

**John A. List**  
**Chairman and Homer J. Livingston Professor, Department of Economics**  
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***CURRICULUM VITAE***

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**POSITIONS HELD**

July 2017-present: Co-Director TMW Institute, BFI, Department of Economics, University of Chicago

July 2016-present: Kenneth Griffin Distinguished Service Professor of Economics, Department of Economics, University of Chicago

January, 2014-July 2016: Homer J. Livingston Distinguished Service Professor of Economics, Department of Economics, University of Chicago

June 1, 2012-present: Chairman, Department of Economics, University of Chicago

January, 2011-2014: Homer J. Livingston Professor of Economics, Department of Economics, University of Chicago

July, 2005-present: Professor, Department of Economics, University of Chicago

May, 2002-2004: Senior Economist, President's Council of Economic Advisers: Environmental and Resource Economics & Empirical Economics

August, 2001-July 2005: Professor, AREC, University of Maryland

August, 2000-August 2001: Associate Professor, AREC, University of Arizona

August, 1996 – August 2000: Assistant Professor, Department of Economics, University of Central Florida

**AFFILIATIONS**

September, 2005-present: NBER Research Associate.

May, 2003-September, 2005: NBER Faculty Research Fellow.

July 2004-present: IZA (Institute for the Study of Labor) Research Fellow.

July 2004-present: RFF (Resources for the Future) University Fellow.

December, 2003-July 2005: Deputy Director, Joint Global Change Research Institute.

September, 2003-present: Extramural Fellow, Department of Economics, Tilburg University.

Summer, 1998, 2000. Visiting Scholar, CentER for Economic Research, Tilburg, Holland

**PERSONAL**

Age: 49

5 children: Annika, Eli and Noah (twins), Greta, and Mason

**EDUCATION BACKGROUND**

Ph.D.            Economics, University of Wyoming  
December 1996

Dissertation Title: Optimal Institutional Arrangements for Pollution Control

B.S.            Economics, University of Wisconsin-Stevens Point  
May 1992

**HONORS AND AWARDS**

- \*2017, University of Ottawa, Honorary Doctorate, March
- \*2017, Hartsook Growing Philanthropy Award
- \*2016 Klein Prize, *International Economic Review*
- \*2016 Non-Profit Times Power & Influence Top 50 Innovators
- \*2015, Fellow, Econometric Society
- \*2015 Non-Profit Times Power & Influence Top 50 Innovators
- \*2014, Tilburg University, Honorary Doctorate, November
- \*2012, Yrjo Jahnsson Lecture Prize
- \*2011, Fellow, American Academy of Arts and Sciences
- \*2010, Kenneth Galbraith Award, Agricultural and Applied Economics Association
  
- \*2008, Arrow Prize for Senior Economists, BE Press, for the work “The Market: Catalyst for Rationality and Filter of Irrationality,” published in the Frontiers section of the *The B.E. Journal of Economic Analysis & Policy*
- \*2008, Distinguished Alumnus Award, University of Wisconsin-Stevens Point
- \*2004, Distinguished Alumnus Award, University of Wyoming
- \*2004, 1<sup>st</sup> Place Competitive Paper Award “Informational Cascades: Evidence from a Field Experiment with Market Professionals,” FMA September (nearly 250 studies considered).
- \*Carl H. Galloway Award for *Best Undergraduate Teacher* in the Department of Economics, College of Business Administration, University of Central Florida, 1997, 1998, 1999, 2000.
- \*Carl H. Galloway Award for *Best Graduate Teacher* in the Department of Economics, College of Business Administration, University of Central Florida, August 1997.
- \*Recipient, *John Bugas Award for Most Outstanding Graduate Student in Economics*, U. Wyoming, 1995 and 1996.
- \*NCAA Academic All-American in Golf, University of Wisconsin at Stevens Point, 1990 & 1991.

### **Selected Works**

213. Voors, Maarten, Ty Turley, Erwin Bulte, A. Kontoleon, John A List, “Chief for a Day: Elite Capture and Management Performance in a Field Experiment in Sierra Leone,” *Management Science*, forthcoming.

212. List, John A., Anya Samek, and Dana Suskind. “Combining Behavioral Economics and Field Experiments to Reimagine Early Childhood Education,” *Behavioral Public Policy*, forthcoming.

211. List, John A, “Experimental Economics in the *Journal of Political Economy*,” *Journal of Political Economy*, (2017; Special Section), 125(6): 1925-1930.
210. List, John A. and Harald Uhlig, “The Past, Present, and Future of Economics: A Celebration of the 125-Year Anniversary of the *JPE* and of Chicago Economics, Introduction,” *Journal of Political Economy*, (2017; Special Section), 125(6): 1723-1727.
209. Maniadis, Zacharias; Tufano, Fabio; List, John A. “To Replicate or Not To Replicate? Exploring Reproducibility in Economics through the Lens of a Model and a Pilot Study,” *Economic Journal*, (2017) 127(605): F209-F235.
208. Bishop, Richard C., Kevin J. Boyle, Richard T. Carson, David Chapman, W. Michael Hanemann, Barbara Kanninen, Raymond J. Kopp, Jon Krosnick, John List, Norman Meade, Robert Paterson, Stanley Presser, V. Kerry Smith, Roger Tourangeau, Michael Welsh, and Jeffrey M. Wooldridge, Matthew De Bell, Colleen Donovan, Matthew Konopka, and Nora Scherer “Putting a Value on Injuries to Natural Assets: the BP Oil Spill,” *Science*, (2017), 356 (6335): 253-254.
207. Benjamin et al., “Redefine Statistical Significance,” *Nature and Human Behavior*, (2017), 1, 0189, doi:10.1038/s41562
206. List, Annika J.; List, John A.; Samek, Anya, “Discrimination among pre-school children: Field experimental evidence,” *Economics Letters*, (2017), 157: 159-162.
205. Willoughby, Michael T.; Kuhn, Laura J.; Blair, Clancy B.; Samek, Anya and John A. List, “The test-retest reliability of the latent construct of executive function depends on whether tasks are represented as formative or reflective indicators,” *Child Neuropsychology*, (2017), 23(7):822-837.
204. Al-Ubaydli O., List, J.A., Danielle LoRe, and Dana Suskind. “Scaling for Economists: Lessons from the Medical Literature,” *Journal of Economic Perspectives*, (2017), 31(4): 125-144.
203. Al-Ubaydli, Omar, John A. List, and Dana Suskind. “What Can We Learn From Experiments? Understanding the Threats to the Scalability of Experimental Results,” *American Economic Review*, (P&P), (2017) 107(5): 282-286.
202. Hallsworth, Michael, John A. List, Robert Metcalfe, and Ivo Vlaev. "The Behaviorist As Tax Collector: Using Natural Field Experiments to Enhance Tax Compliance," *Journal of Public Economics*, (2017) 148: 14-31.
201. Bulte, Erwin, Kontoleon, Andreas, List, John A., Turley, Ty, and Voors, Maarten, “From personalized exchange towards anonymous trade: A field experiment on the workings of the invisible hand,” *Journal of Economic Behavior and Organization*, (2017), 133(C), 313-330.

200. Della Vigna, Stefano, John A. List, Ulrike Malmendier, and Gautum Rao, "Voting to Tell Others," *Review of Economic Studies*, (2017) 84 (1): 143-181.
199. List, John A. and Anya Samek, "A Field Experiment on the Impact of Incentives on Milk Choice in the School Lunchroom" *Public Finance Review*, (2017), 45(1), 44-67.
198. Levitt, Steven, John A. List, Susanne Neckermann, and Sally Sadoff, "The Behavioralist Goes to School: Leveraging Behavioral Economics to Improve Educational Performance", *American Economic Journal: Economic Policy*, (2016), 8(4), 183-219.
197. Gneezy, Uri; Leibbrandt, Andreas; and John A. List, "Ode to Sea: Workplace Organizations and Norms of Cooperation," *Economic Journal*, (2016), 126(595), 1856-1883.
196. List, John A. and Michael Price, "The Use of Field Experiments in Environmental and Resource Economics," *Review of Environmental Economics and Policy*, (2016), 10(2), 206-225.
195. List, John A., Michael Price, and William S. Neilson, "The Effects of Group Membership in a Strategic Setting: Evidence from the Field," *European Economic Review*, (2016), 90(SI), 67-85.
194. Metcalfe, Robert, Greer Gosnell, and John A. List, "Virgin Atlantic Tested 3 Ways to Change Employee Behavior," *Harvard Business Review*, (2016), August 1.
193. Levitt, Steven D.; List, John A.; Neckermann, Susanne, "Quantity discounts on a virtual good: The results of a massive pricing experiment at King Digital Entertainment," . *Proceedings of the National Academy of Science*, (2016), 113(27), pp. 7323-7328.
192. Floyd, Eric and John A. List "Using Field Experiments in Accounting and Finance," *Journal of Accounting Research*, (2016), 54(2), pp. 437-475.
191. Heyes, Anthony and John A. List "Supply and Demand for Discrimination: An Experiment Using Photos," *American Economic Review* (P&P), (2016), 106(5), pp. 319-23.
190. Houser, Daniel, John A. List, Marco Piovesan, Anya Samek, and Joachim Winter, "Dishonesty: from Parents to Children," *European Economic Review*, (2016), 82, pp. 242-254.
189. Tong, LCP, Karen Ye, Kentaro Asai, Seda Ertac, Seda, John A. List, Howard Nusbaum, and Ali Hortacsu, "Trading experience modulates anterior insula to reduce the endowment effect," *Proceedings of the National Academy of Science*, (2016), 113(33), pp. 9238-9243.
188. Maniadis, Zacharias; Tufano, Fabio; List, John A., "How to Make Experimental Economics Research More Reproducible: Lessons from Other Disciplines and a New Proposal." (2015), *In: Cary Deck, Enrique Fatas, and Tanya Rosenblat, Replication in Experimental Economics* 18. Emerald, pp. 215-230.

187. Brandon, Alec and John A. List, "Markets for Replication," *Proceedings of the National Academy of Science*, (2015), 112(50), 15267-15268.
186. Al-Ubaydli, Omar, Steffen Andersen, Uri Gneezy, and John A. List, "Carrots That Look Like Sticks: Toward an Understanding of Multitasking Incentive Schemes," *Southern Economic Journal*, (2015), 81(3), 538-561.
185. List, John A. and Robert Metcalfe. "Field Experiments in the Developed World: An Introduction," *Oxford Review of Economic Policy* (2015) 30(4), 585-596.
184. Cowell, Jason, Anya Samek, John A. List and Jean Decety. "The Curious Relation Between Theory of Mind and Sharing in Preschool Age Children," *PLoS ONE* (2015), 10(2), e0117947. doi:10.1371/journal.pone.0117947.
183. Laibson, David, and John A. List, "Principles of (Behavioral) Economics," *American Economic Review*, (2015, P&P), 105(5):385-90.
182. Flory, Jeffrey A., Andreas Leibbrandt and John A. List, "Do Competitive Work Places Deter Female Workers? A Large-Scale Natural Field Experiment on Gender Differences in Job-Entry Decisions," *Review of Economic Studies*, (2015), 82(1), 122-155.
181. Hong, Fuhai, Tanjim Hossain, and John A. List, "Framing Manipulations in Contests: A Natural Field Experiment," *Journal of Economic Behavior and Organization*, (2015); 118, 372-382.
180. Al-Ubaydli, Omar, and John A. List, "Do Natural Field Experiments Afford Researchers More or Less," Control than Laboratory Experiments? *American Economic Review*, (2015, P&P), 105(5):462-66.
179. Alevy, Jonathan, Craig Landry, and John A. List, "Field Experiments on Anchoring of Economic Valuations," *Economic Inquiry*, (2015), 53(3), 1522-1538.
178. List, John A.; and Samak, Anya C, "The behavioralist as nutritionist: Leveraging behavioral economics to improve child food choice and consumption," *Journal of Health Economics*, (2015), Volume: 39, pp. 135-146.
177. Bulte, Erwin, Tu, Qin, and John A. List, "Battle of the Sexes: How Sex Ratios Affect Female Bargaining Power," *Economic Development and Cultural Change*, (2015) 64(1), 143 - 161.
176. Leibbrandt, Andreas and John A. List, "Do Women Avoid Salary Negotiations? Evidence from a Large-scale Natural Field Experiment," *Management Science*, (2015), 61(9), 2016-2024.
175. Maniadis, Zacharias; Tufano, Fabio; List, John A., "One Swallow Doesn't Make a Summer: Reply to Kataria," *Econ Journal Watch*, (2014), 11(1): 11-16.

174. Carson, Richard, Theodore Groves, and John A. List “Consequentiality: A Theoretical and Experimental Exploration of a Single Binary Choice,” *Journal of the Association of Environmental and Resource Economists*, (2014), vol. 1, Issue 1, pp. 171-207.
173. List, John A. “Using Field Experiments to Change the Template of How We Teach Economics ,” *Journal of Economic Education*, (2014) Volume: 45 Issue: 2, pp. 81-89.
172. Acemoglu, Daron, David Laibson, and John A. List, “Equalizing Superstars: The Internet and the Democratization of Education” *American Economic Review*, (2014, P&P), Volume: 104 Issue: 5, pp. 523-527.
171. Heffetz, Ori, and John A. List, “Is the Endowment Effect an Expectations Effect?,” *Journal of the European Economic Association*, (2014), Volume: 12 Issue: 5, pp. 1396-1422.
170. Edwards, James T. and John A. List “Toward an Understanding of why Suggestions Work in Charitable Fundraising: Theory and Evidence from a Natural Field Experiment,” *Journal of Public Economics*, (2014), Volume: 114, pp. 1-13.
169. Maniadis, Zacharias, Fabio Tufano, and John A. List, “One Swallow Does not Make a Summer: New Evidence on Anchoring Effects,” *American Economic Review*, (2014) Volume: 104 Issue: 1 Pages: 277-290.
168. Levitt, Steven D., John A. List, and Chad Syverson, “Toward an Understanding of Learning by Doing: Evidence from an Automobile Plant” *Journal of Political Economy*, (2013), Volume: 121 Issue: 4 Pages: 643-681.
167. Loewenstein, George, Joelle Y. Friedman, Barbara McGille, Sarah Ahmad, Suzanne Linck, Stacey Sinkula, John Beshears, James J. Choi, Jonathan Kolstad, David Laibson, Brigitte C. Madrian, John A. List, Kevin G. Volpp, “Consumers Misunderstanding of Health Insurance”, *Journal of Health Economics*, (2013), Volume: 32, Issue 5, pp. 850-862.
166. Kroll, Stephan, John A. List, Charles F. Mason. “The Prisoner’s Dilemma as Intergroup Game: an Experimental Investigation,” *Handbook on Experimental Economics and the Environment*, (2013), pp. 458-481.
165. Andersen, Steffen, Seda Ertac, Uri Gneezy, John A. List, and Sandra Maximiano, “Gender, Competitiveness and Socialization at a Young Age: Evidence from a Matrilineal and a Patriarchal Society,” *Review of Economics and Statistics*, (2013), Volume: 95 Issue: 4 Pages: 1438-1443.
164. Della Vigna, Stefano, John A. List, Ulrike Malmendier, and Gautum Rao, “The Importance of Being Marginal: Gender Differences in Generosity,” *American Economic Review*, (2013, P&P), 103(3): pp. 586-90.

163. Leibbrandt, Andreas; Gneezy, Uri; List, John A., “Rise and fall of competitiveness in individualistic and collectivistic societies,” *Proceedings of the National Academy of Science*, (2013), 110(23), pp. 9305-9308.
162. List, John A.; and Samak, Anya C, “Exploring the origins of charitable acts: Evidence from an artefactual field experiment with young children,” *Economics Letters*, (2013), 118(3), pp. 431-434.
161. Kling, Catherine, John A. List, and Jinhua Zhao, “No More Despairing over Disparities: A Dynamic Explanation of the Willingness to Pay and Willingness to Accept Disparity,” *Economic Inquiry*, (2013), 51(1), pp. 909-921.
160. Al-Ubaydli, Omar, and John A. List, On the generalizability of experimental results in economics, In Frechette, G. & Schotter, A., *Methods of Modern Experimental Economics*, Oxford University Press, 2013.
159. Hossain, Tanjim and John A. List, “The Behavioralist Visits the Factory: Increasing Productivity Using Simple Framing Manipulations,” *Management Science*, (2012), 58(12), pp. 2151-2167.
158. Fershtman, Chaim; Gneezy, Uri; List, John A , “Equity Aversion: Social Norms and the Desire to be Ahead,” *American Economic Journal—Microeconomics*, (2012), 4(4), pp. 131-144.
157. Henderson, Daniel J., John A. List, Daniel L. Millimet, Christopher F. Parmeter, Michael K. Price, Empirical Implementation of Non-Parametric First Price Auction Models, *Journal of Econometrics*, (2012), 168(1), pp. 17-28.
156. Ertac, Seda, Burak Guclu, Ali Hortacsu, and John A. List, “Mental Attributes and Temporal Brain Dynamics during Bargaining: EEG Source Localization and Neuroinformatic Mapping,” *Social Neuroscience*, (2012), 7 (2), pp. 159-77.
155. Herberich David H. and John A. List, “Digging into Background Risk: Experiments with Farmers and Students,” *American Journal of Agricultural Economics*, (2012), 94 (2), pp. 457-463.
154. List, John A. and Michael K. Price, “Charitable Giving Around the World: Thoughts on How to Expand the Pie,” *CESifo Economic Studies*, (2012), 58(1), pp. 1-30.
153. Hoffman Moshe; Gneezy Uri; List John A, “Reply to Bailey et al. and Daly: Indigenous societies enable identification of nurture but require nonstandard measures,” *Proceedings of the National Academy of Science*, (2012), 108(36), pp. E585-E587.
152. Bulte, Erwin, Andreas Kontoleon, John A. List, Ty Turley, and Maarten Voors, “Exploring Whether Behavior in Context-Free Experiments is Predictive of Behavior in the Field: Evidence

from Lab and Field Experiments in Rural Sierra Leone,” *Economics Letters*, (2012), 114(3), pp. 308-311.

151. Della Vigna, Stefano, John A. List, and Ulrike Malmendier, “Testing for Altruism and Social Pressure in Charitable Giving,” *Quarterly Journal of Economics*, (2012), 127(1), pp. 1-56.

150. List, John A., Sally Sadoff, and Mathis Wagner, “So you want to run an experiment, now what? Some Simple Rules of Thumb for Optimal Experimental Design,” *Experimental Economics*, (2011), 14(4), pp. 439-457.

149. Andersen, Steffen, Uri Gneezy, Moshe Hoffman, Seda Ertac, and John A. List, “Stakes Matter in Ultimatum Games,” *American Economic Review*, (2011), 101(7), pp. 3427-3439.

148. Hoffman Moshe; Gneezy Uri; List John A, “Nurture affects gender differences in spatial abilities,” *Proceedings of the National Academy of Science*, (2011), 108(36), pp. 14786-14788

147. List, John A. “Why Economists Should Conduct Field Experiments and 14 Tips for Pulling One Off,” *Journal of Economic Perspectives*, (2011), 25(3): pp. 3-15.

146. Chandler, Dana, Steven D. Levitt, and John A. List, “Predicting and Preventing Violent Death,” *American Economic Review*, (2011, P&P), 101 (3): pp. 288-292.

145. List, John A. “Does Market Experience Eliminate Market Anomalies? The Case of Exogenous Market Experience,” *American Economic Review*, (2011, P&P), 101 (3): pp. 313-317.

144. Bulte, Erwin, Andreas Kontoleon, John A. List, Ty Turley, and Maarten Voors, “Using Artefactual Field Experiments to Learn about the Incentives for Sustainable Forest Use in Developing Economies,” *American Economic Review*, (2011, P&P), 101 (3): pp. 329-333.

143. Andreoni, James, and John A. List, “Experimental approaches to Philanthropy: guest editors' introduction,” *Journal of Public Economics*, (2011), 95(5-6): pp. 333-334.

142. Karlan, Dean, John A. List, and Eldar Shafir, “Small Matches and Charitable Giving: Evidence from a Natural Field Experiment,” *Journal of Public Economics*, (2011), 95 (5-6): pp. 344-350.

141. List, John A. “The Market for Charitable Giving,” *Journal of Economic Perspectives*, (2011), 25(2): pp. 157-180.

140. List, John A. and Charles F. Mason, “Are CEOs Expected Utility Maximizers?” *Journal of Econometrics*, (2011), 162 (1): pp. 114-123.



139. Levitt, Steven D. and John A. List, "Was there really a Hawthorne Effect at the Hawthorne Plant? An Analysis of the Original Illumination Experiments," *American Economic Journal: Applied Economics* (2011), 3(1): pp. 224-238.
138. List, John A. and Yana Peysakhovich, "Charitable Donations are More Responsive to Stock Market Booms than Busts," *Economics Letters*, (2011), 110 (2): pp. 166-169.
137. Lange, Andreas, John A. List, and Michael K. Price, "Auctions with Resale When Private Values Are Uncertain: Evidence from the Lab and Field," *International Journal of Industrial Organization*, (2011), 29(1), pp. 54-64.
136. Levitt, Steven D., John A. List, and Sally Sadoff, "Checkmate: Exploring Backward Induction Among Chess Player," *American Economic Review*, (2011), 101(2): pp. 975-990.
135. Alevy, Jonathan, John A. List, and Vic Adamowicz, "How Can Behavioral Economics Inform Non-Market Valuation? An Example from the Preference Reversal Literature," *Land Economics*, (2011), 87(3): pp. 365-381.
134. Al-Ubaydli, Omar, Uri Gneezy, Min Sok Lee, John A. List, Towards an understanding of the relative strengths of positive and negative reciprocity, *Judgment and Decisionmaking*, (2010), 5(7), pp. 524-539.
133. List, John A. and Imran Rasul, "Field Experiments in Labor Economics," in *Handbook of Labour Economics*, eds. Orley Ashenfelter and David Card, (2010), 4A, pp. 103-228.
132. Landry, Craig, Andreas Lange, John A. List, Michael K. Price, and Nicholas G. Rupp, "Is a Donor in Hand Better than Two in the Bush? Evidence from a Natural Field Experiment.," *American Economic Review*, (2010), 100 (3), pp. 958-983.
131. Levitt, Steven D., John A. List, and David Reiley, "What Happens in the Field Stays in the Field: Professionals Do Not Play Minimax in Laboratory Experiments," *Econometrica*, (2010), 78(4), pp. 1413-1434.
130. Haigh, Michael and John A. List, "Investment under Uncertainty: Testing the Options Model with Professional Traders," *Review of Economics and Statistics*, (2010), 92(4), pp. 974-984.
129. Jin, Ginger, Andrew Kato, and John A. List, "That's News to Me! Information Revelation in Professional Certification Markets," *Economic Inquiry*, (2010), 48(1), pp 104-122.
128. List, John A., "Social Preferences: Some Thoughts from the Field," *Annual Review of Economics* (2009), 1, pp. 563-579.
127. List, John A. and Michael K. Price, "The Role of Social Connections in Charitable Fundraising: Evidence from a Natural Field Experiment," *Journal of Economic Behavior and Organization*, (2009), 69(2), pp. 160-169.

126. List, John A. "The IRB Is Key in Field Experiments," *Science*, (2009), 323(5915), pp. 713-714.
125. Spencer, Michael A., Stephen K. Swallow, Jason F. Shogren, and John A. List "Rebate Rules in Threshold Public Good Provision." *Journal of Public Economics*, (2009), 93(5-6), pp. 798-806.
124. Levitt, Steven D. and John A. List, "Field Experiments in Economics: The Past, The Present, and The Future," *European Economic Review*, (2009), 53(1), pp. 1-18.
123. Gneezy, Uri, Kenneth Leonard, and John A. List, "Gender Differences in Competition: Evidence from a Matrilineal and a Patriarchal Society," *Econometrica*, (2009), 77(5), pp. 1637-1664.
122. Herberich David H., Steven D. Levitt, and John A. List, "Can Field Experiments Return Agricultural Economics to the Glory Days? *American Journal of Agricultural Economics*, (2009), 91(5), pp. 1259-1265.
121. List, John A., "Introduction to field experiments in economics," *Journal of Economic Behavior and Organization*, (2009), 70(3), pp. 439-442.
120. List, John A., "Informed Consent in Social Science," *Science*, (2008), 322(5902), p. 672.
119. List, John A. and Daniel L. Millimet, "The Market: Catalyst for Rationality and Filter of Irrationality," *The B.E. Journal of Economic Analysis & Policy*, (2008), 8(1 - Frontiers), Article 47.
118. List, John A. and David Reiley, "Field Experiments," *The New Palgrave Dictionary of Economics*, Steven N. Durlauf and Lawrence E. Blume, eds., Palgrave Macmillan Publishing, (2008).
117. List, John A., "*Homo experimentalis* Evolves," *Science*, (2008), 321(5886), pp. 207-208.
116. Fryer, Roland G., Steven D. Levitt, and John A. List, "Exploring the Impact of Financial Incentives on Stereotype Threat: Evidence from a Pilot Study," *American Economic Review*, (2008), 98(2—P&P), pp. 370-375.
115. Andersen, Steffen, Erwin Bulte, Uri Gneezy, and John A. List, "Do Women Supply More Public Goods than Men? Preliminary Experimental Evidence from Matrilineal and Patriarchal Societies," *American Economic Review*, (2008), 98(2-P&P), pp. 376-381.
114. Levitt, Steven D. and John A. List, "*Homo economicus* Evolves," *Science*, (2008), 319(5865), pp. 909-910.

113. Rondeau, Daniel and John A. List, "Matching and challenge gifts to charity: evidence from laboratory and natural field experiments," *Experimental Economics*, (2008), 11(3), pp. 253-267.
112. List, John A., "Introduction to field experiments in economics with applications to the economics of charity," *Experimental Economics*, (2008), 11(3), pp. 203-212.
111. Harrison, Glenn W. and John A. List, "Naturally Occurring Markets and Exogenous Laboratory Experiments: A Case Study of the Winner's Curse," *Economic Journal*, (2008), 118(528), pp. 822-843.
110. Ehmke, Mariah D., Jayson L. Lusk, and John A. List, "Is Hypothetical Bias a Universal Phenomenon? A Multinational Investigation," *Land Economics*, (2008), 84 (3), pp. 489–500.
109. List, John A. and Todd Cherry, "Examining the role of fairness in high stakes allocation decisions," *Journal of Economic Behavior and Organization*, (2008), 65(1), pp. 1-8.
108. Karlan, Dean and John A. List, "Does Price Matter in Charitable Giving? Evidence from a Large-Scale Natural Field Experiment," *American Economic Review*, (2007), 97(5), pp. 1774-1793.
107. Horowitz, John, John A. List, and Kenneth E. McConnell, "A Test of Diminishing Marginal Value," *Economica*, (2007), 74(296), pp. 650-663.
106. Lange, Andreas, John A. List, and Michael K. Price, "Using Lotteries to Finance Public Goods: Theory and Experimental Evidence," *International Economic Review*, (2007), 48(3), pp. 901-927.
105. Lange, Andreas, John A. List, and Michael K. Price, "A fundraising mechanism inspired by historical tontines: Theory and experimental evidence," *Journal of Public Economics*, (2007), 91(9), pp. 1750-1782.
104. Harrison, Glenn W., John A. List, and Charles Towe, "Naturally Occurring Preferences and Exogenous Laboratory Experiments: A Case Study of Risk Aversion," *Econometrica*, (2007), 75 (2), pp. 433-458.
103. Alevy, Jonathan E., Michael S. Haigh, and John A. List. "Information Cascades: Evidence from a Field Experiment with Financial Market Professionals," *Journal of Finance*, (2007), 62(1), pp. 151-180.
102. List, John A., "On the Interpretation of Giving in Dictator Games," *Journal of Political Economy*, (2007), 115(3), pp. 482-494.
101. Levitt, Steven D. and John A. List, "What do Laboratory Experiments Measuring Social Preferences Reveal About the Real World," *Journal of Economic Perspectives*, (2007), 21(2), pp. 153-174.

100. Bulte Erwin, John A. List, and Mark C. Strazicich, "Regulatory Federalism and the Distribution of Air Pollutant Emissions," *Journal of Regional Science*, (2007), 47(1), pp. 155-178.
99. Levitt, Steven D. and John A. List, "Viewpoint: On the generalizability of lab behaviour to the field," *Canadian Journal of Economics*, (2007), 40(2), pp. 347-370.
98. Landry, Craig E. and John A. List, "Using *Ex Ante* Approaches to Obtain Credible Signals for Value in Contingent Markets: Evidence from the Field," *American Journal of Agricultural Economics*, (2007), 89(2), pp. 420-429.
97. List, John A. "Field Experiments: A Bridge between Lab and Naturally Occurring Data," *The B.E. Journal of Economic Analysis & Policy*, (2006), 6(2 - Advances), Article 8.
96. Gneezy, Uri, John A. List, and George Wu, "The Uncertainty Effect: When a Risky Prospect is Valued Less than its Worst Possible Outcome," *Quarterly Journal of Economics*, (2006), 121(4), pp. 1283-1309.
95. List, John A. and Daniel M. Sturm. "How Elections Matter: Theory and Evidence from Environmental Policy," *Quarterly Journal of Economics*, (2006), 121(4), pp. 1249-1281.
94. Gneezy, Uri and John A. List, "Putting Behavioral Economics to Work: Testing for Gift Exchange in Labor Markets Using Field Experiments," *Econometrica*, (2006), 74(5), pp. 1365-1384.
93. Landry, Craig, Andreas Lange, John A. List, Michael K. Price, and Nicholas G. Rupp. "Toward an Understanding of the Economics of Charity: Evidence from a Field Experiment," *Quarterly Journal of Economics*, (2006), 121(2), pp. 747-782.
92. List, John A., "The Behavioralist Meets the Market: Measuring Social Preferences and Reputation Effects in Actual Transactions," *Journal of Political Economy*, (2006), 114(1), pp. 1-37.
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3. Kunce, Mitch and John A. List, "Industry chasing and the tax effect: a question of approach," *Applied Economics Letters*, (1998), 5(6), pp. 347-350.
2. Godward, Charles, John A. List, and Mark Thompson, "Divorce: Evidence from Florida Counties," *Atlantic Economic Journal*, (1998), 26(1), p. 116.
1. List, John A., "Explaining Intrastate Income Inequality: A Social Demographic Approach," *Atlantic Economic Journal*, (1996), 24(4), p. 383.

### **Books**

1. Recent Advances in Environmental Economics. Edward Elgar Publishers. Edited with Aart de Zeeuw. 2003.
2. Field Experiments in Economics. Handbook of Experimental Economics. Elsevier. Edited with Jeffrey Carpenter and Glenn Harrison, 2005.
3. Using Experimental Methods in Environmental and Resource Economics. Edward Elgar Publishers. Edited, 2006.
4. Field Experiments. Princeton University Press. Written with Glenn Harrison, 2007 (in progress).

5. Handbook of Experimental Economics and the Environment. Edward Elgar Publishers, 2013. Edited with Michael Price, 2007 (in progress).
6. The Why Axis: Hidden Motives and the Undiscovered Economics of Everyday Life. PublicAffairs Publishers, 2013. Written with Uri Gneezy.
7. Handbook on Experimental Economics and the Environment, Edward Elgar, 2013, with Michael Price.
8. Economics, Pearson, 2014, with Daron Acemoglu and David Laibson.
9. Field Experiments, Edward Elgar, 2018, with Anya Samek.

### **Editorial/Service Responsibilities**

**Editor**, *Management Science*, June 2011-present.

**Editor**, *Nonprofit and Voluntary Sector Quarterly*; July 2016-present.

**Co-Editor**, *Journal of Economic Perspectives*; January 2010-January 2013.

**Associate Editor (Board of Editors)**, *American Economic Review*, May 2004-2010.

**Associate Editor (Board of Editors)**, *Journal of Economic Literature*, December 2006-2011.

**Co-Editor**, *Journal of Environmental Economics and Management*; July 2004-2010.

**Co-Editor**, *Environmental and Resource Economics*; August 2001-August 2004; July 2005-present. Responsible for handling about 50 papers per year. (first U.S. Editor of journal).

**Associate Editor**, *Journal of Regional Science*; March 2001-present.

**Editorial Board**, *The B.E. Journals in Economic Analysis & Policy*; June 2004-present.

**Editorial Board**, *Experimental Economics*; May 2004-present.

**Editorial Council**, *Journal of Environmental Economics and Management*; July 2001-present.

**Editorial Board**, *Letters in Spatial and Resource Economics*; December, 2006-present.

**Scientific Advisory Board**, *Environmental and Resource Economics*; May 2004-present.

**Special Issue Editor**, *Journal of Socio-Economics*, Field Experiments in Economics (2014).

**Special Issue Editor**, *Oxford Review of Economic Policy* Field Experiments to Help Policymakers (2014).

*Handbook on Experimental Economics and the Environment*, (2013), with Michael Price.

**Special Issue Editor, *Scandinavian Journal of Economics*:** Field Experiments in Economics (2013).

**Special Issue Editor, *Journal of Economics Management*:** Field Experiments in Economics (2013).

**Special Issue Editor, *Journal of Public Economics*:** The Economics of Charity (2010).

**Special Issue Editor, *Journal of Public Economics*:** Using Experiments in Public Economics (2005).

**Special Issue Editor, *Advances in Economic Analysis & Policy*:** Field Experiments (2006, 2007).

**Special Issue Editor, *Experimental Economics*:** Special Issue on Field Experiments in Charity (2008).

**Special Issue Editor, *Journal of Economic Behavior and Organization*:** Field Experiments in Economics (2008).

**Economic Science Association, Section Head:** Experimental Methods; November 2003-2005.

**EPA Grant Advisory Board**, 2001

**EPA Science Advisory Board**, September 2006-present.

### **Selected Keynote Speaker Duties**

“Field Experiments in Economics,” Kiel University, September 2017.

“Field Experiments in Environmental and Resource Economics,” Bioecon 2017 Conference, Tilburg University, September 2017

“Using Field Experiments to Make the World a Better Place,” Georgescu-Roegen Lecture, The University of the South, April 2017.

“Understanding the Market for Charity Using Field Experiments,” 8<sup>th</sup> Annual Southern California in Applied Microeconomics, April 2017.

“Using Field Experiments in the Economics of Charity,” Carleton/Ottawa Inaugural PhD Conference, University of Ottawa, March 2017.

“Using Field Experiments to Make the World a Better Place,” Mackintosh Lecture, Queens University, March 2017.

“Using Field Experiments to Change the World,” Nobel Conference, Gustavus Adolphus, September 2016.

“10 Things I Wish Experimentalists Would Do,” Economic Science Association, Tucson, AZ, 2016.

“Field Experiments with Firms,” Monash University, Melbourne, AU, March, 2016.

“Adding Science to Charity by Using Field Experiments,” University of Miami Conference for Fundraisers, January 2017.

“Adding Science to Charity by Using Field Experiments,” University of Indiana, Hartsook Lecture, April 2016.

“Using Behavioral Economics and Field Experiments to Make the World a Better Place,” Vienna Austria, Vienna Behavioral Economics Network Keynote, September 2016.

“Field Experiments in Economics,” Purdue University, Pearson Publishing, West Lafayette, IN, August 2015.

“Using Field Experiments to Make the World a Better Place,” Distinguished Lecture Series, Calgary, Canada, March, 2015.

“Using Field Experiments to Teach Economics,” Pearson Conference on Teaching Economics, Oak Brook, IL, March 2015.

“Field Experiments in Economics,” Society of Judgment and Decisionmaking, Long Beach, CA, November 2014.

“Using Field Experiments in Economics,” Southern Economic Association, Distinguished Lecture, November, 2014, Atlanta, GA.

“Field Experiments in Economics,” Tilburg, The Netherlands, Diploma Ceremony, October 2014.

“Using Field Experiments in Education,” EEF, London, October 2014.

“Using Field Experiments to Help People in Developing Countries,” World Bank Forum, October, 2014.

“Field Experiments in Economics,” CESIFO, Munich, Germany, October 2014.

“Field Experiments in Environmental and Resource Economics,” Camp Resources, Wilimington, NC, August 2014.

“The Why of Generosity: the Economics of Why We Give”, Discussion at Northern Trust, Chicago, IL, March 2014.

“The Why Axis: Hidden Motives and the Undiscovered Economics of Everyday Life”, Discussion at The World Bank, Washington, D.C., February 2014.

“Life is a Lab”, NHH (Norwegian School of Economics), Bergen Norway, January 2014.

“Why We Do What We Do: Economics of Human Motivation”, Discussion at the Atlanta Federal Reserve Bank of Atlanta, Atlanta, GA, October 2013.

“Life as a Laboratory: Using Field Experiments in Economics”, and “Field Experiments in the Economics of Crime”, Malim Harding Lectureship at the University of Toronto, Toronto Canada, October 2013.

“The Why of Generosity: the Economics of Why We Give”, AFP Annual Conference in Chicago, IL, October 2013

“Using Field Experiments in Economics,” Henry George Lecture, University of Scranton, October 2013.

“Field Experiments as a Scientific Revolution in Charity,” AFP Annual Conference, Chicago, IL., October 2013

“Using Field Experiments in Business, Government Policy, and to Make Your Life Better,” Cologne Conference on Field Experiments, August, 2013.

“Field Experiments in the Social Sciences,” Tiber, Tilburg, The Netherlands, August, 2013.

“Using Field Experiments to Aid Classroom Instruction,” AEA Conference on Teaching, May 2013.

“Using Field Experiments in Economics,” Marburg Lecture, November 2012, Marquette University.

“Field Experiments in Economics,” Claremont McKenna Lecture, April 2012, Claremont, CA.

“Using Field Experiments to Explore the Economics of Crime,” UC San Diego Conference on Deception in Economics, April, 2012, San Diego, CA

“Using Field Experiments to Teach Economics,” University of Kentucky Economics Teaching Workshop, March 2012, Lexington, KY.

“Why Accountants should care about Field Experiments,” American Economics Association, January, 2012, Chicago IL.

“Using Field Experiments in Accounting,” American Accounting Association, January, 2012, Houston TX.

“Using Field Experiments in Environmental and Resource Economics,” American Association of Agricultural Economics, Gailbrath Lecture, Denver, July 2010.

“Using Field Experiments to Understand the Economics of Charity,” Association of Lutheran Development Executives (ALDE), Albuquerque, February 2010.

“Using Field Experiments to Learn About the Economics of Charity,” PET, Lyon, France, June 2009.

“Using Field Experiments to Learn About the Economics of Charity,” AREA CONFERENCE ON PUBLIC SECTOR ECONOMICS, CES IFO, Munich Germany, April 2009.

“Using Field Experiments to Learn about the Economics of Charity,” Council for the Advancement and Support of Education (CASE), Oklahoma City, April 2009.

“Using Field Experiments in Economics,” First Annual FTC Microeconomics Conference, November, 2008, Washington DC.

“Using Field Experiments to Learn about the Economics of Charity,” AFP Chicago's 13th Annual Midwest Conference on Philanthropy, October, 2008.

“What Makes People Give?” Using Field Experiments to Learn about the Economics of Charity. Association of Lutheran Development Executives, October, 2008.

“What Makes People Give? Charitable Fundraising: View from an Economist,” Council for the Advancement and Support of Education (CASE), Chicago, April 2008.

“Field Experiments, with Select Applications,” 2008 10th Experimental Economics Days, Dijon, France.

“Field Experiments in Public Economics,” 2007 Association of Environmental and Resource Economics Annual World Meetings.

“Field Experiments,” 2007 NAKE Lectures.

“Field Experiments,” 2006 European Economics Association Annual Meetings.



“Field Experiments,” 2006 Australasian Econometric Society Meetings.

“Field Experiments,” 2006 Canadian Economic Association Meetings (State of the Art Lecture).

“Field Experiments,” 2005 World Meeting of the Economic Science Association (Society for Experimental Economists).

“Scientific Numerology, Preference Anomalies, and Environmental Policymaking,” HERE, Iowa State University, September, 2003.

“Field Experiments in Environmental Economics,” 2002 World Congress of Environmental and Resource Economists, June 2002 (panel at the Congress).

“Environmental Policies in the US and how Field Experiments can Help,” ICAFE Research Institute, Costa Rica, March, 2001

“International Environmental Policy, Competitiveness, and Location Behaviour of Firms,” Dutch Science Foundation/Euresco, Kerkrade, Holland, October, 2000.

“Environmental Policy, Competitiveness, and Location Behaviour of Firms: Evidence from Field Experiments,” Vaeshartelt Castle Conference Center, Maastricht, Holland, October, 1999.

“Growth, Inequality, and the Environment,” University of Heidelberg, October, 1998.

“Field Experiments in Economics,” University of Heidelberg conference on the Environment, October, 1998.

“Using Field Experiments in Environmental Economics,” University of Central Florida’s Annual Conference on Environmental Issues, March, 1997.

“How to Use Field Experiments in Economics,” University of Central Florida Dean’s Conference, February, 1996.