

CATHERINE COLEMAN ECKEL

Curriculum Vitae
School of Social Sciences
University of Texas at Dallas
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EMPLOYMENT EXPERIENCE:

Professor of Economics, School of Social Sciences, University of Texas, Dallas.

Professor - Department of Economics, Virginia Polytechnic Institute and State University, Blacksburg, Virginia, 24061, 1998 to present. Associate Professor, 1989 to 1998. Assistant Professor - 1983 to 1989. Associate Department Head - 1987-1993.

Director, Laboratory for the Study of Human Thought and Action, Virginia Tech. 2002 – present.

Associate Fellow, CIRANO (Centre interuniversitaire de recherche en analyse des organisations), Montreal, 2004-present.

Fellow, Wissenschaftskolleg zu Berlin, May - July, 2002.

Program Director, National Science Foundation, Economics Program, Arlington, VA 22230. June, 1996-June, 1998.

Visiting Associate Research Scientist - Economic Science Laboratory, University of Arizona, Tucson, AZ 85721. September, 1994 - May, 1995.

Assistant Professor - Policy Division, Faculty of Commerce and Business Administration, University of British Columbia, Vancouver, BC. January, 1981 - July, 1983.

EDUCATION:

B.S., Economics, Virginia Commonwealth University, 1977.

Ph.D., Economics, University of Virginia, 1983.

NATIONAL SCIENCE FOUNDATION GRANTS (PI or Co-PI):

“Collaborative Research: WITS: A Wireless Interactive Teaching System.” 8/06-7/08. Collaborative grant with Sheryl Ball, Virginia Tech. \$375,000. (DUE-0618646)

“The Impact of Hurricane Katrina on Charitable Giving: An Experimental Study.” 11/05-10/-7. With Philip J. Grossman (PI). SGER Katrina Competition \$98,776.00 (SES-0554893)

“Experimental Measures of Preferences to Augment Survey Research.” 10/04 – 4/06. With David K. Levine, Duncan Thomas, V. J. Hotz, William R. Zame. \$88,000. (SES-0443708)

“Collaborative Research on Trust, Race, Framing and Institutions .” 8/03 – 7//06. Collaborative grant with Rick Wilson, Rice University. \$169,722. (SES-0318180)

“Doctoral Dissertation Research: The "Give" and "Take" on Restaurant Tipping.” With M. Parrett. 3/03-9/04. \$11,860. (SES-0241935)

“Classroom Experiments for Large Lecture Classes: A Wireless Solution.” With S. Ball and Kevin Oliver. \$74,632 = \$19,375 supplement. 3/02 – 2/04. (DUE-0127839 and 0127449)

“Charitable Giving: A Field Test of Rebates v. Matching Subsidies.” With Philip Grossman. \$320,500. 3/02 – 2/04. (SES-0136684)

“Game Theory and Social Interactions: A Virtual Collaboratory for Teaching and Research.” \$221,000. 2001-2006. Subaward under a \$2.5 million Infrastructure grant to Charles Holt (PI), U. of Va. (SES-0094800)

“Collaborative Research: Social Signaling and Reputation in Games with Facial Schematics”. 1999-2003 With Rick Wilson, Department of Political Science, Rice University. (SBE-9819671) \$136,000.

"Status in Economic Decision Making," with Sheryl Ball and Philip Grossman. 1995-1997. \$50,000.

ADDITIONAL EXTERNAL GRANTS :

“Preferences and Economic Decision Making.” *National Institutes of Health – NICHD (R01)*. Co-PI, with Duncan Thomas (UCLA), PI. Recommended for funding at \$2.8 million. 6/05-5/10

“Measuring Preferences in Social Surveys.” *National Institutes of Health – NICHD (R21)*. Co-PI, with Duncan Thomas (UCLA), PI. \$297,000. 4/05 – 3/07

“Incorporating Experimental Measures of Preferences into Survey Research.” With V. Joseph Hotz, Cathleen Johnson, David Levine, Cesar Martinelli, Susan Parker, Luis Rubalcava, Seth Sanders, Graciela Teruel, Duncan Thomas, William Zame. Funded by the Network on Preferences and Norms, *John D. and Catherine T. MacArthur Foundation.*, \$113,000. January, 2005 – July, 2005.

“Using Simple Games to Measure Trust, Risky Behavior, Cooperativeness, and Patience in High School Students: Phase II: Houston.” With Phil Grossman and Kate Johnson. Funded by the Network on Preferences and Norms, *John D. and Catherine T. MacArthur Foundation.* \$145,000. December, 2003 – July, 2005.

“Fostering Adult Education: A Laboratory Experiment on the Efficient Use of Loans, Grants, and Savings Incentives.” (Co-PI with Kate Johnson and Claude Montmarquette), *Human Resources Development Canada* (\$750,000 CAD), June 2002– May 2003

“Rebate Versus Matching: A Field Test of the Effects of Different Subsidy Types on Charitable Contributions.” *The Aspen Foundation.* \$46,000. 2001-2004.

“Evaluating the Implementation of Participatory Exercises in Large Economics Lecture Classes via Student Interaction with Market Simulations Enabled by Wireless Technology.” With S. Ball, K. Oliver, S. Midkiff. *Andrew Mellon Foundation.* \$50,000. 2001.

"Rebates v. Matching: An Experimental Test of the Effects of Different Subsidy Types on Charitable Contributions." \$30,000. With Phil Grossman. Network on Preferences and Norms, *John D. and Catherine T. MacArthur Foundation.* April 15, 2001 – December 31, 2004.

“Using Simple Games to Measure Trust, Risky Behavior, Cooperativeness, and Patience in High School Students: Phase I.” \$31,395. With Phil Grossman. Funded by the Network on Preferences and Norms, *John D. and Catherine T. MacArthur Foundation.* April 15, 2001 – April 14, 2002.

"Automobile Extended Warranties: An Empirical Proposal". \$20,566. With Nancy Lutz and Evan Moore. Funded by the *John D. and Catherine T. MacArthur Foundation*, Network on the Nature and Origin of Preferences. 2000-2002.

“Playing it Safe: Gender Differences in Risk Aversion,” with Philip Grossman and Nancy Lutz. Funded by the Network on Preferences and Norms, *John D. and Catherine T. MacArthur Foundation.* 1997-2001. \$25,000.

“Sources of Diversity in Risk Acceptance”, with Martin Daly and Margo Wilson, Department of Psychology, McMaster University. This is a grant to support two interdisciplinary workshops and to

sponsor research, with the purpose of producing an edited volume on the topic. Preferences Network, *John D. and Catherine T. MacArthur Foundation*, 1997-2001. \$70,000.

"Nonprofit/For-Profit Competition: Do Differential Subsidies Help or Hurt Society," with Rich Steinberg. *Initiative on Nonprofit Entrepreneurship of the Center for Entrepreneurial Studies, NYU*, \$9800. July 1992-May 1993.

"Assessing the Need for Economics and Business Education and Research in Central and Eastern Europe." *South-East Consortium for International Development, International Development Summer Scholar Award*, 1991. \$25,821. With Bernard LaBerge and James Littlefield.

"The Distributional Consequences of Mixed Enterprises," with A. Boardman and A. Vining. Supported by the *Max Bell Foundation*. Amount of award: \$20,000. 1982.

HONORS AND AWARDS:

X-Caliber Award, University award for innovation in teaching technology, Virginia Tech, 2004

Diggs Teaching Scholar Award, University award for integrating teaching and research, Virginia Tech, 2004

Principles of Economics Teacher of the Year, Department of Economics, Virginia Tech, 2004

Who's Who Among American Teachers, 2003-4

Teacher of the Year Award, Department of Economics, Virginia Tech, 1993-94.

Virginia Tech Economics Club Excellence in Teaching Award, 1986

Brookings Institution Research Fellowship, 1980 (declined)

Dupont Fellowship - University of Virginia, School year 1979-80

Virginia Governor's Fellowship - University of Virginia, School years 1977-79.

Phi Kappa Phi - Virginia Commonwealth University, 1977

Outstanding Economics Senior Award - Virginia Commonwealth University, 1977

PROFESSIONAL SERVICE:

National Science Foundation:

Program Director, *Economics Program*, July 1996 - July 1998.

Review Panel, *Integrative Graduate Education and Research Training Program (IGERT) Pre-Proposal Review Panel*, September, 1998.

Review Panel, *Decision, Risk and Management Science Program*, 1999-2001.

Review Panel, *ADVANCE Program*, March, 2003

Review Panel, *Human and Social Dynamics Program*, May, 2004.

Workshop: Cyberinfrastructure for the Social Sciences. March, 2005

European Science Foundation:

Review Panel, *TECT: The Evolution of Cooperation and Trading*: July-December 2006.

Organizational Officer Positions, Boards and Committees:

American Economic Association

Committee on the Status of Women in the Economics Profession (CSWEP), 1997-1999.

Elaine Bennett Prize Committee (awards a prize for outstanding research accomplishment by a young woman economist, given every 2 years), Chair, 1998-9; Member, 2000-1.

COSSA Liason Committee, 1999-2003.

American National Election Studies, Board of Overseers, 2006-present.

CASSEL: California Social Science Experimentation Lab at UCLA
Member of Executive Board, 2001-Present

Economic Science Association:

North American Vice President, 2000-2004
Section Head, Experimental Methodology, 1995-1999.

Network on Preferences and Norms, an interdisciplinary group sponsored by the ***John D. and Catherine T. MacArthur Foundation***.

Core Member: 1996-present.
Co-director, Subnetwork on Individual Differences in Risk Attitudes.

Society for the Advancement of Behavioral Economics

Advisory board, member at large, 2006

Southern Economic Association:

President, 2006
President-elect, Program Chair, 2005
Vice President, 2002-2004.
Nominations Committee, 1999-2000.
Executive Board, 1992-94;

Co-Editor:

Journal of Economic Behavior and Organization, since 2005.

Journal of Regulatory Economics, Special Issue on the Role of Experimental Economics in Regulatory Research, March, 2003.

Associate Editor/Editorial Boards:

The New Palgrave Dictionary of Economics, (experimental and behavioral economics) 2nd Edition

Journal of Economic Behavior and Organization (2003-2005)

Journal of Economic Psychology (since 2002)

Journal of Socio-Economics (since 2001)

Experimental Economics (since 1998)

Southern Economic Journal (since 1997)

Journal of Regulatory Economics (1999-2006)

Journal of Business Administration (1983-1996)

Evaluation Review (1991-93)

UNIVERSITY AND DEPARTMENTAL ADMINISTRATION:

UTD: 2005 - present

Search Committee, Economics Program: 2005-6

Executive Committee, Economics Program: 2005-6

Virginia Tech: 1983-2005:

University and College:

ADVANCE Professor, and member of Leadership Team administering an NSF-Supported ADVANCE Project for Institutional Transformation at Virginia Tech. 7/2003-12/2004.

Director of Research, Laboratory for the Study of Human Thought and Action, 1999-2002.

Virginia Tech Organization of Women Faculty, founder and President, 1992-4; board 2000-2001

University Promotion and Tenure Committee, 2000-2002.
Promotion and Tenure Committee, College of Science, 2003-4.
Promotion and Tenure Committee, College of Arts and Sciences, 1992-3, 1997-9.
Search Committee: Dean of the College of Science. 2003.
ASPIRES Internal Grants Review Committee, 1998-9, 2002-3.
Creative Match Grants Committee, 1990-3.
Coordinating Council on Women's Concerns, 1992-4.
Honor System Judicial and Investigative Board, 1990-92.
Planning Committee on Service, College of Arts and Sciences, 1991-3.
College of Business Building Committee (coordinated the completion and occupation of new building), 1987-90.
College of Business Curriculum Committee, 1984-7.

Department of Economics:

Cluster Hiring Committee, 2004
Seminar Coordinator, 2003-5
Associate Department Head, Department of Economics, 1987-1993.
Executive Committee: 1999-2001
IRB Reviewer, 1999-present.
Personnel/Search Committees: 1987-88, 1991-3, 1995-6, 1998-2001.
Director of Undergraduate Studies: 1984 – 1987
Faculty Coordinator, Economics Club and Omicron Delta Epsilon, 1985-7.
Graduate Placement Director: 1993-94.
Teaching and Awards Committee (chair), 1992-4, 2002-3
Undergraduate Curriculum Committee (chair), 1990-93.

PUBLICATIONS:

- C. Eckel, C. Johnson, C. Montmarquette, and C. Rojas. "Debt Aversion and the Demand for Loans for Post-Secondary Education." Forthcoming, *Public Finance Review*.
- C. Eckel and R. Wilson, "Judging a Book by its Cover: Beauty and Expectations in a Trust Game." Forthcoming, *Political Research Quarterly*, 2006
- C. Eckel and P. Grossman, "Do Donors Care About Subsidy Type: An Experimental Study*" Forthcoming, *Research in Experimental Economics*,
- S. Ball, C. Eckel and C. Rojas. "Technology Improves Learning in Large Principles of Economics Classes: Using Our WITS." *American Economic Review* 96(2): 442-446. Papers and Proceedings, May, 2006.
- C. Eckel and P. Grossman, "Subsidizing Charitable Giving with Rebates or Matching: Further Laboratory Evidence." *Southern Economic Journal* 72(4): 794-807, April, 2006
- C. Eckel and R. Wilson, "Internet Cautions." *Experimental Economics* 9(1): 53-66, April, 2006
- C. Eckel and P. Grossman, "Managing Diversity by Creating Team Identity." *Journal of Economic Behavior and Organization* 58 (3): 371-392, November 2005.
- C. Eckel, P. Grossman, and M. Johnston. "An Experimental Test of the Crowding Out Hypothesis." *Journal of Public Economics* 89(8): 1543-1560. August, 2005.
- C. Eckel, M. McInnes, S. Solnick, et al. "Bobbing for Widgets: Compensating Wage Differentials." *Journal of Economic Education*. 36(2):129-138. Spring, 2005.

- C. Eckel, K. Johnson and C. Montmarquette. "Saving decisions of the working poor: short- and long-term horizons." *Field Experiments in Economics: Research in Experimental Economics*, Volume 10, edited by Jeff Carpenter, Glenn W. Harrison, and John A. List, (Greenwich, CT: JAI Press) 2005, pp. 219-260.
- C. Eckel and P. Grossman, "Men, Women and Risk Aversion: Experimental Evidence." Forthcoming in *Handbook of Experimental Results*, edited by C. Plott and V. Smith. New York, Elsevier.
- C. Eckel and P. Grossman, "Differences in the Economic Decisions of Men and Women: Experimental Evidence." Forthcoming in *Handbook of Experimental Results*, edited by C. Plott and V. Smith. New York, Elsevier.
- C. Eckel and R. Wilson, "Is Trust a Risky Decision?" *Journal of Economic Behavior and Organization* 55(4): 447-465, December, 2004.
- S. Ball and C. Eckel, "Using Technology to Facilitate Active Learning in Economics Through Experiments." *Social Science Computer Review* 22(4):469-478. Winter, 2004.
- C. Eckel and P. Grossman, "'Giving to Secular Causes by the Religious and Nonreligious: An Experimental Test of the Responsiveness of Giving to Subsidies.'" *Nonprofit and Voluntary Sector Quarterly* 33(2):271-289. June, 2004.
- C. Eckel, "Vernon Smith, Nobel Laureate: Economics as a Laboratory Science." *Journal of Socio-Economics* 33:15-28. 2004. (Invited)
- C. Eckel and N. Lutz. "What Role Can Experiments Play in Research on Regulation?" *Journal of Regulatory Economics*, 23(2) :103-108. March, 2003.
- C. Eckel and P. Grossman, "Rebates Versus Matching: Does How We Subsidize Charitable Contributions Matter?" *Journal of Public Economics*, 87(3-4): 681-701. 2003.
- C. Eckel and Rick K. Wilson, "The Human Face of Game Theory: Trust and Reciprocity in Sequential Games." Chapter 9 in *Trust and Reciprocity: Interdisciplinary Lessons from Experimental Research*, edited by Elinor Ostrom and Jimmy Walker, pp. 245-274. New York: Russell Sage Foundation. 2003.
- C. Eckel, Martin Johnson and Rick K. Wilson, "Fairness and Rejections in the Ultimatum Bargaining Game." *Political Analysis* 10(4): 376-393. 2002.
- C. Eckel and P. Grossman, "Sex Differences and Statistical Stereotyping in Attitudes Toward Financial Risk." *Evolution and Human Behavior* 23(4): 281-295. 2002
- C. Eckel. "Interview." In *Experimental Economics: Financial Markets, Auctions, and Decision Making*. Edited by Fredrik Andersson and Håkan Holm. Boston: Kluwer Academic Publishers. 2002.
- C. Eckel and Philip Grossman, "Chivalry and Solidarity in Ultimatum Games." *Economic Inquiry* 39(2): 171-188, April, 2001
- Ball, Sheryl., C. Eckel, P. Grossman and W. Zame. "Status in Markets." *Quarterly Journal of Economics* 155(1): pp. 161-181. February, 2001.
- Jorn Scharleman, C. Eckel, Alex Kacelnik and Rick Wilson. "The Value of a Smile: Game Theory with a Human Face." *Journal of Economic Psychology* 22: 617-640. 2001. Reprinted in *Trust*, edited by E.L. Khalil. A volume in the series *Critical Studies in Economic Institutions*. series editor: Geoffrey M. Hodgson. Cheltenham, UK: Edward Elgar, 2003..
- C. Eckel and P. Grossman, "Volunteers and Pseudo-Volunteers: The Effect of Recruitment Method on Subjects' Behavior in Experiments." *Experimental Economics* 3(2): 107-120. December, 2000.

- C. Eckel, "Comment on 'The Effects of Financial Incentives in Experiments: A Review and Capital-Labor Production Framework,' by Camerer and Hogarth." *Journal of Risk and Uncertainty*, 19(1-3): 47-48. December, 1999.
- C. Eckel and P. Grossman, "Are Women Less Selfish Than Men?: Evidence from Dictator Games." *The Economic Journal* 108(448): 726-735. May, 1998.
- Sheryl Ball and C. Eckel, "The Economic Value of Status." *Journal of Socio-Economics*, 27(4): 495-514, 1998.
- C. Eckel, D. Eckel and V. Singal, "Privatization and Efficiency: Industry Effects of the Sale of British Airways." *Journal of Financial Economics*, 43(2): 275-98, February, 1997
- C. Eckel and Philip Grossman, "Altruism in Anonymous Dictator Games." *Games and Economic Behavior* 16:181-191, 1996.
- C. Eckel and Philip Grossman, "The Relative Price of Fairness: Gender Differences in a Punishment Game," *Journal of Economic Behavior and Organization* 30(2):143-158. 1996.
- Sheryl Ball and C. Eckel, "Buying Status: Experimental Evidence on Status in Negotiation." *Psychology and Marketing*, 13(4):381-405. 1996.
- C. Eckel and Philip Grossman, "Equity and Fairness in Economic Decisions: Evidence From Bargaining Experiments." *Advances in Economic Psychology*, edited by Gerrit Antonides, W. Fred van Raaij, and Schlomo Maital. Chichester: John Wiley & Sons, Ltd., 1996.
- C. Eckel and Richard Steinberg, "Competition, Performance and Public Policy Toward Nonprofits." *Nonprofit Organizations in a Market Economy*, edited by David Hammack and Dennis Young. San Francisco: Jossey-Bass, 1993, pp. 57-81.
- C. Eckel and William T. Smith II, "Price Discrimination with Correlated Demands." *Southern Economic Journal* 59(1):58-65, July, 1992.
- C. Eckel and Charles A. Holt, "Strategic Voting in Agenda-Controlled Committee Experiments." *American Economic Review* 79(4):763-773, September, 1989.
- C. Eckel and T. Vermaelen, "The Financial Fallout from Chernobyl: Risk Perceptions and Regulatory Response." *Deregulation and Diversification of Utilities*. Edited by Michael Crew. Norwell, MA: Kluwer, 1988, pp. 183-201.
- C. Eckel, "The Causes and Consequences of Mixed Enterprise." In *Research in Corporate Social Performance and Policy, Vol. 10: International, Comparative and Multinational Studies*. Edited by Lee Preston. New York: JAI Press, 1988, pp. 139-156.
- C. Eckel, "Customer Class Price Discrimination by Electric Utilities." *Journal of Economics and Business*, 39:19-33, February, 1987.
- A. Boardman, R. Freedman, and C. Eckel, "The Price of Government Ownership: A Study of the Domtar Takeover." *Journal of Public Economics*, 31(3):269-286, December, 1986. Reprinted in *Privatisation and Corporate Performance*, edited by David Parker, in the series, *The International Library of Critical Writings in Economics*, series editor, Mark Blaug. Cheltenham, UK: Edward Elgar Publishing, Ltd.
- C. Eckel and T. Vermaelen, "Internal Regulation: The Effects of Government Ownership on the Value of the Firm." *Journal of Law and Economics* 29(2):381-404, October, 1986.
- A. Boardman, C. Eckel, and A. Vining, "The Advantages and Disadvantages of Mixed Enterprise." In *State-Owned Multinationals in International, Business, Research in International Business and International Relations*, Vol. 1., pp. 221-244. Edited by A. Negandhi and H. Thomas. New York: JAI

Press, 1986. Reprinted in *Portfolio 14(4): Management and Privatization of State-Owned Enterprises*. Edited by R. Ramamurti, 1989.

C. Eckel, "A General Model of Customer Class Pricing." *Economics Letters* 17 (1985):285-289.

C. Eckel and A. Vining, "Elements of a Theory of Mixed Enterprise." *Scottish Journal of Political Economy* 32(1):82-94, 1985.

C. Eckel and M. Goldberg, "Regulation and Deregulation of the Brewing Industry: The British Columbia Example." *Canadian Public Policy* 10(3):316-327, 1984.

A. Boardman, C. Eckel, M. Linde, and A. Vining, "An Overview of Mixed Enterprises in Canada." *Business Quarterly* 48(2):101-106. Summer 1983. Reprinted in *Government and Enterprise in Canada*, edited by K. J. Rea and Nelson Wiseman, Methuen, 1985.

C. Eckel and A. Vining, "Toward a Positive Theory of Joint Enterprise." In W. T. Stanbury and F. Thompson, eds., *Managing Public Enterprises*. New York: Praeger, 1982.

WORKING PAPERS:

C. Eckel and R. Wilson, "Initiating Trust: The Conditional Effects of Skin Color Among Strangers." Rice University, July, 2006. (under review).

R. Ashley, S. Ball, and C. Eckel, "Motives for Giving: A Reanalysis of Two Classic Public Goods Experiments." Virginia Tech, June, 2005.

C. Eckel and P. Grossman, "Subsidizing Charitable Giving: A Field Test Comparing Matching and Rebate Subsidies." Virginia Tech, February, 2005. (Under review.)

C. Eckel and Philip Grossman, "Forecasting Risk Attitudes." Department of Economics, Virginia Tech, July 2000. Presented at the *IAREP/SABE* meetings, Baden, Austria, July, 2000, at the *ESA* meetings, Tucson, September, 2000, and at the University of Mississippi, April 20, 2001. Revised January, 2006. Under review.

C. Eckel and R. Wilson, "Attractiveness and Trust: Does Beauty Confound Intuition?" Department of Economics, Virginia Tech, March, 2004. Revised, March, 2005.

S. Ball, C. Eckel, A. Ferguson, et al. "What's in a Name?" Presented at the *SEA* meetings, New Orleans, November, 2004.

S. Ball, C. Eckel, M. Heracleous, J. Phillips, P. Warren. "'Risk Preferences and Physical Prowess: Is the Weaker Sex More Risk Averse, or Do We Just Think So?'" Presented at the *SEA* meetings, New Orleans, November, 2004.

C. Eckel and R. Wilson, "Conditional Trust: Sex, Race and Facial Expressions in an Experimental Trust Game." Department of Economics, Virginia Tech, February 2003. Revised, November, 2003.

C. Eckel, K. Johnson and C. Montmarquette. "Human Capital Investment by the Poor: Calibrating Policy with Laboratory Experiments." *SRDC*, January, 2003.

R. Ashley, S. Ball and C. Eckel, "Analysis of Experimental Public Goods Data Using Dynamic Panel Regression Models." Presented at the Southern Economic Association meetings, November, 2002. Revised March, 2003. Revised December, 2003.

C. Eckel and Jacob Goeree, "Prospect Theory v. Decision Error." Presented at the Allied Social Science Association, Atlanta, January, 2002.

Evan Moore and C. Eckel, "Measuring Ambiguity Aversion." Presented at the Economic Science Association Meetings, Barcelona, June, 2001, at the Wissenschaftskolleg zu Berlin, July, 2002; and at the Southern Economic Association, November, 2003.

C. Eckel and Rick K. Wilson, "Whom to Trust: Choice of Partner in a Trust Game." Department of Economics, Virginia Tech, December, 2000. Revised, August, 2002. Under review.

C. Eckel, P. Grossman, N. Lutz, and V. Padmanabhan, "Playing it Safe: Gender Differences in Risk Aversion." Presented at the *Southern Economic Association Annual Meetings*, Washington, DC, November 23-25, 1996, the *Risk Subnetwork Workshop, Preferences Network*, MacArthur Foundation, Chicago, October 3, 1997, and the *Allied Social Science Association Annual Meetings* (CSWEP Session), Chicago, January, 1998. Revised March, 2003.

C. Eckel and Rick K. Wilson, "Social Learning in a Social Hierarchy: An Experimental Study." Presented at AAAS, February, 2000.

C. Eckel and Rick K. Wilson. "Reciprocal Fairness and Social Signaling: Experiments with Limited Reputations." Presented at the *American Economic Association Annual Meetings*, January 3-5, 1999.

C. Eckel and R. Gilles, "Fairness in Ultimatum Bargaining with Outside Options: Experimental Evidence." Virginia Polytechnic Institute and State University, Department of Economics, Revised, August, 1997. Presented at the *Public Choice/Economic Science Association meetings*, Long Beach, March, 1995.

C. Eckel and S. Ball, "Stars Upon Thars: Status and Discrimination in Ultimatum Game Experiments." Revised March, 1998. Presented at the *Economic Science Association Annual Meeting*, Tucson, October, 1993.

REPORTS:

Kate Johnson, Claude Montmarquette, and Catherine Eckel, "Fostering Adult Education: A Laboratory Experiment on the Efficient Use of Loans, Grants, and Saving Incentives". *Social Research and Demonstration Corporation*, November, 2003.

C. Eckel, Kate Johnson and Claude Montmarquette, "Will the Working Poor Invest in Human Capital? A Laboratory Experiment." *Social Research and Demonstration Corporation*, February, 2002.
<http://www.srdc.org/english/publications/workingpoor.htm>

C. Eckel, Bernard E. LaBerge and James E. Littlefield, *Report on Central and Eastern Europe: Needs Assessment, Resources and Funding Opportunities for Research and Education in Business and Economics*. Prepared for the South East Consortium for International Development, November 15, 1991. (227 pp.)

M. Goldberg and C. Eckel, *Price Competition in the British Columbia Brewing Industry: Present Status and Future Prospects*. Victoria, BC: Ministry of Consumer and Corporate Affairs, 1983.

C. Eckel and J. L. Knapp, "Inflation and the Virginia Income Tax," *Annual Report of the Revenue Resources and Economic Commission*, 1980, Ch. 1.

INTERNAL FUNDING:

Research:

"What's In A Name? A Proposal to Measure Racial Discrimination at Virginia Tech." Improving Campus Climate to Support Faculty Diversity and Retention Project, \$3,500. 2003-4.

"Experimental Tests of Nonmarket Allocation Mechanisms," with Rob Gilles. VPI&SU, VPI&SU, College of Arts and Sciences, Small Grant, \$2900. 1992-95.

"Gender and Cooperative Behavior in Economics Laboratory Experiments." Wayne State University Research Grant. With Philip Grossman. \$2300. 1991-92.

"Statistical Analysis and the Design of Economics Experiments." VPI Creative Matching Grant. \$2000. 1988.

"A Comparison of the Impact of the Regulatory Environment upon US and Canadian Electric Utilities," with A.Vining. Supported by the Department of Industry, Trade, and Commerce, Ottawa, and the Division of International Business, U.B.C. \$2,150. 1981.

Equipment, teaching development, travel, other:

"Implementing Participatory Exercises in Large Economics Lecture Classes via Student Interaction with Market Simulations Enabled by Wireless Technology." *Center for Innovation in Learning*, Virginia Tech. \$58,000. 2000-2002.

"Laboratory for the Study of Human Thought and Action." With James Weaver. *ASPIRES* grant for equipment funding. \$40,000. 2000-2001.

Supplemental Grants for travel to international conferences. 1991 (Aix-en-Provence and Paris), 1992 (Frankfurt), 1993 (Krakow, Vienna and Tilburg), and 1994 (Rotterdam and Paris).

VPI&SU Teaching-Learning Grant, 1993-94, to develop experimental exercises for use in teaching Principles of Economics and other undergraduate courses. With Sheryl Ball.

VPI&SU Affirmative Action Incentive Grant "Improving the Environment for Women Faculty at Virginia Tech," 1991-92. Used to found the Organization of Women Faculty, a support group for women faculty and to aid in the retention of women faculty at Virginia Tech.

VPI&SU Teaching-Learning Grant, 1990-91, to develop courses in race and gender issues in economics. (Course was taught for the first time in Fall, 1991, and has been approved as a permanent course.)

Plenary Addresses and Colloquia:

"Discrimination and Trust: Using Experimental Games to Measure Trust and Reciprocity".

Distinguished Guest Lecture in the series, Race and Diversity in Scientific Perspective: Broadening Participation, National Science Foundation, December, 2005.

"Sex in the Lab." Plenary Address, Economic Science Association, North American Regional Conference, Tucson, AZ. November 4-6, 2004.

"Women and Men in Economic Games: Social Signals, Expectations and Behavior."

Wissenschaftskolleg zu Berlin, Dienstag Colloquium, Berlin, Germany, July, 2002.

"Status and Influence." Plenary Address, Arne Ryde Conference on Experimental Economics, Lund, Sweden, November 9-11, 2000.

"Seeing is Believing: Signals and Expectations in Experimental Games." Plenary Address, Human Behavior and Evolution Society, Davis, CA., June, 1998.

Summer Workshops (invited faculty):

"Gender and Earnings: Measuring Preferences with Laboratory Experiments." Invited faculty address, International School of Economic Research, summer workshop on "Gender and Economics", Certosa di Pontignano Siena, Italy, July 3 - 10, 2005.

"Experimental Economics." Week long course (with Simon Gaechter), European Forum Alpbach, August 18 - 25, 2005.

Selected conference presentations and invited lectures (since 1995):

Economic Science Association, Atlanta, June, 2006.

“Coordination Success”, Conference in Honor of Ray Battalio, March 31-April 2, 2006.
 Allied Social Science Association, Boston, January, 2006
 ICES, George Mason University, December, 2005.
 Department of Economics, Texas A&M University, December, 2005
 Southern Economic Association, Washington, DC., November, 2005
 Economic Science Association Regional Conference, Tucson, October, 2005
 Economic Science Association, Montreal, June, 2005
 York University, York, UK. March 8-10, 2005 (3 lectures).
 School of Social Sciences, University of Texas at Dallas, December, 2004
 Department of Economics, Andrew Young School of Public Policy, Georgia State University,
 December, 2004
 Southern Economic Association, New Orleans, LA, November 21-23, 2004 (5 papers)
 Economic Science Association, Tucson, AZ, November 4-7, 2004
 Society for the Advancement of Behavioral Economics, Philadelphia, July 15-18, 2004
 Department of Economics, Vassar College, April 23, 2004.
 Johnson School of Business, Cornell University, March 30, 2004.
 Department of Economics, Virginia Commonwealth University, March 22, 2004.
 Department of Economics, University of California, Los Angeles, March 15, 2004.
 Department of Economics, California State University, Fullerton, March 12, 2004.
 Allied Social Science Association, San Diego, CA, D. C, January, 3-5, 2004. (2 papers).
 Southern Economic Association, San Antonio, TX, November 20-23, 2003 (5 papers)
 Economic Science Association, Regional Conference, Tucson, AZ, October 30 – November 2, 2003.
 Economic Science Association International Conference, Pittsburgh, PA, June 19-22, 2003.
 Conference on the Limits of Rationality, Wissenschaftskolleg zu Berlin, May, 2003.
 Carnegie Mellon University, Social and Decision Sciences, March 14, 2003
 University of Pittsburgh, Department of Economics, March 11, 2003
 Columbia University, Multidisciplinary Approaches to Human Decision Making Seminar, February 27,
 2003.
 Allied Social Science Association, Washington, D. C, January, 3-5, 2003. (1 paper, discussant, chair).
 Southern Economic Association, New Orleans, November 24-26, 2002 (3 papers)
 Gesellschaft für Experimentelle Wirtschaftsforschung (German Experimental Economics Society),
 Plenary address, Wittenberg, Germany, July 2002.
 Interdisciplinary Workshop on Risk Attitudes, Wissenschaftskolleg zu Berlin, Berlin, Germany, May,
 2002.
 Public Choice Society, San Diego, March, 2002.
 Allied Social Science Association, Atlanta, January, 2002. (3 papers, discussant, chair).
 Economic Science Association, Tucson, AZ, November 2001.
 University of Mississippi, Department of Economics, April 20, 2001.
 University of Gothenburg, Sweden, November 8, 2000.
 Economic Science Lab/Department of Economics, University of Arizona, October 1, 2000.
 Economic Science Association, Tucson, Arizona, September 28-30, 2000.
 International Association for Research in Economic Psychology/Society for the Advancement of
 Behavioral Economics, Baden, Austria, July 12-16, 2000.
 IBM, Watson Research Center, June 14, 2000.
 Public Choice Society/ESA, March 10-12, 2000, Charleston, SC.
 American Association for the Advancement of Science, session on the Dynamics of Social Interactions,
 Washington, DC, February 17-22, 2000.
 Santa Fe Institute/National Science Foundation Conference on Empirical Analysis of Social
 Interactions, October 15-17, 2000, Santa Fe, NM.

Conference on “Evolutionary Models of Economic and Social Behavior”. March 25-28, 1999, Pennsylvania State University.

Public Choice Society, March 12-14, 1999, New Orleans.

Russell Sage Foundation, Trust Working Group, February 19-20, 1999.

Allied Social Science Association, January 3-5, 1999, American Economic Association session, New York.

Southern Economic Association, Baltimore, November 8-11, 1998.

Economic Science Association, Tucson, October 16-18, 1998.

Summer Institute, Preferences Network (MacArthur Foundation), Stanford, August, 1998.

Department of Economics, Virginia Commonwealth University, March 4, 1998.

Workshop on Information-Gathering Behavior, Vienna, Austria, February 26-27, 1998.

Workshop on Cross-Cultural Experiments, Department of Anthropology, UCLA, January 30 - February 1, 1998.

Allied Social Science Association, January 3-6, 1998. Three papers: American Economics Association session; Atlantic Economic Society session, CSWEP session.

Southern Economic Association, Atlanta, November 21-23, 1997.

Department of Economics, University of Texas, Arlington, October 20, 1997.

Preferences Network, MacArthur Foundation, Chicago, October 3-5, 1997.

Economic Science Association, Tucson, Arizona, September 18-20, 1997.

Society for the Advancement of Behavioral Economics, Washington and Lee University, June 20-22, 1997.

Center for Study of Public Choice, George Mason University, April 30, 1997.

Economics, Game Theory and the Internet, DIMACS and Department of Economics, Rutgers University, April 18-19, 1997.

Department of Economics, American University, January 29, 1997.

Southern Economic Association, Washington, DC, November 23-25, 1996.

Economic Science Association, Tucson, AZ, October 18-20, 1996.

Atlantic Economic Society, October 10-13, 1996.

Department of Economics, University of Massachusetts, Amherst, September 19-20, 1996: seminar and short course on Experimental Economics.

Department of Economics, Tufts University, September 19, 1996.

Fifth Amsterdam Workshop on Experimental Economics, CREED, University of Amsterdam, September 5-7, 1996.

MacArthur Foundation, Preferences Network, Chicago, IL, April 14-16, 1996.

College of Business, Cornell University, Ithaca, NY, March 12, 1996.

Department of Economics, University of Kentucky, Lexington, KY, February 23, 1996.

Department of Economics, Indiana University /Purdue University Indianapolis (IUPUI), February 12, 1996

Department of Economics, College of William and Mary, Williamsburg, VA, February 9, 1996

Department of Economics, Santa Clara University, Santa Clara, CA, January 26, 1996

Economics Division, National Science Foundation, Arlington, Virginia, January 19, 1996.

Allied Social Science Association (Economic Science Association), San Francisco, January 5-7, 1996

Southern Economic Association, Economic Science Association Mini-Conference, New Orleans, LA, November 18-20, 1995.

Economic Science Association, Tucson, AZ, October 13-14, 1995.

Game Theory in the Behavioral Sciences, Tucson, AZ, October 11-12, 1995.

Department of Economics, Arizona State University, Tempe, AZ, April, 1995

Public Choice Society/Economic Science Association, Long Beach, CA, March 24-26, 1995

American Economic Association, ASSA, Washington, DC, January 5-8, 1995. (Invited Session)

ADDITIONAL PROFESSIONAL ACTIVITY:

Program Chair/Organizer: Conferences and Workshops:

- Program Chair, Southern Economic Association, Washington, DC, November, 2005.
- Program Chair, Economic Science Association North American Conference, October 30-November 2, 2003. Westward Look Resort, Tucson, AZ. 170 participants.
- Program Chair, Economic Science Association North American Conference, October 31-November 3, 2001. Westward Look Resort, Tucson, AZ. Over 100 participants in 32 sessions.
- Co-Organizer, “WEBLAB: Expanding the use of internet-based experimental methods in the social sciences”, National Science Foundation, October 30-31. (With R. Wilson, C. Eavey, W. Bainbridge).
- Co-Organizer, “Sources of Diversity in Risk Acceptance”, with Martin Daly and Margo Wilson, McMaster University. Three workshops with 15-20 participants each: MacArthur Foundation, Chicago, October 3, 1997; New York, January 5, 1999; Salt Lake City, June 2, 1999.
- Organizer, Economic Science Association Mini-Conference, Southern Economic Association, 6-7 sessions each year, 20-28 papers: 1993-1999.
- CSWEP Sessions, Southern Economic Association, 3-4 sessions per year, 1997-1999.
- Co-Organizer, Conference in Honor of Roger Sherman, co-organizer, Charlottesville, VA, May 10-11, 1996.

Session Organizer:

- Cooperation; Beauty; and Economics and the Real World.* Three sessions organized for the Economic Science Association, Allied Social Science Association, San Diego, CA, January 2004.
- Curses: A Session to Highlight the Publication of Common Value Auctions and the Winner’s Curse, by John Kagel and Dan Levin; and Field Experiments.* Southern Economic Association, San Antonio, TX, November 20-23, 2003.
- Contrasting Perspectives on Risk Aversion: Economics, Biology, and Psychology; Perceptions and Mechanisms of Decision Making; Social Norm.* Three sessions organized for the Economic Science Association, Allied Social Science Association, Washington, DC, January 2003.
- Perspectives on Prospect Theory, Field Experiments, and Market Design.* Three sessions organized for the Economic Science Association, Allied Social Science Association, Atlanta, January 2002.
- Gender differences in valuation, time preference, and risk attitudes: Experimental Evidence, and Gender and Bargaining,* CSWEP, American Economic Association, Allied Social Science Association Meetings, New York, 1999. (with Maureen Cropper).
- Risk Aversion: The determinants of risk attitudes in a heterogeneous population,* American Economic Association, Allied Social Science Association Meetings, New York, 1999.
- Social Status,* Economic Science Association, Allied Social Science Association Meetings, San Francisco, 1996.
- Fairness in Economic Decisions,* Society for the Advancement of Socio-Economics, Paris, 1994.

Refereeing: (in addition to editorial responsibilities):

- L'Actualité Économique, Current Anthropology, Eastern Economic Journal, Economic Inquiry, Economic Journal, Economics Letters, Evolution and Human Behavior, Evolutionary Psychology, Games and Economic Behavior, Journal of Applied Social Psychology, Journal of Behavioral Decision Making, Journal of Business and Economics, Journal of Business and Economic Statistics, Journal of Economic Psychology, Journal of Economics and Business, Journal of Labor Economics, Journal of Political Economy, Journal of Public Economics, Journal of Public Economic Theory, Journal of Regulatory Economics, Journal of Risk and Uncertainty, Proceedings of the National Academy of Sciences, Public Choice, Quarterly Journal of Economics,* National Science Foundation, South African National Science Foundation, Israeli National Science Foundation.

TEACHING:**Dissertations and Theses Supervised:**

Mana Komai, "An Economic Theory of Leadership." Ph.D. Dissertation, 2004.
 Matt Parrett, "The Give and Take on Restaurant Tipping." 2003. (Co-chair with Mark Stegeman).
 Mark McLeod, "Essays in Educational Economics and Industry Structure". 2003. (Co-chair with N. Lutz).
 Evan Moore, "An Investigation into the Demand for Service Contracts." 2002. (Co-chair with N. Lutz)
 Mark Frascatore, "Essays on Optimal Tenure Choice and Collusive Behavior in Contract Negotiation Models", Ph.D. Dissertation, 1994. (Co-Chair with Hans H. Haller).
 Gail H. Hafer, "The Impact of Customer Mix on the Cost of Capital of Utilities," Ph.D. Dissertation, 1986.
 Emmanuel Tsiritakis, "The Cost of Scale Inefficiency in the Canadian Brewing Industry: A Multi-Product Cost Function Approach," Ph.D. Dissertation, 1987.
 Steve Nehrt, "RPM and Exclusive Territories: A Comparison," MA Thesis, 1987.

Dissertation Committees:

Joanna Leleno, 1987 (IE/OR)	In-gyu Kim, 1992
Dae Sik Lee, 1988	Stelios Corres, 1993
Joseph Smalley, 1988	Pamela Peele, 1994
Kyung Baik, 1989	Kyungdong Hahn, 1995
Edward Zayicek, 1990	Lisa Rosenberry, 1995
Nancy Meade, 1990 (Accounting)	Farhad Ameen, 1996
David Albrecht, 1990 (Accounting)	John Yan, 1999
Hanin Abdallah, 1991	Cathleen Johnson, 2000
Partha Sengupta, 1991	Shabnam Mousavi, 2002.
Fahad Khalil, 1991	Narine Badasyan, 2004
Kent Poff, 1991 (Accounting)	Subhadip Chakrabarti, 2004
Bipasa Datta, 1991	Christian Rojas, 2005
Richard Milam, 1991	

Courses Taught: Principles of Economics (micro: class size 50-500)
 Microeconomics (undergraduate intermediate and MBA)
 Public Economics (undergraduate)
 Industrial Organization (undergraduate and graduate)
 Experimental Economics (undergraduate and graduate)
 Regulated Industries and Public Enterprise (graduate)
 Antitrust Economics
 Gender, Race and Poverty
 Managerial Economics (undergraduate and MBA)
 Research Design and Grant Writing for the Social Sciences (graduate)
 Experimental Economics Reading Group (faculty and graduate students)

Additional Teaching Development Activities:

"Using Our WITS: Adapting Research Experiments for Teaching Economics." With Sheryl Ball. Diggs Teaching Scholar Roundtable, September 10, 2004.

Group Facilitator, presenter for "Experiments Improve Learning in Large Principles Classes: Using Our WITS," and co-author for "Asymmetric Information and the Incentive for Fraud: The Endrun Game." NSF Sponsored Workshop on Classroom Experiments in Economics." Williamsburg, VA May, 2004.

Group facilitator, and co-presenter of “Further Progress on a Wireless Interactive Teaching System.” (with S. Ball). Classroom Games: NSF Sponsored Workshop on Classroom Experiments in Economics.” Tucson, AZ, May 16-17, 2003.

Group facilitator, and presenter of “WITS: A Wireless Interactive Teaching System, “ at Classroom Games: NSF Sponsored Workshop on Classroom Experiments in Economics.” Williamsburg, VA, May 17-19, 2001. (with S. Ball)

Presented: “Stars Upon Thars: Inducing Discrimination in the Classroom,” at a conference on *Classroom Experiments in Economics*, Charlottesville, Virginia, September 30, 1995,

Participant, "Laboratory Experiments for Undergraduate Instruction in Economics," seminar sponsored by the National Science Foundation, Tucson, Arizona, August 19-21, 1993.

"Improving the Environment for Women Faculty at Virginia Tech," Affirmative Action Incentive Grant, 1991-92. To develop a support group for women faculty to aid in the retention of women faculty at Virginia Tech. \$1,000.