturer** (tenure track), Department of Economics, University of Oxford, 2011 - 2014  
**Official Fellow**, Hertford College, University of Oxford, 2011 - 2014  
**Lecturer** (with tenure), Division of Economics, University of Southampton, 2009 - 2011  
**Lecturer** (tenure track), Division of Economics, University of Southampton, 2007 - 2009  
**Junior Research Fellow**, Trinity College, University of Oxford, 2004 - 2007

## PREVIOUS APPOINTMENTS (OTHER)

**Visiting Fellow**, ILR School, Cornell University, 2015  
**Visiting Scholar**, BEPP, Wharton School, University of Pennsylvania, 2014  
**Departmental Teaching Associate**, Department of Economics, University of Oxford, 2002 - 2005  
**Competition Policy Consultant**, Lexecon Ltd., London, 1998 - 2001

## 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

## EDUCATION

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

**P.G.Cert. in Academic Practice**, University of Southampton, 2007 - 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), 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**, Univ. of Oxford (Univ. College), 1993 - 1996  
First Class Honours

## PAPERS IN REFEREED JOURNALS

- [15] 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)
- [14] Measuring costly effort using the slider task  
*Journal of Behavioral and Experimental Finance*, forthcoming (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**

Cognitive skills and the development of strategic sophistication (with Eduardo Fe)  
Revise and resubmit at *Journal of Political Economy*

Using goals to motivate college students: Theory and evidence from field experiments (with Damon Clark, Victoria Prowse and Mark Rush)  
Revise and resubmit at *Review of Economics and Statistics*

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

## **TEACHING**

(# indicates post-graduate level)

### **Purdue University**

Experimental & Behavioral Economics, 2019 (#)

Experimental Economics, 2017 (#)

Game Theory, 2017, 2018, 2019

### **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**

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)

Daniel Woods, Ph.D., Purdue University, 2018 - to date (#)

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 - 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**

Blake Business Ethics Fund, Krannert School of Management, Purdue University, 2018 - 2019  
\$10,000, Principal Investigator (with Yaroslav Rosokha)

British Academy Grant, 2015 - 2017  
£8,900, Principal Investigator  
“*Blame and responsibility: An experimental investigation*”  
[Grant terminated by BA in 2016 due to departure from UK]

Economic and Social Research Council Grant, 2010 - 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, 2009 - 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 , 2009 - 2010  
£1,200, Principal Investigator  
“*An experimental study of dynamic labor markets*”

Social Sciences Grant, University of Southampton, 2008 - 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 Outstanding Teacher Award, Game Theory, 2018  
Krannert School of Management Outstanding Teacher Award, Experimental Economics, 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**

(Seminars at economics department, unless otherwise indicated)

### **2019**

University of Arkansas

Society for the Advancement of Economic Theory Annual Conference, Ischia

### **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 (Nuffield 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 (2 papers)  
Arizona State University  
University of Nottingham  
University of Oxford (Nuffield 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)

**DEPARTMENTAL & ADMINISTRATIVE RESPONSIBILITIES**

**Purdue University**

Ph.D. Admissions Committee, 2018 - to date  
Promotion & Tenure Committee, 2017 - to date  
Hiring Committee (Senior & junior), 2016 - 2017

**University of Oxford**

Governing Body of Hertford College, 2011 - 2016  
Tenure Review Committee, 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, 2012 - 2013 & 2015 - 2016  
P.P.E. Board of Examiners, 2013 - 2015  
Stipendiary Lecturer Hiring Committee, 2014 - 2015  
Treasury Committee, Hertford College, 2011 - 2014  
I.T. Committee, 2011 - 2014  
Martin School Senior Research Officer Hiring Committee, 2013 - 2014  
Post-doc Hiring Committee, 2012 - 2013  
Microeconomics Teaching Review Committee, 2012 - 2013  
Economics Department Workshop (Seminar Series), Organizer, 2012 - 2013  
Governing Body of Trinity College (non-voting), 2004 - 2007

**University of Southampton**

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