

David Lewis Dickinson

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EDUCATION

- Ph.D. in Economics, University of Arizona, 1997.
Dissertation: Labor Supply and Effort Levels of Individuals and Groups in Experimental Settings. **Principle Advisor:** R. Mark Isaac
- M.A. in Economics, University of Arizona, 1993.
- B.A. in Spanish, Western Washington University, 1990.

RESEARCH INTERESTS

- Experimental and Behavioral Economics, Labor Economics, Sleep Deprivation.

TEACHING INTERESTS

- Labor economics, Microeconomics, Experimental economics, Principles of econ.

PROFESSIONAL POSITIONS

- Professor of Economics, Appalachian State University:* 2010-present.
WCOB Dean's club professorship: 2010-present
- Associate Professor of Economics, Appalachian State University:* 2004-2010.
- Senior Research Associate, CERPA (Center for Economic Research and Policy Analysis), Appalachian State University:* 2009-present.
- Invited Professor, GATE – University of Lyon/CNRS affiliated (France),* April-May 2006 and May-June 2002 (1-month each stay).
- Assistant Professor of Economics and Management & Human Resources Utah State University,* 1999-2004.
- Visiting Assistant Professor of Economics, Colgate University,* 1997-1999.

HONORS/AWARDS

- 2010: Dean's Club Professorship appointment: Walker College of Business, Appalachian State University (2-year appointment)
- 2008: Excellence in Research Award: Walker College of Business, Appalachian State University (1 research award given per year).
- 2006: Invited Professor at GATE – University of Lyon/CNRS affiliated (1-month).
- 2006: Canadian Agricultural Economics Society: Outstanding journal article competition for 2005; *Honorable mention* award for the article "Traceability in the Canadian Red Meat Sector: Do Consumers Care?" (with J. Hobbs, D. Bailey, and M. Haghiri) *Canadian Journal of Agricultural Economics*, 53: 47-65.
- 2003: Management and Human Resources department Researcher of the year, Utah State University
- 2003: Invited participant: 6th Annual Japanese-American Beckman Frontiers of Science Symposium in Kanagawa, Japan (symposium co-sponsors: U.S. National Academy of Sciences, Japan Society for the Promotion of Sciences).
- 2002: Economics department Researcher of the year, Utah State University

- 2002: Management and Human Resources department Researcher of the year, Utah State University (independent election process from Econ. dept.)
- 2002: Invited Professor at GATE – University of Lyon/CNRS affiliated (1-month).
- 1999: ANBAR electronic intelligence **CITATION of EXCELLENCE*** award for highest quality rating for article “Absolute and Relative Rewards for Individuals in Team Production” co-author R. Mark Isaac, in *Managerial and Decision Economics*, 19, 1998: 299-310.

EXTERNAL GRANTS (where I am either PI or co-PI)

- 2008-2011: *National Science Foundation*, SES #0727794: \$750,000 collaborative proposal with UC-San Diego, ASU, and US Air Force Academy to study effects of sleep deprivation on decision making under uncertainty (\$69,000 of grant directly to ASU).
- 2003-2004: *National Science Foundation*, SES #0316414: with Lynn Hunnicutt: \$44,000 to study the role of nonbinding suggestions on dispute resolution (using experiments)
- 2002: *National Science Foundation*, SES # 0133231: \$56,000 for research on the role of expectations in dispute rates using experimental economics.
- 2001-2003: *USDA National Research Initiative* grant, with DeeVon Bailey. \$160,000 for experimental work on valuing food traceability
- 2000: *Utah Department of Agriculture and Food*, with DeeVon Bailey and Von T. Mendenhall. \$44,670 for experimental work on valuing food traceability
- 1995: *Russel Sage Foundation Grant*. \$1000 for experimental research on work team motivation.

INTERNAL GRANTS

- 2011: University Research Council, Appalachian State University. \$2250 with Scott Collier to study decision making post-exercise (using experiments)
- 2008: Research Development Award, Appalachian State University. \$25,000 with Todd McElroy to study sleep loss and circadian effects on decision making.
- 2008: Foundation Faculty Travel Study Grant, Appalachian State University. \$5500 from the endowment fund of the ASU Foundation.
- 2006: Faculty foreign matching travel grant, Appalachian State University. \$1900 from the Office of International Programs.
- 2004-2005: University Research Council, Appalachian State University. \$2,456 to study bargaining under uncertainty (using experiments).
- 2000: Utah State University *New Faculty Grant* (competitive). \$15,000 for research on arbitration and dispute resolution using experimental economics
- 1999: *Colgate University Major Grant* (competitive), with J. Tiefenthaler. \$3000 for experimental economics research on fairness

REFEREED PUBLICATIONS

- Dickinson, David L., and Todd McElroy "Circadian effects on strategic reasoning." Forthcoming, *Experimental Economics*.
- Dickinson, David L., and Marie Claire Villeval "Job allocation rules and sorting efficiency: Experimental Outcomes in a Peter Principle Environment." Forthcoming, *Southern Economic Journal*
- Dickinson, David L., and Robert J. Oxoby "Cognitive dissonance, pessimism, and behavioral spillover effects." Forthcoming, *Journal of Economic Psychology*. DOI: 10.1016/j.joep.2010.12.004
- McElroy, Todd. And David L. Dickinson (2010) "Thoughtful days and valenced nights: How much will you think about the problem?" *Judgment and Decision Making*, 5(7): 516-523.
- Dickinson, David L. and Todd McElroy (2010) "Rationality Around the Clock: Sleep and Time-of-Day Effects on Guessing Game Responses." *Economics Letters*, 108(2): 245-248. DOI: 10.1016/j.econlet.2010.04.029
- Anderson, Clare. and David L. Dickinson (2010) "Bargaining and Trust: The Effects of 36hr Sleep Deprivation on Socially Interactive Decisions." *Journal of Sleep Research*, 19: 54-63. DOI: 10.1111/j.1365-2869.2009.00767.x
- Dickinson, David L. and Lynn Hunnicutt (2010) "Nonbinding Suggestions: The Relative Effects of Focal Points versus Uncertainty Reduction on Bargaining Outcomes." *Theory and Decision*, 69(4): 615-634. DOI: 10.1007/s11238-009-9156-0
- Dickinson, David L., and Ronald L. Oaxaca. (2009) "Statistical Discrimination in Labor Markets: An Experimental Analysis." *Southern Economic Journal*, 76(1): 16-31.
- Dickinson, David L. (2009) "The Effects of Beliefs versus Risk Attitude on Bargaining Outcomes." *Theory and Decision*, 66(1): 69-101.
- Dickinson, David L. (2009) "Experiment Timing and Preferences for Fairness." *Journal of Socio-Economics*, 38: 89-95.
- Dickinson, David L., and Marie Claire Villeval (2008) "Does Monitoring Decrease Work Effort? The Complementarity Between Agency and Crowding-Out Theories." *Games and Economic Behavior*, 63(1): 56-76.
- Dickinson, David L., and Sean P.A. Drummond (2008) "The Effects of Total Sleep Deprivation on Bayesian Updating." *Judgment and Decision Making*, 3(2): 181-90.
- Cherry, Todd, and David L. Dickinson. (2008) "The Effect of Multiple Public Goods on Voluntary Contributions." in Experimental Methods, Environmental Economics, eds, Todd Cherry, Jason Shogren, Stephan Kroll: Routledge publishers, pp. 184-93.
- McKenna, Benjamin., David L. Dickinson, Henry Orff, and Sean P.A. Drummond (2007) "The Effects of One-Night of Sleep Deprivation on Known-Risk and Ambiguous-Risk Decisions." *Journal of Sleep Research*, 16(3): 245-52.

- Dickinson, David L. (2006) "On-the-Job Leisure as a Cause of Asymmetric Observed-Effort Distributions." *Managerial and Decision Economics*, special issue: Experimental Economics, 27(6): 435-44.
- Dickinson, David L. (2006) "The chilling effect of optimism: The case of final-offer arbitration." *Journal of Socio-Economics*, 35(1): 17-30.
- Dickinson, David L., and DeeVon Bailey (2005) "Experimental Evidence on the Willingness-to-Pay for Red Meat Traceability in the United States, Canada, the United Kingdom, and Japan." *Journal of Agricultural and Applied Economics*, 37(3): 537-48. (lead article)
- Dickinson, David L. (2005) "Bargaining Outcomes with Double-Offer Arbitration." *Experimental Economics*, 8: 145-66.
- Dickinson, David L., and Lynn Hunnicutt (2005) "Does Fact-Finding Promote Settlement? Theory and a Test." *Economic Inquiry*, 43(2): 401-16.
- Hobbs., Jill E., Bailey, Deevon., Dickinson, David L., and Morteza Haghir. (2005) "Traceability in the Canadian Red Meat Sector: Do Consumers Care?" *Canadian Journal of Agricultural Economics*, 53(March): 47-65.
- Dickinson, David L. (2004) "A Comparison of Conventional, Final-Offer, and 'Combined' Arbitration for Dispute Resolution" *Industrial and Labor Relations Review*, 57(2): 288-301.
- Parkhurst, Gregory, Jason Shogren, and David L. Dickinson (2004) "Negative Values in Vickrey Auctions." *American Journal of Agricultural Economics*, 86(2): 222-35.
- Dickinson, David L. (2003) "An Illustrated Example of the Effects of Risk Preferences and Expectations on Bargaining Outcomes." *Journal of Economic Education*, 33(2): 169-180.
- Bailey, DeeVon, Eluned Jones, and David L. Dickinson (2002) "Knowledge Management: A New Frontier in the Global Food System: Knowledge Management and Comparative International Strategies on Vertical Information Flow in the Global Food System." *American Journal of Agricultural Economics*, 84(5) (December 2002): 1337-1344.
- Dickinson, David L., and J. Tiefenthaler (2002) "What is Fair? Experimental Evidence." *Southern Economic Journal*, 69(2): 414-28.
- Dickinson, David L., and DeeVon Bailey (2002) "Meat Traceability: Are U.S. Consumers Willing To Pay for It?" *Journal of Agricultural and Resource Economics* 27(2): 348-364.
- Dickinson, David L. (2002) "A Bargaining Experiment to Motivate Discussion on Fairness." *Journal of Economic Education*, 33(2): 136-51.
- Dickinson, David L., and R. Verbeek (2002) "Wage Differentials between College Graduates With and Without Learning Disabilities." *Journal of Learning Disabilities*, 35(2): 175-184.
- Dickinson, David L. (2001) "The Carrot vs. the Stick in Work Team Motivation" *Experimental Economics*, 4(1): 107-124.

- Dickinson, David L. (2000) "Ultimatum Decision-Making: A Test of Reciprocal Kindness." *Theory and Decision*, 48: 151-177.
- Dickinson, David L. (1999) "An Experimental Examination of Labor Supply and Work Intensities." *Journal of Labor Economics*, 17(4), part 1: 638-670.
- Dickinson, David L., and R. Mark Isaac (1998) "Absolute and Relative Rewards for Individuals in Team Production." *Managerial and Decision Economics*, 19: 299-310
- Dickinson, David L. (1998) "The Voluntary Contributions Mechanism with Uncertain Group Payoffs." *Journal of Economic Behavior and Organization*, 35(4): 517-33.

OTHER PUBLICATIONS/POSTERS

- Dickinson, David L. and Todd McElroy (2010) "Paper Airplane Producers: Morning types vs. Evening types." *Annals of Improbable Research*, 16(1): 10-12.
- Drummond, S.P.A., Jonelis, M.B., McKenna, B.S., Wang, R., Dickinson, D.L. (2009) "Impact of Sleep Deprivation on Decision Making: Behavior and Brain Function." Poster presented at the Military Health Research Forum, September 1, 2009.
- Dickinson, David L. and DeeVon Bailey (2002) "A Comparison Between U.S. and European Consumer Attitudes and Willingness to Pay for Traceability, Transparency, and Assurance for Port Products." In *Paradoxes in Food Chains and Networks*—Proceedings of the 5th International Conference on Chain and Network Management in Agribusiness and the Food Industry. Wageningen Academic Publishers, pp. 229-37
- Dickinson, David L. (2000) "Using Experiments to Highlight the Fairness/Efficiency Distinction." In proceedings of *Economics and the Classroom Conference*: Irwin/McGraw-Hill, pp. 51-61.

SUBMISSIONS AND WORKING PAPERS

- Castillo, Marco, David L. Dickinson, and Ragan Petrie "Cognitive depletion, choice consistency, and risk preferences."
- Dickinson, David L., and Ronald Oaxaca "Statistical Discrimination in the Lab: Wage effects and unemployment rates."
- Oaxaca, Ronald., and David L. Dickinson "The Equivalence of Panel Data Estimators under Orthogonal Experimental Design." working paper.
- Dickinson, David L. "Mediation, Walrasian Tatonnement, and Negotiations as an Exchange Economy." working paper.
- Dickinson, David L. "Work effort effects in the classical labor supply model." working paper

INVITED PRESENTATIONS (Econ dept. research seminar, unless otherwise noted)

- 2011: (Scheduled talks).....Davidson College (invited general lecture to Economics Majors) April; University of Rennes (France) May; University of Luxembourg (Dept. of Law, Economics, and Finance) May.
- 2010: JECO (*Journées de l'économie*). Invited speaker and panelist for session on "Emotions and Economic Decisions" (Lyon, France); GATE—University of Lyon and CNRS affiliated; University of Rennes (France).

- 2009: Invited symposium presentation at *SLEEP* 2009 – the annual meetings of the Associated Professional Sleep Societies, LLC (APSS) (Seattle, WA); Davidson College (invited general lecture to Economics Majors); George Mason University (ICES lecture); Emory University; Appalachian State University (general lecture series on health related research)
- 2008: GATE – University of Lyon and CNRS affiliated; University of Luxembourg (Dept. of Law, Economics, and Finance); University of Calgary (Psychology dept. seminar); University of Arizona (Institute for Behavioral Economics); UC-San Diego (Sleep and Behavioral Neuroscience seminar); Davidson College (invited general lecture to Economics Majors)
- 2007: United States Air Force Academy (Behavioral Science and Leadership/Economics departments brown bag seminar); Virginia Commonwealth University; Utah State University
- 2006: Quinnipiac-Yale Dispute Resolution Workshop; UC-San Diego (Sleep and Behavioral Neuroscience seminar); GATE – University of Lyon and CNRS affiliated; TEAM – University of Paris (Sorbonne/Pantheon) and CNRS affiliated
- 2005: University of Alabama; University of Calgary; Appalachian State University
- 2004: GATE – University of Lyon and CNRS affiliated; Appalachian State University
- 2003: Florida State University; University of Arkansas; Utah State University
- 2002: GATE – University of Lyon and CNRS affiliated; University of Saskatchewan (department of Agricultural Economics)
- 2001: University of Arizona; Utah State University; CIRANO (University of Montreal affiliated); Colgate University/Hamilton College
- 2000: University of Arizona
- 1999: Colgate University/Hamilton College; Utah State University

CONFERENCE PRESENTATIONS

- 2011 *Economic Science Association* fall regional meetings in Tucson, AZ.
- 2010 *National Science Foundation* Human and Social Dynamics awardee conference (Washington, D.C.)
- 2010 *Economic Science Association* international meetings (Copenhagen, Denmark).
- 2009 *Economic Science Association* international meetings (Washington, D.C.).
Paper titled "Sleep choice and time-of-day effects on *p*-beauty contest outcomes." (co-authored with Todd McElroy)
- 2008 *Economic Science Association* fall European meetings at GATE (Lyon, France).
Paper titled "The effects of total sleep deprivation on simple bargaining and trust." (co-authored with Clare Andersen)
- 2007: *Economic Science Association* fall regional meetings in Tucson, AZ.
Paper titled "Cognitive Dissonance, Pessimism, and Behavioral Spillover Effects." (co-authored with Robert J. Oxoby)
- 2007: *Economic Science Association* international meetings in Rome, Italy.
Paper titled "The Peter Principle: An Experiment." (co-authored with Marie-Claire Villeval.)
- 2006: *Economic Science Association* fall regional meetings in Tucson, AZ.

- Paper titled "Risk Tolerance and Decision Making During Total Sleep Deprivation" (co-authored with Sean P.A. Drummond, Henry J. Orff, and Benjamin S. McKenna)
- 2006: *Economic Science Association* international meetings in Atlanta, Georgia.
Paper titled "The effects of total sleep deprivation on Bayesian updating."
Co-author Sean P.A. Drummond.
 - 2005: *Economic Science Association* international meetings in Montreal, Canada
Paper titled "The effects of beliefs versus risk preferences on bargaining outcomes."
 - 2004: *Economic Science Association* international meetings in Amsterdam, the Netherlands.
Paper titled "Nonbinding Suggestions: The Relative Effects of Focal Points versus Uncertainty Reduction on Bargaining Outcomes." Co-author Lynn Hunnicut.
 - 2003: *6th Annual Japanese-American Frontiers of Science Symposium*. Kanagawa, Japan. Poster presentation of "Binding and nonbinding dispute resolution" as invited participant by National Academy of Sciences.
 - 2003: *Economic Science Association* regional meetings in Tucson, AZ.
Paper titled "Statistical Discrimination in Labor Markets: An Experimental Analysis." Co-author Ron Oaxaca.
 - 2003: *Society for the Advancement of Behavioral Economics*, annual meetings in Lake Tahoe, Nevada. Paper titled "The chilling effect of optimism. The case of final-offer arbitration."
 - 2003: *Economic Science Association* international meetings in Pittsburgh, PA.
Paper titled "Expectations and comparative arbitration procedures.
 - 2001: *Economic Science Association* regional meetings in Tucson, AZ.
Paper titled "A comparison of conventional, final-offer, and 'combined' arbitration for dispute resolution.
 - 2001: *Economic Science Association* annual meetings, Barcelona, Spain.
Paper titled "Dispute Resolution with 'Combined' Arbitration.
 - 2001: *Western Economic Association* annual meetings, San Francisco, California.
Paper titled "Dispute Resolution with 'Combined' Arbitration.
 - 2000: *Economic Science Association* annual meetings, New York, New York.
Paper titled "What is Fair? Experimental Evidence."
 - 2000: *Western Economic Association* annual meetings, Vancouver, B.C., Canada.
Paper titled "What is Fair? Experimental Evidence."
 - 2000: *Economics in the Classroom* meetings, Pocatello, Idaho.
Paper titled "Using Experiments to Highlight the Fairness/Efficiency Distinction."
 - 1999: *Economic Science Association* Fall meetings, Grenoble, France.
Paper titled "The Carrot vs. the Stick in Work Team Motivation."
 - 1998: *Economic Science Association* Fall meetings, Tucson, AZ.
Paper titled "Empirical Support for an Asymmetric Distribution of Effort."
 - 1997: *Economic Science Association* Fall meetings, Tucson, AZ.
Paper titled "Testing for Fairness Equilibria in Simple Bargaining."

- 1996: *Economic Science Association* Fall meetings, Tucson, AZ.
Paper titled "Absolute and Relative Rewards in the Voluntary Contributions Mechanism" co-author, R. Mark Isaac.
- 1996: *Public Choice Meetings*, Houston, TX.
Paper titled "The Voluntary Contributions Mechanism with Uncertain Group Payoffs"
- 1995: *Economic Science Association* Fall meetings, Tucson, AZ.
Paper titled "An Experimental Examination of Labor Supply and Work Intensities"

OTHER CONFERENCE/WORKSHOP PARTICIPATION

Conference Discussant (D) and/or Conference session Chair (C):

- Economic Science Association* meetings, 2010, 2009(C), 2008(C), 2005(D), 2004(D), 2003(D), 2001(D,C), 2000(D,C), 1999(D,C), 1998(D,C), 1996(D), 1995(D).
- Experiment Economics and Public Policy Workshop* (at Appalachian State University), 2005 (C).
- Society for the Advancement of Behavior Economics*, 2003(D,C)
- Western Economic Association* meetings, 2001(D), 2000(D,C)
- Public Choice* meetings, 1995

OTHER/PROFESSIONAL SERVICE

- Ad Hoc journal article reviewer for: *Science*, *American Economic Review*; *Journal of Political Economy*; *Quarterly Journal of Economics*; *Review of Economic Studies*; *The Economic Journal*; *Games and Economic Behavior*; *Experimental Economics*; *Journal of Labor Economics*; *Industrial and Labor Relations Review*; *Journal of Law, Economics, and Organization*; *Journal of Economic Behavior and Organization*; *Theory and Decision*; *Economic Inquiry*; *Journal of Public Economics*; *Journal of Economic Psychology*; *Public Choice*; *The Journal of Legal Studies*; *International Review of Law and Economics*; *Southern Economic Journal*; *Journal of Socio-Economics*; *Journal of Agricultural and Resource Economics*; *Labour Economics*; *International Game Theory Review*; *Managerial Economics*; *Eastern Economic Journal*; *B.E. Press Journal of Economic Analysis and Policy*; *Judgment and Decision Making*
- Ad Hoc grant proposal reviewer for: *The National Science Foundation*, *Social Sciences and Humanities Research Council of Canada*
- Special Editor for Research in Experimental Economics, Volume 6.
- Podcast interview for the Emergency Medical Service Agency Research Network for Quality and Safety Improvement (EMSARN). Podcast library date June 11, 2010 at http://www.emsarn.org/Podcast_Library.html