

David J. Cooper

March 17, 2016

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Date of Birth: November 13, 1966

Education:

Princeton University, Ph.D., Economics, defended September 1992
Harvard University, A.B., Applied Mathematics, Magna cum Laude, 1988

Thesis Topic and Advisor:

Four Essays in Applied Game Theory (Advisor: Dilip Abreu)

Major Fields of Interest:

Experimental Economics
Behavioral Economics
Managerial Decision Making
Economic Theory

Courses Taught:

Undergraduate: Principles of Microeconomics
Intermediate Microeconomics
Introduction to Industrial Organization
Corporate Finance
Introduction to Game Theory
Mathematical Economics
Experimental Economics
Graduate: Microeconomic Theory (both semesters)
Advanced Game Theory
Experimental Economics
Static Optimization
Business School: Business Economics (executive MBA program)

Professional Experience:

Professor, University of East Anglia (secondary appointment), 2013 – 2016
Brim Eminent Scholar in Economics, Florida State University, Fall 2009 - present
Professor, Florida State University, Summer 2007 – Fall 2009
Associate Professor, Case Western Reserve University, Fall 2003 – Spring 2007
Assistant Professor, Case Western Reserve University, Fall 1999 - Spring 2003
Assistant Professor, University of Pittsburgh, Fall 1992 - Spring 1999

Fellowships, Grants, and Awards

- National Science Foundation Fellowship, September 1989 - August 1992
Russell Sage Foundation -- \$4,894, August, 1995 - July 1996
 "The Effects of Context and Cross-Game Learning on Play in Signalling Games"
National Science Foundation -- \$30,000, May 1997 - May 1998.
 "An Experimental Comparison of the Fairness and Learning Hypotheses"
National Science Foundation (w/ John Kagel) – \$352,432, September 1998 - August 2001
 "Experimental Studies of Incentive Effects, Expertise Effects, and Context Effects in Signalling Games"
Junior Faculty Best Paper Award, Weatherhead School of Management, 1999-2000
National Science Foundation – \$236,321, August 2002 - July 2005
 "Corporate Turnarounds: An Experimental Study"
Fundación BBVA (w/ Jordi Brandts) – €58,000
 "Estudios experimentales sobre incentivos en organizaciones"
Outstanding Faculty Member (2003 - 2004), Interfraternity Congress and Panhellenic Council
National Science Foundation (w/ John Kagel) - \$572,762, April 2005 - March 2008
 "Collaborative Research on Team versus Individual Play"
Kauffman Foundation – \$50,000, May 2006 - February 2008
 "Entrepreneurial Decision Making on Where to Pursue Funding: Theory and Behavior"
National Science Foundation (w/ Kai-Uwe Kuhn) -- \$395,322, August 2007 – July 2010
 "Collaborative Research: An Experimental Study on Collusion and Communication"
National Science Foundation (w/ John Kagel) -- \$585,487, July 2009 – June 2012
 "Collaborative Research: Experimental Studies on Group Decision Making in Strategic Environments"
National Science Foundation (w/ John Hamman) -- \$403,882, August 2011 – July 2014
 "Leadership and Overcoming Coordination Failure"
National Science Foundation (w/ John Kagel) – \$318,049, July 2012 – June 2015, "Collaborative Research: Experimental Studies of Strategic Decision Making by Groups and Individuals"
Kauffman Foundation (with Nicola Lacetera) – \$50,000, July 2014 – June 2016
 "Workshop on Economic Experiments and Entrepreneurship"

Refereed Publications

- "Supergames Played by Finite Automata with Finite Costs of Complexity in an Evolutionary Setting," *Journal of Economic Theory*, (1/96) **68**, 1, pp. 266 - 275.
- "Barometric Price Leadership," *International Journal of Industrial Organization*, (5/97) **15**, pp. 301-325.
- "Adaptive Learning vs Equilibrium Refinements in an Entry Limit Pricing Game," *The Economic Journal*, (5/97, with Susan Garvin and John Kagel) **107**, pp. 553-575.
- "Signalling and Adaptive Learning in an Entry Limit Pricing Game," *Rand Journal of Economics*, (11/97, with Susan Garvin and John Kagel) **28**, 4, pp. 662-683.
- "A Strategic Analysis of Corners and Squeezes," *Journal of Financial and Quantitative Analysis*, (3/98, with R. Glen Donaldson) **33**, 1, pp. 117-137.

- "Gaming Against Managers in Incentive Systems: Experimental Results with Chinese Students and Chinese Managers," *American Economic Review*, (9/99, with John Kagel, Wei Lo, and Qing Liang Gu) **89**, 4, pp. 781-804.
- "Learning to Punish: Experimental Evidence from a Sequential Step Level Public Goods Game," (6/02, with Carol Stockman), *Experimental Economics*, **5**, 1, pp. 39 - 51
- "Fairness and Learning: An Experimental Examination," *Games and Economic Behavior*, (10/02, with Carol Stockman) **41**, 26 - 45.
- "The Impact of Meaningful Context on Strategic Play in Signalling Games," *Journal of Economic Behavior and Organization*, (1/03, with John Kagel) **50**, pp 311-37.
- "Lessons Learned: Generalizing Learning Across Games," *American Economic Review (P&P)*, (5/03, with John Kagel) **93**, 2, pp. 202 - 207.
- "Evidence on the Equivalence of the Strategic and Extensive Form Representation of Games," *Journal of Economic Theory*, (6/03, with John Van Huyck) **110**, pp. 290 - 308.
- "Relative versus Absolute Speed of Adjustment in Strategic Environments: Responder Behavior in Ultimatum Games," (10/03, with Nick Feltovich, Al Roth, and Rami Zwick) *Experimental Economics*, **6**, pp. 181 - 207.
- "Are Two Heads Better Than One? Team versus Individual Play in Signaling Games," *American Economic Review*, (6/05, lead article, with John Kagel) **95**, 3, 477 - 509.
- "Are Experienced Managers Experts at Overcoming Coordination Failure?" (2006) *Advances in Economic Analysis & Policy*, **6**, 2, Article 6.
- "A Change Would Do You Good: An Experimental Study on How to Overcome Coordination Failure in Organizations," *American Economic Review*, (6/06, with Jordi Brandts) **96**, 3, 669 - 693.
- "Managed Care and Physician Incentives: The Effects of Competition on Quality of Care," (with Jim Rebitzer), *Contributions to Economic Analysis & Policy*, **5**, 1, Article 16.
- "Observability and Overcoming Coordination Failure in Organizations: An Experimental Study," (12/06, with Jordi Brandts) *Experimental Economics*, **9**, 4, pp. 407-423.
- "Leadership and Overcoming Coordination Failure with Asymmetric Costs," (9/07, with Jordi Brandts and Enrique Fatas), *Experimental Economics*, **10**, 3, pp. 269-284.
- "It's What You Say, Not What You Pay: An Experimental Study of Manager-Employee Relationships in Overcoming Coordination Failure," (12/07, with Jordi Brandts) *Journal of the European Economic Association*, **5**, 6, pp. 1223-1268.
- "Learning and Transfer in Signaling Games," (3/08, with John Kagel) *Economic Theory*, **34**, 3, pp. 415-440.
- "Understanding Overbidding in Second Price Auctions: An Experimental Study," (10/08, with Hanming Fang,) *The Economic Journal*, **118**, 1572-1595.

- “The Role of Context and Team Play in Cross-Game Learning,” (9/09, with John Kagel) *Journal of the European Economic Association*, **7**, 5: 1101–1139.
- "Equilibrium Selection in Signaling Games with Teams: Forward Induction or Faster Adaptive learning?" (with John Kagel), (12/09) *Research in Economics*, **63**, 4, pp. 216-224.
- "The Formation of Social Preferences: An Experimental Study," (4/11, with Carol Kraker Stockman) *Economic Inquiry*, **49**, 2, pp. 540 – 563.
- “Misery Loves Company: Social Interaction Effects and Choice Under Uncertainty: An Experimental Study,” (8/11, with Mari Rege), *Games and Economic Behavior*, **73**, 1, pp. 91 – 110.
- “The Dynamics of Responder Behavior in Ultimatum Games: A Meta-study,” (11/11, with Glenn Dutcher), *Experimental Economics*, **14**, 4, pp. 519 - 546.
- “Entrepreneurship and Team Participation: An Experimental Study,” (4/13, with Krista Jabs Saral), *European Economic Review*, **59**, pp. 126 - 140.
- “The Gift of Advice: Communication in a Bilateral Gift Exchange Game,” (12/13, with John Lightle), *Experimental Economics*, **16**, 4, pp. 443 - 477.
- “Communication, Renegotiation, and the Scope for Collusion,” (5/14, with Kai-Uwe Kühn), *American Economic Journal – Microeconomics*, **6**, 2, pp. 247-78.
- “Legitimacy, Social Distance, and Leadership in the Turnaround Game,” (10/15, with Jordi Brandts and Roberto Weber) *Management Science*, **61**, 11, 2627-2645.
- “A Failure to Communicate: An Experimental Investigation of the Effects of Advice on Strategic Play” (2/16, with John Kagel), *European Economic Review*, **82**, 24-45.
- “Stand by Me: Help, Heterogeneity and Commitment in Experimental Coordination Games,” (with Jordi Brandts, Enrique Fatas, and Shi Qi) forthcoming *Management Science*.
- “Communication and Cooperation: A Methodological Study” (with Kai-Uwe Kühn), forthcoming *Southern Economic Journal*.

Other Publications

- "Perceptions of Chance and the Efficient Market Hypothesis: A Classroom Experiment," *Classroom Experinomics*, **7**, 1, pp. 1 - 9.
- “Physician Incentives in Managed Care Organizations: Medical Practice Norms and the Quality of Care,” (with Jim Rebitzer), Levy Center Public Policy Brief, no. 70, 2002.
- “The Economics of Physician Incentives in Managed Care Organizations” (with Jim Rebitzer) in R. Rich and C. Erb (eds), Consumer Choice: Social Welfare & Health Policy (2005), New Brunswick: Transaction Publishers.

“An Introduction to the Symposium on Behavioral Game Theory,” (10/07) *Economic Theory*, **33**, 1, pp. 1 - 10.

“Learning in Entry Limit Pricing Games,” in C. Plott and V. Smith (eds.), Handbook of Experimental Economic Results, Vol. 1, Amsterdam: North-Holland, 2009, pp. 585-597.

“Other Regarding Preferences: A Survey of Experimental Results,” in J. Kagel and A. Roth (eds.), The Handbook of Experimental Economics, Vol. 2, (forthcoming) Princeton: Princeton University Press.

Review of the book *Experiments in Economics: Playing Fair with Money* by Ananish Chaudhuri, (6/10) *Journal of Economic Literature*, **48**, 2, pp. 460 – 462.

“A Note on Deception in Economic Experiments,” (8/14) *Journal of Wine Economics* **9**, 2, pp. 111-114.

Papers Under Submission

“Endogenous Role Assignment and Team Performance” (with Matthias Sutter), March 2015, Department of Economics, Florida State University.

“Selection, Incentives, and Forward Induction: Experimental Evidence from the Weak-link Game,” (with Christos Ioannou and Shi Qi) mimeo, Department of Economics, Florida State University, January 2015.

“Silence is Golden: Communication Costs and Team Problem Solving” (with Gary Charness and Zachary Grossman), mimeo, Department of Economics, Florida State University, July 2015.

“Centralized vs. Decentralized Management: An Experimental Study” (with Jordi Brandts), mimeo, Department of Economics, Florida State University, November 2015.

“Coordination and Transfer,” (with John Van Huyck), mimeo, Department of Economics, Florida State University, January 2016).

Working Papers

"Do Quantity Setting Oligopolists Play the Cournot Equilibrium?" (with A. Banerjee), mimeo, mimeo, Princeton University, April 1991.

"The Effects of Financial Structure on Cost Efficiency and Oligopolistic Competition," mimeo, University of Pittsburgh, June 1992.

"Selection of Learning Rules: Theory and Evidence," (with Nick Feltovich), mimeo, University of Pittsburgh, May 1997.

"Asymmetric Information Acquisition and Behavior in Role Choice Models: A Response," mimeo, University of Pittsburgh, August 1995.

"Start-ups and Transition," (with Dan Berkowitz) mimeo, University of Pittsburgh, September 1997.

“The Types They Are a-Changin': An Experimental Study of Persistence of Types in Level-k Models” (with Enrique Fatas, Antonio Morales, and Shi Qi), mimeo, Department of Economics, Florida State University, November 2015.

“Managing Social Credibility: An Experiment on Leadership and Coordination” (with John Hamman and Roberto Weber), mimeo, Department of Economics, Florida State University, January 2016.

“A Methodological Note on Payoff Calculator Use,” (with Jordi Brandts) mimeo, Department of Economics, Florida State University, February 2015.

“Ambiguity in Incentive Contracts: An Internet Experiment,” (with David Johnson) mimeo, Department of Economics, Florida State University, March 2016.

1 Under Preparation

“IPV First Price Auctions with Information About Others' Values: An Experimental Study,” (with Hanming Fang), Department of Economics, Florida State University.

“Overcoming Coordination Failure with Non-linear Incentives: An Experimental Study,” (with Jordi Brandts), Department of Economics, Florida State University.

“A Reconsideration of Renegotiation,” (with Kai-Uwe Kühn), Department of Economics, Florida State University.

“Leadership and Gender,” (with Giovanna D'Adda and Roberto Weber), Department of Economics, Florida State University.

“Contagion and Learning to Play Strategically,” (with John Kagel), Department of Economics, Florida State University.

“Laboratory Gift Exchange with Restricted Emotion Expression,” (with John Lightle), Department of Economics, Florida State University.

“Why High Ability Individuals Join Teams,” (with Krista Saral and Marie Claire Villeval), Department of Economics, Florida State University.

Professional Presentations:

Conferences: AEA Meetings, Conference on Evolutionary Game Theory (Wilfred Laurier), Conference on Learning Equilibrium Behavior, Econometric Society, Economic Science Association, EWEBE, Fields Institute Conference for Robert Aumann (U. of Toronto), Game Theory Society, World Congress, IMEBE, Midwest Mathematical Economics Meetings, Public Choice Meetings, Society for the Advancement of Economic Theory, Southern Economic Association, Society for Judgment and Decision Making, International Conference on Game Theory at Stony Brook University (and workshops)

Invited Talks: University of Akron, University of Amsterdam, Asian-Pacific Meetings of the ESA (plenary), ASFEE (plenary), University of California Irvine, University of California Santa-Barbara, University of California Santa-Cruz, University of California San Diego, California Institute of Technology, Carnegie Mellon University, Central Florida, Chapman University, China Textile University, University of Copenhagen (plenary for workshop), Durham University, University of East Anglia, Economic Science Association (Workshop in Honor of John Van Huyck), University of Edinburgh, Emory University, European University Institute, Florida State, Georgia State University, George Mason, Georgetown, Harvard University, University of Heidelberg, IMEBE (plenary), ITAM, University of Illinois, University of Innsbruck, Kent State University, University of Lyon (GATE), Maastricht Behavioral and Experimental Economics Symposium, University of Maastricht, University of Maryland, University of Michigan, University of Mississippi, Monash University, NBER, New York University, University of Nottingham, Oberlin College, Ohio State University, Oxford University, Penn State University, University of Pittsburgh, Purdue University, Queen Mary University of London, Rutgers University, South Carolina, Southern Economic Association, University of Southampton, Spanish Game Theory Meetings, Stanford University, Stanford Institute for Theoretical Economics, Stony Brook Game Theory Conference, University of Sydney, Texas A&M, University of Texas-Dallas, University of Toronto, Tufts University, University of Valencia, University of Vienna, Virginia Commonwealth, Wharton, University of Zurich

Editorial and Professional Duties:

Executive Board: Economic Science Association (2008 – 2010)

Editorial Board: Economic Theory (2005 – 9), Experimental Economics (2007 – 2011)

Editor, Special Issue: Economic Theory (10/2007)

Guest Editor, Special Issue: Management Science (2010)

Editor-in-Chief: Experimental Economics (2012 – present)

Chair, XS/FS Cluster Executive Committee (2012 – present)

NSF, Economics Advisory Panel (2014 – 2016)

Referee: American Economic Journal: Microeconomics, American Economic Review, Annals of Finance, Austrian Science Foundation, Ecological Economics, Econometrica, Economic Inquiry, Economic Letters, Economic Theory, European Economic Review, Experimental Economics, Games and Economic Behavior, Group Decisions and Negotiation, Intelligence, International Economic Review, International Journal of Industrial Organization, Journal of Business, Journal of Econometrics, Journal of Economic Behavior and Organization, Journal of Economic Education, Journal of Economics and Management Strategy, Journal of Economic Psychology, Journal of Economic Theory, Journal of the European Economic Association, Journal of Industrial Economics, Journal of Mathematical Psychology, Journal of Mathematical Sociology, Journal of Political Economy, Journal of Public Economics, Labour Economics, Managerial and Decision Economics, Management Science, Rand Journal of Economics, Review of Economic Studies, Research Grants Council of Hong Kong, National Science Foundation, SSHRC, The Economic Journal

Conference Organizer:

Workshop on Learning and Evolution in Games (conference organizer, CWRU, April 2002)

Society for the Advancement of Economic Theory (session organizer, 2005 & 2007)

International Conference on Game Theory at Stony Brook University (programme committee)

Economic Science Association (session organizer, ASSA meetings)

FSU Workshop on Experimental Game Theory (conference organizer, FSU, February 2009)

ESA session at ASSA (session organizer, 2010)

ESA North American Meetings (conference organizer, Fall 2014)

Southern Economic Association (session organizer, presidential session, Fall 2014)

Workshop on Behavioral Game Theory (conference organizer, UEA, June 2015)

Workshop on Experimental Economics and Entrepreneurship (conference organizer, Tampa, October, 2015)

Graduate Students

Pittsburgh: Anthony Dukes, Carol Kraker (advisor), Kuan Chen, Jinho Lee, Wei Lo, Drew Saunders, Jim Warnick, Katherine Wolfe, Ethan Zimmer

CWRU: Evelyn McDowell, Gary Walker

Florida State: Krista Jabs, Glenn Dutcher, David Johnson, Christine Mele, Cortney Rodet (advisor), Daniel Scheller, Yingyun Shen, Jason Stiles, Meredith Whiteman, Jesse Rouse (advisor), Brent Davis (advisor), John Jensenius, Jeremy Douhit, Erich Cromwell (advisor), Laura Magee (advisor), Xiaoli Guo, Doug Norton, Phil Brookins, Dan Neal