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Education

Ph.D. Economics, Florida State University, December, 2009

M.S. Economics, Florida State University, 2004

B.A. Economics, Florida State University, 1999

Positions

University of North Carolina at Charlotte

Executive Director, Center for Entrepreneurship and Innovation (CEI), 2023 - present

Associate Professor, Department of Economics, 2019 - present

Visiting Assistant Professor, Department of Economics, Fall 2017

GATE Lyon Saint-Etienne (Groupe d'Analyse et de Théorie Economique, CNRS)

Chercheur Associée, 2015 - present

Webster University Geneva, School of Business and Technology

Associate Professor, 2017- 2019

Assistant Professor, 2010 - 2017

Florida State University

Institute for Energy Systems, Economics, and Sustainability (IESES) Research Associate, Spring 2010

xs/fs Laboratory, Quinn Fellow in Experimental Economics, 2006-2009

United States Bureau of Labor Statistics, Division of Industry Productivity

Economist, 2005-2006

Papers

Refereed Publications

Why Join a Team? with David Cooper and Marie Claire Villeval, **Management Science**, 67(11) (2021): 6980-6997.

Entry by Successful Speculators in Auctions with Resale, with Marco Pagnozzi, **Experimental Economics**, 22(2) (2019): 477-505.

Efficiency in Auctions with (Failed) Resale, with Marco Pagnozzi, **Journal of Economic Behavior and Organization**, 159 (2019): 254-273.

Auctions with Limited Liability through Default or Resale, with Marco Pagnozzi, **Journal of Economic Behavior and Organization**, 159 (2019): 51-74.

Coordination and Focality Under Gain-Loss Framing: Experimental Evidence, with Odile Poulsen, **Economics Letters**, 164 (2018): 75-78.

Demand Reduction in Multi-Object Auctions with Resale: An Experimental Analysis, with Marco Pagnozzi, **Economic Journal**, 127 (2017): 2702-2729.

Procurement Auctions with Renegotiation and Wealth Constraints, with Wei-Shiun Chang and Tim Salmon, **Economic Inquiry**, 54 (2016): 1684-1704.

Entrepreneurship and Team Participation: An Experimental Study, with David Cooper, **European Economic Review**, 59 (2013): 126-140.

Speculation and Demand Reduction in English Clock Auctions with Resale, **Journal of Economic Behavior and Organization**, 84 (2012): 416-431.

Other Publications

The Behavioral Approach to Entrepreneurship, with David Cooper in Marie Claire Villeval and Klaus Zimmerman (eds.), **The Handbook of Labor, Human Resources and Population Economics**, (2020), Berlin: Springer-Verlag.

Exploring Entrepreneurship with Experimental Economics, with David Cooper in Dubard Barbosa, S., & Fayolle, A. **A Research Agenda for Entrepreneurial Decision Making**. forthcoming, Edward Elgar Research Agenda Book Series. Cheltenham, UK: Edward Elgar Publishing.

Working Papers

Remote Work and Team Productivity, with Glenn Dutcher

Is “Real” Effort More Real? with Glenn Dutcher and Tim Salmon

The Value of Consensus: An Experimental Analysis of Costly Deliberation, with Marcello Puca and Simone Sepe

Grants and Fellowships

Faculty Research Grant - University of North Carolina at Charlotte, 2023

Summer Institute on Field Experiments at the University of Chicago (SIFE), Project Grant, Nov., 2017

Summer Institute on Field Experiments at the University of Chicago (SIFE), Scholar Travel Support, July 2017

Programme Avenir Lyon Saint-Etienne - Management Economie Lyon St Etienne (PALSE - MAELYSE) Project Grant (with Marie Claire Villeval, David Cooper, and EMLYON), 2015

Einaudi Institute for Economics and Finance (EIEF) Project Grant (with Marcello Puca and Simone M. Sepe), 2014

The International Foundation for Research in Experimental Economics (IFREE) Small Grants Program (with Marco Pagnozzi), 2012

Faculty Research Grant - Webster University Geneva, 2011-2015; 2017

Webster University St. Louis 2016

Brim Dissertation Fellowship, Department of Economics - Florida State University, 2008-2009 Academic Year

Ewing Marion Kauffman Foundation Fellowship - Summer Intensive PhD Seminar in Entrepreneurship, June 2008

Florida State University Dissertation Research Grant, Feb. 2008

Invited Presentations

2023 NBER Conference on Remote Work

2022 Appalachian State University, Fordham University, Experimental & Environmental Economics Workshop at Appalachian State University

2021 Virginia Commonwealth University (Virtual)

2020 Ohio University (Virtual)

2019 Max Planck Institute for Innovation and Competition

2018 Groupe d'Analyse et de Theorie Economique (CNRS GATE), University of Geneva, University of North Carolina at Charlotte, Workshop on Experimental Economics and Entrepreneurship - Copenhagen Business School

2017 Florida Atlantic University, Florida State University, Regulating for Decent Work, International Labor Organization (ILO) - Geneva, Summer Institute on Field Experiments (SIFE) - University of Chicago

2016 University of Lausanne; University of St. Gallen, City University London

2015 University of Innsbruck

2013 University of East Anglia, Swiss IO Day - University of Bern

2012 Grenoble Applied Economics Laboratory (GAEL)

2011 EMIR Workshop at CNRS GATE

2010 CNRS GATE, ASSA Annual Meeting - Atlanta (discussant)

2009 University of Gothenburg

Media Coverage

Feb.26, 2013 Harvard Business Review - "New Research: What Yahoo Should Know About Good Managers and Remote Workers"

Teaching and Student Advising

University of North Carolina at Charlotte

PhD: Microeconomic Theory I, Microeconomic Theory II

MS Econ: Advanced Microeconomic Theory

MBA: Managerial Economics

Undergraduate: Intermediate Microeconomics

Webster University Geneva

Undergraduate: Economics of Sustainability, Principles of Microeconomics, Principles of Macroeconomics, Applied Statistics, Intermediate Microeconomics

MBA: Game Theory, Managerial Economics, Applied Statistics

Grenoble Ecole de Management

DBA: Main advisor for Samer Hammad (defended, 2017), Randall Jackson (defended, 2021)

Florida State University

Undergraduate: Principles of Microeconomics, Principles of Macroeconomics, Introduction to Economics, Labor Economics (online course), Economics of State and Local Government (online course)

Awards

Charles E. Rockwood Graduate Student Teaching Award, Department of Economics - Florida State University, 2007

Instant Recognition Award, US Bureau of Labor Statistics, 2006

Achievement Recognition Award, US Bureau of Labor Statistics, 2006

Professional Memberships

American Economic Association, Association Francaise d'Economie Experimentale, Economic Science Association, Florida State University Fellows Society

Refereeing

Economic Journal, Economic Inquiry, Economics Letters, Economic Theory Bulletin, Experimental Economics, Games, Games and Economic Behavior, Industrial and Labor Relations Review, International Economic Review, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior and Organization, Journal of Economic Geography, Journal of the Economic Science Association, Journal of Economic Surveys, Journal of the Operational Research Society, Journal of Public Economic Theory, Management Science, Scandinavian Journal of Economics, Southern Economic Journal

Personal

Born August 2, 1976; Married; United States Citizen, Roller Coaster Enthusiast