

JENNIFER PATE, PH.D.

PROFESSOR OF ECONOMICS

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Education

Ph.D. Economics	Purdue University Krannert School of Management Committee: John M. Barron, Dan Kovenock, Timothy Cason, Stephen Martin	August 2005
M.S. Economics	Purdue University Krannert School of Management	December 2002
B.A. Economics	University of California, Davis Graduated with High Honors Minors: German and Organizational Studies	June 2001

Academic Employment

Associate Dean, Bellarmine College of Liberal Arts
Loyola Marymount University, August 2019-May 2023.

Chair, Department of Economics
Loyola Marymount University, May 2011-August 2019. (*Sabbatical AY17.*)

Professor of Economics
Loyola Marymount University, May 2019-present. (*Sabbatical AY24.*)

Associate Professor of Economics
Loyola Marymount University, May 2011-May 2019.

Assistant Professor of Economics
Loyola Marymount University, August 2005-May 2011.

Research and Teaching Expertise

Industrial Organization, Experimental and Behavioral Economics, Applied Microeconomics, Forensic Economics, Economics of Giving and Altruism

International Foundation for Research in Experimental Economics (IFREE) Grant, 2019.
Loyola Marymount University Summer Research Grant, 2006, 2007, 2009, 2014, 2016
Loyola Marymount University Faith and Justice Research Grant, 2008.
Russell Sage Foundation Small Grants Program in Behavioral Economics, 2006.
Purdue Research Foundation Dissertation Research Grant for 2004-2005.
Burton D. Morgan Center for Entrepreneurship Experimental Research Grant, 2004.

Teaching Areas and Experience

Econ 4340: Experimental and Behavioral Economics

Econ 4500: Industrial Organization

Econ 3480: Economics in Film and Fiction

Econ 3520: The Economics of Giving, Altruism, and Reciprocity

Econ 1050: Introduction to Economics (1-semester, Micro and Macro)

Econ 110: Principles of Microeconomics

Econ 252: Principles of Macroeconomics (Purdue University)

Professional Affiliations

Visiting Fellow, University of Arizona, May 2023-present.

American Economic Association

National Association of Forensic Economics

Economic Science Association

Committee on the Status of Women in the Economics Profession

Awards & Honors

- Loyola Marymount University *Economics Teacher of the Year*, 2020
- Bellarmine College of Liberal Arts *John Popiden Distinguished Faculty Service Award*, 2014.
- Loyola Marymount University *Economics Teacher of the Year*, 2011, 2015
- LMU *Crimson & Blue Awards, Outstanding Professor*, 2011
- Loyola Marymount University *Economics Teacher of the Year*, 2009
- Loyola Marymount University *Economics Teacher of the Year*, 2006
- Purdue University *CETA Excellence in Teaching Award*, 2005
- *Robert W. Johnson Award for Distinguished Research Proposal*, 2004
- Inducted as *Associate Fellow into the Purdue University Teaching Academy*, 2004
- *Krannert Award for Distinguished Teaching*, Spring 2002, 2003, 2004 & Fall 2002
- *Purdue University Graduate Student Distinguished Teaching Award*, Spring 2004
- *Krannert Deans Office Doctoral Service Award*, December 2003
- *Purdue University Award for Outstanding Teaching*, Fall 2002
- *Purdue University Ross Fellow*, 2001-2002
- *Omicron Delta Epsilon, Economics Honor Society*, Fall 2000
- *Golden Key National Honor Society*, Fall 2000
- *Order of Omega Honor Society*, Fall 2000

Scholarship

Published peer-reviewed work

“Invisible Hurdles: Gender and Institutional Differences in the Evaluation of Economics Papers,” with Fulya Ersoy, forthcoming (2023) in *Economic Inquiry*.

“Knowing the Competition: Gender, Qualifications, and Willingness to Run in Elections,” with Richard Fox, forthcoming (2023) in *Political Research Quarterly*.

“Greed and Fear: Competitive and Charitable Priming in a Threshold Volunteer’s Dilemma,” with Shakun Mago, *Economic Inquiry*, 61(1), 138– 161. Available from: <https://doi.org/10.1111/ecin.13117>

“High Time to Study the Relationship Between Marijuana and Economic Behavior,” with Cary Deck, 2022, *Journal of Economic Behavior and Organization*. <https://lmu.box.com/v/Pate-Deck-HighTimetoStudy>

Amacher, Ryan and Jennifer Pate. Principles of Microeconomics. Bridgepoint Education, Inc., 2nd ed., 2019. <https://lmu.box.com/v/MICRO2>

Amacher, Ryan and Jennifer Pate. Principles of Macroeconomics. Bridgepoint Education, Inc., 2nd ed., 2019. <https://lmu.box.com/v/PateMACRO2>

“Getting Past the Gender Gap in Political Ambition,” with Richard Fox, 2018, *Journal of Economic Behavior and Organization*, 165, 166-183. <https://lmu.box.com/v/Elections>

“Temptation and Cheating Behavior: Experimental Evidence,” 2018, *Journal of Economic Psychology*, 67, 135-148. <https://lmu.box.com/v/PateJOEP>

“Cost Asymmetry and Incomplete Information in a Volunteer’s Dilemma Experiment,” with Andrew Healy, 2018, *Social Choice and Welfare*, 51, 465-491. <https://lmu.box.com/v/PateSCWE>.

“Trust, Reputation, and Bidding Behavior in Online Auctions” with Lesley Chiou, 2018, *Applied Economics Letters*, 25, 702-706. <https://lmu.box.com/v/PateAEL>

“Can Teams Help to Close the Gender Competition Gap?” with Andrew Healy, 2011, *Economic Journal*, v. 121, 1192-1204. <https://lmu.box.com/v/PateEJ>

“Internet Auctions and Frictionless Commerce: Evidence from the Retail Gift Card Market,” with Lesley Chiou, 2010, *Review of Industrial Organization*, 36, 295-304. <https://lmu.box.com/v/PateRIO>

"An Experimental Examination of Competitor-Based Price Guarantees," with Shakun Datta, 2009, *Journal of Economic Behavior and Organization*, 70, 342-360.
<https://lmu.box.com/v/PateJEBO>

"Asymmetry and Incomplete Information in an Experimental Volunteer's Dilemma," with Andrew Healy, 2009, In Anderssen, R.S., R.D. Braddock and L.T.H. Newham (eds) 18th World IMACS Congress and MODSIM09 International Congress on Modelling and Simulation, pp. 1459-1462. ISBN: 978-0-9758400-7-8. <https://lmu.box.com/v/PateMODISM>

Contributed "The Consumer Price Index" to the *Encyclopedia of American Government and Civics*, New York: Facts on File, 2009.

"Markets: Gift Cards," 2007, *The Journal of Economic Perspectives*, 21(2), 227-238.
<https://lmu.box.com/v/PateJEP>

Work in progress

Principles of Microeconomics. University of Arizona Global Education, 3rd ed., in progress.

Principles of Macroeconomics. University of Arizona Global Education, 3rd ed., in progress.

"Fit for the Role: Gender, Confidence, and Willingness to Stand for Election," with Richard Fox, first round of data collection in March 2023, manuscript.

"Experimental Evidence on the Role of Outside Obligations in Wage Negotiations," with Shakun Mago and Laura Razzolini. *Under review*.

"Lying Out of Obligation: Cheap Talk in an Ultimatum Game with Outside Obligations," with Shakun Mago and Laura Razzolini, manuscript.

"The Complainer's Dilemma," with Greg Leo, manuscript.

"Examining the Development of Economic Preferences in Children," with Anya Samek. Data collected for 2017-2019.

"Paying Others to Volunteer: An Experiment," with Shakun Mago (University of Richmond). Data collected in May 2018.

"Moral Elasticity: Measuring the Value of Ethics," with Curtis Price (University of Southern Indiana), manuscript.

Conferences/Invited Presentations

- “Fit for the Role: Gender, Confidence, and Willingness to Stand for Election,” Presented at the University of Virginia, April 2023.
- “Lying Out of Obligation: Cheap Talk in an Ultimatum Game with Outside Obligations,” Presented at the *Economic Science Association* North America meetings in Santa Barbara, CA, November 2022.
- “Fit for the Role: Gender, Confidence, and Willingness to Stand for Election,” Presented at Wellesley College, October 2022.
- “Lying Out of Obligation: Cheap Talk in an Ultimatum Game with Outside Obligations,” Presented at the *Economic Science Association* World meetings in Boston, MA, June 2022.
- “Experimental Evidence on the Role of Outside Obligations in Wage Negotiations,” Presented at the *Economic Science Association* regional meetings in Tucson, AZ, October 2021.
- “Coordination and Priming in a Threshold Volunteer’s Dilemma Game,” Presented at the *Economic Science Association* International Round-the-clock virtual meeting in September 2020.
- “Coordination and Priming in a Threshold Volunteer’s Dilemma Game,” Presented at the *Economic Science Association* meeting in Los Angeles, CA, October 2019.
- “Once, Twice, Three Times a Candidate” Presented at the *University of Economic Science Association* meeting in Vancouver, Canada, July 2019.
- “Getting Past the Gender Gap in Political Ambition” Presented at the *University of Richmond*, Richmond, VA, October 2018.
- “Getting Past the Gender Gap in Political Ambition” Presented at *Purdue University*, West Lafayette, IN, and the *Midwest Political Science Association* meeting in Chicago, IL, April 2018.
- “Getting Past the Gender Gap in Political Ambition” Presented at the *Economic Science Association* meeting in Richmond, VA, October 2017.
- “Temptation and Cheating: Experimental Evidence.” Presented at the *Economic Science Association* International meeting in SD, CA, June 2017.
- “Temptation and Cheating: Experimental Evidence.” Presented at the *Economic Science Association* meeting in Tucson, AZ, November 2016.
- “Cost Asymmetry and Uncertainty in an Experimental Volunteer’s Dilemma.” Presented at the *Experimental Social Science Conference at the University of Virginia*, September 2016.
- “Cost Asymmetry and Uncertainty in an Experimental Volunteer’s Dilemma.” Presented at the *Western Economic Association* meeting in Portland, OR, May 2016.

- "Exploring the Volunteer's Dilemma in Experiments." Invited seminar participant at Claremont Graduate University in March 2016.
- "Rewards as Incentives in the Volunteer's Dilemma." Presented at the *Economic Science Association* meeting in Dallas, TX, October 2015.
- "Cost Asymmetry and Uncertainty in an Experimental Volunteer's Dilemma." Presented at the *ICES Conference on Behavioral and Experimental Economics*, May 2015.
- "Asymmetry and Incomplete Information in an Experimental Volunteer's Dilemma." Presented at the *18th World IMACS/MODSIM09 International Congress on Modeling and Simulation*, Cairns, Australia, July 2009.
- Invited participant at the *CeMent* Regional Conference, New York, NY, February 2007.
- "Asymmetry and Incomplete Information in an Experimental Volunteer's Dilemma." Presented by Andrew Healy at the *Economic Science Association* meeting, Tucson, AZ, October 2007.
- Discussant at the *Industrial Organization* meeting, UC Berkeley, CA, October 2006.
- "An Experimental Examination of Competitor-Based Price Guarantees." Presented at the *Economic Science Association* meeting, Tucson, AZ, September 2005.
- "An Experimental Examination of Competitor-Based Price Guarantees." Presented at the *Southwest Economic Association Annual Meeting*, Corpus Christi, TX, March 2004.

Service

Loyola Marymount University

- Faculty Senate Representative (Social Sciences), August 2006-May 2018. (*Sabbatical AY17.*)
- President of the Faculty Senate, June 2013 - May 2015.
 - Provost's Planning Council, June 2013 - May 2015.
 - Faculty Representative, Board of Trustees, June 2013 - May 2015.
 - University Budget Planning Committee, June 2013 - May 2015
 - University Comprehensive Benefits Committee, Co-Chair, June 2013 - May 2015
 - University Research Council, June 2013 - May 2015.
 - University Policy Committee, October 2014 - May 2015.
 - Academic Affairs Policy Committee, October 2014 - May 2015.
- Faculty Senate Executive Board (Secretary), January 2013-May 2013.

- President's Strategic Planning Committee, May 2011-February 2012.
- Faculty Senate Executive Board (Secretary), June 2008-December 2009.
- Committee on the Comprehensive Evaluation of Teaching, Co-Chair, October 2009-May 2013.
- Faculty Handbook Committee, August 2009-August 2013.
- University Technology Council, August 2009-February 2012.
- Student Evaluation of Teaching Committee, August 2007-May 2009.
- Participated in the 2009 President's Institute, "Beauty and Justice in the Twenty-first Century."

Bellarmino College of Liberal Arts

- Associate Dean for Undergraduate Education, Curriculum, Programs and Planning
 - Participation on the following groups, August 2019 to May 2023:
 - BCLA College Council (ex-officio)
 - College Planning Committee (ex-officio)
 - BCLA Curriculum and Assessment Committee (ex-officio)
 - BCLA Student Engagement and Success Committee (ex-officio)
 - Associate and Assistant Deans Council
 - Registration, Scheduling, and Graduation working group
 - Assessment Advisory Committee
- Co-Chair of the College Planning Committee, May 2018-May 2019.
- Vice Chair of the BCLA College Council and member of the Executive Committee, August 2017-May 2018.
- Member of the BCLA College Council, May 2015-August 2019. (*Sabbatical AY17.*)
- College Council Planning Committee member, August 2015-May 2016.
- Co-Chair of the BCLA 4-Unit Task Force, April 2013-November 2014.
- Member of the BCLA 4-Unit Task Force, November 2014-December 2015.
- Member of the BCLA Council of Chairs, May 2011-May 2015.
- Participant in the Teaching and Pedagogy Workshop, 2006-2007.

Departmental Service

- Department Chair, May 2011-August 2019. (*Sabbatical AY17.*)
- Search Committee Chair, 2012-2013 (1 position), 2015-2016 (2 positions), 2017-2018 (3 positions).
- Curriculum and Assessment Committee, August 2005-May 2011.

- Course Development: created Economics 1050.
- Participant in the Economics Department Seminar series, 2005-present.

Professional Service

- Organizing the North American meeting of the *Economic Science Association*, co-hosted with Anya Samek (USC), at LMU in October 2019.
- Served as an External Reviewer for Program Reviews in Economics for Gonzaga University and Pepperdine University, Spring 2019.
- College Board Advanced Placement Microeconomics consultant.
- Member of the Board of Advisors for a new principles textbook in development at McGraw-Hill.
- Referee for *Economic Journal*, *Experimental Economics*, *European Economic Review*, *International Journal of Industrial Organization*, *The Journal of Economics and Management Strategy*, etc.
- Member of the *American Economic Association*, *Economic Science Association* and the *Committee on the Status of Women in the Economics Profession*.

Research Noted in the Media

- *Economics Declassified*, "The Economics of Gift Cards," April 12, 2021. [Link](#)
- *New York Magazine*, "How to Stop Cheating on Your Budget," August 16, 2018.
- *MindBodyGreen.com*, "How to Stop Yourself from Making Bad Decisions," August 15, 2018.
- *Livemint*, "How Do Economists View Christmas?" December 25, 2017.
- *Bank of England, Bank Underground*, "Christmas Quiz 2017," December 18, 2017.
- *JSTOR Daily*, "What Gift-Giving Research Tells Us About Giving Tech Gadgets," December 12, 2017.
- *Marketplace with Kai Ryssdal (APR)*, "Why the Middle Class has Less Money and Bigger Bills," June 9, 2017.
- *PBS News Hour Special*, "How the Deck is Stacked," June 10, 2017.
- *American Economic Association Chart of the Week*, "Which Gift Cards Do Recipients Like Most?" December 21, 2016, <https://www.aeaweb.org/research/charts/gift-cards>.
- *LMU Magazine*, "The Cost of Ignoring Economic Inequality," December 9, 2016.
- *The Economist*, "Guaranteed Profits: Price-match Guarantees Prevent Rather than Provoke Price Wars," February 14, 2015.

- *Detroit Free Press*, "Gift cards are ever Popular, but also at Risk for Scams," December 22, 2014.
- *The Financial Times; The Undercover Economist*, Tim Harford, "A Gift for the Season that Keeps on Giving," December 22, 2012.
- *The Guardian*, "Women Compete Better When They Are in Teams," September 12, 2011.
- *WM Magazine*, "Women 'Compete Better' in Teams," September 12, 2011.
- *The Star*, "Where Gift Cards Came From," November 12, 2010.
- *SFGate*, Lisa Schmeiser, "The Case Against Gift Cards," November 27, 2009.
- *U.S. Global Investors*, "The Economics of Holiday Gift-Giving," December 22, 2008.
- *The Financial Times; The Undercover Economist*, Tim Harford, "The Best Christmas Present," December 20, 2008.
- *RTT News*, "Are Gift Cards the Best Way to Spread Holiday Cheer?" December 21, 2007.
- *BBC News Radio*, "The Economics of Gift Cards," www.bbc.co.uk/moreorless.
- *BBC News*, "The Economics of Gift Cards," December 17, 2007.
- *ESPN.com*, "The Gift Card Conspiracy," December 12, 2007.
- *Slate.com, The Undercover Economist*, Tim Harford, "Simple Giving: C'mon, You Can Do Better than a Gift Card," December 8, 2007.
- *Ben Muse*, "How to Squeeze the Most Happiness from a Gift Card," December 8, 2007.
- *Financial Times*, "Present and Correct," December 1, 2007.
- *Reach MD*, Satellite Radio XM157, AM News, November 29, 2007.
- *American Medical News*, "Gift Cards turn Health Care into Stocking Stuffer," November 26, 2007.
- *The Everyday Economist*, "The Economics of Gift Cards," June 8, 2007.
- *Daily News (Los Angeles)*, "Online Auctions of Gift Cards Offer Bargains," December 16, 2006.
- *The Discount Blog*, "Gift Cards Auctioned for Discounted Amounts," December 12, 2006.

May 2023