

# 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  
University Faculty Scholar, Purdue University, 2019 - 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  
Faculty Affiliate, Integrative Data Science Initiative, Purdue University, 2020 - 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  
Competition Policy Consultant, Lexecon Ltd., London, 1998 - 2001

## PREVIOUS APPOINTMENTS (OTHER)

Krannert Faculty Fellow, Krannert School of Management, Purdue University, 2017 - 2019  
Associate Member, Nuffield CESS, University of Oxford, 2013 - 2018  
External Ethics Committee Member, Nuffield CESS, University of Oxford, 2013 - 2018  
Visiting Fellow, ILR School, Cornell University, 2015  
Visiting Scholar, Wharton School (BEPP), University of Pennsylvania, 2014  
Departmental Teaching Associate, Department of Economics, University of Oxford, 2002 - 2005

## 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

D.Phil. (= 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

## **REFEREED PUBLICATIONS**

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

Cognitive skills, strategic sophistication, and life outcomes (with Eduardo Fe and Victoria Prowse)  
Revise & resubmit (3<sup>rd</sup> revision) at *Journal of Political Economy*

Strategic complexity and the value of thinking (with Victoria Prowse)  
Revise & resubmit at *Economic Journal*

Beliefs, learning, and personality in the indefinitely repeated prisoner's dilemma (with Yaroslav Rosokha)

The creativity premium (with Victoria Prowse)

## **TEACHING**

(# indicates post-graduate level)

### **Purdue University**

Experimental & Behavioral Economics, 2019, 2021 (#)

Experimental Economics, 2017 (#)

Game Theory, 2017, 2018, 2019, 2020, 2021

### **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)

Xinxin Lyu, Ph.D., Purdue University, 2021 - to date

Junya Zhou, Ph.D., Purdue University, 2019 - to date

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

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

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

### **GRANTS**

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

Blake Business Ethics Fund, Krannert School of Management, Purdue University, 2018 - 2020 (#)  
British Academy Grant, 2015 - 2017 (terminated by BA in 2016 due to departure from UK) (#)  
Economic and Social Research Council Grant, 2010 - 2012 (#)  
British Academy Grant, 2009 - 2011  
Social Sciences Grant, University of Southampton, 2009 - 2010 (#)  
Social Sciences Grant, University of Southampton, 2008 – 2009 (#)

### **REFEREEING**

#### **Journals:**

*American Economic Review, Econometrica, Journal of Political Economy, Quarterly Journal of Economics, Review of Economic Studies, American Economic Journal: Applied Economics, American Economic Journal: Microeconomics, 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 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 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:**

*Israel Science Foundation, National Science Foundation, 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 Awards

- Game Theory, 2019; Experimental & Behavioral Economics, 2019

Krannert School of Management Outstanding Teacher Awards

- Game Theory, 2018; Experimental Economics, 2017

Economic Journal Referee Prize, 2012

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

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)

**2021** (including scheduled; all virtual except those indicated with #)

Florida State University; University of Miami

Society of Labor Economists (SOLE) Annual Conference

Barcelona GSE Summer Workshop on Computational and Experimental Economics

UEA Workshop on Behavioral Game Theory

Economic Science Association North American Meeting, Tucson (two presentations; #)

Learning, Evolution and Games Conference

Maastricht Behavioral and Experimental Economics Symposium

NeuroPsychoEconomics Conference

European Meeting on Game Theory

RExCon21 on Social Preferences and Social Norms

Subjective Probability, Utility and Decision Making Conference

IAREP-SABE Annual Conference

SABE session at WEAI Annual Meeting

Econometric Society North American Summer Meeting

Midwest Economics Association Annual Meeting

Indiana Academy of the Social Sciences Annual Conference

**2020** (all virtual)

Virginia Tech; University of Birmingham

Utah Experimental Economics Conference (*invited speaker*)

Barcelona GSE Summer Workshop on Children's Health, Wellbeing, and Human Capital Formation

Society for the Advancement of Behavioral Economics (SABE) Annual Conference

**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**

Purdue Advisory Board for the Rhodes, Marshall, & Mitchell Scholarships, 2020 - to date  
Ph.D. Admissions Committee, 2018 - to date  
Promotion & Tenure Committee, 2017 - 2021  
Hiring Committee (junior), 2019 - 2021  
Hiring Committee (post-doc), 2019 - 2020  
Hiring Committee (senior & junior), 2016 - 2017

### **University of Oxford**

Board of Trustees and Governing Body, Hertford College, 2011 - 2016  
Board of Trustees, Oxford Economic Papers, 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**

Ethics Review Board, School of Social Sciences, 2010 - 2011  
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