

DAVID GILL

Short statement (page 1/2)

May 3rd, 2021

Brief description of research agenda

I am an applied microeconomist who uses game theory and experiments to understand how people behave. More specifically, I am interested in: (i) incorporating empirically motivated and psychologically more realistic assumptions into models of behavior; (ii) developing testable predictions of the models when people interact; and (iii) using laboratory or field experiments (and sometimes observational data) to test these predictions. The goal is to identify empirically important deviations from traditional microeconomic assumptions that help to explain economic behavior and guide policymakers. Within this broad framework my research fits into two themes. First, I study the role of emotions such as disappointment or guilt in driving behavior in strategic interactions. Second, I study how people who are boundedly rational behave when they interact with others. In particular, I am interested in how individual characteristics such as people's cognitive abilities and personality impose predictable limits on their strategic sophistication.

Research highlights

"A structural analysis of disappointment aversion in a real effort competition"

- Published in ***American Economic Review*** (2012)
- Reached 700 Google Scholar citations
- Web of Science "Highly Cited Paper" in the field of Economics and Business ¹

"Cognitive ability, character skills, and learning to play equilibrium: A level-k analysis"

- Published in ***Journal of Political Economy*** (2016)
- Reached 240 Google Scholar citations
- Cited in the introduction to "Foundations of Behavioral Economic Analysis" (Dhami, OUP, 2016; now the standard graduate textbook)

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

- Published in ***Management Science*** (2019)
- Reached 100 Google Scholar citations

"Using goals to motivate college students: Theory and evidence from field experiments"

- Published in ***Review of Economics and Statistics*** (2020)
- Reached 60 Google Scholar citations

"Cognitive skills, strategic sophistication, and life outcomes" (working paper)

- Revise & resubmit (2nd revision) at ***Journal of Political Economy***

¹ According to the Web of Science, Highly Cited Papers are those that place in the top 1% by Web of Science citations among all papers published in the same year in the field of Economics and Business.

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Research-related activities

- c. 150 external seminar, conference and workshop presentations
- Referee for c. 50 journals and funding bodies
- Current member of the Editorial Board at *Oxford Economic Papers*
- Previously member of two ethics review committees

Teaching & related activities

- Krannert Distinguished Teacher Awards for most recent rated offerings of all my courses ²
- Currently chair / member of four Ph.D. committees
- Mentoring: multiple Honors Contracts

Service to Krannert & Purdue

- Purdue Advisory Board for the Rhodes, Marshall, & Mitchell Scholarships (2020 - to date)
- Ph.D. admissions committee (2018 - to date)
- Member of four hiring committees
- Numerous promotion & tenure committee reports
- Outreach: (i) created video lecture for Ivy Tech to use statewide in their professional development modules; (ii) gave workshop at the IFREE Undergraduate Summer Workshop in Experimental Economics

Some highlights before coming to Purdue in 2016

- Associate Professor (with tenure), Department of Economics, University of Oxford, 2015 - 2016
- Board of Trustees, Hertford College, University of Oxford (endowment c. \$100m), 2011 - 2016
- Roger Van Noorden Fellow in Economics, Hertford College, University of Oxford, 2014 - 2016
- Expert witness (for EMI Music; EMI / Time Warner case) in front of EU's Merger Task Force, 2000
- Visiting Scholar, Wharton School (Business Economics and Public Policy), 2014
- Associate Editor, *Journal of Economic Behavior and Organization*, 2011 - 2016
- P.P.E. Board of Examiners, Convenor for Economics, University of Oxford, 2015 - 2016 ³

² Sample undergraduate student feedback: "There are few 7:30 courses that I enjoy going to, but yours was one of them. Your course has taught me a lot about how to think logically and how I can use that logic in the real world. It is one of the best I have ever decided to take and definitely will be one of the courses I will never forget after I graduate. I like how you incorporated fun into the learning whether it be MobLab or some video clip to reinforce the concept."

³ In charge of economics examining for P.P.E. (probably the most prestigious degree in UK). P.P.E. degrees awarded using a single set of exams in the final three weeks of the course.