

John A. List
Kenneth C. Griffin Distinguished Service Professor, Department of Economics
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CURRICULUM VITAE

POSITIONS HELD

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

August 2019-present: Distinguished John Mitchell Professor of Economics, Research School of Economics, Australian National University

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

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

July 2012-2018: Chairperson, Department of Economics, University of Chicago

July 2011-2019, Distinguished Professor, Monash Business School, Monash University.

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

July 2016-present: Visiting Robert F. Hartsook Chair in Fundraising at the Indiana University Lilly Family School of Philanthropy

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: 52

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

3 adopted children: Genevieve, Asher, and Amelie

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

- *2021, Aalto University, Honorary Doctorate
- *2021, University of Wyoming, Honorary Doctorate in Science
- *2019, Distinguished Alumnus Award, University of Wyoming
- *2019, University of Prague, Honorary Doctorate,
- *2018, Named “Top 25 Behavioral Economists” by TheBestSchools.org
- *2018, Bernoulli Lecture, Basel University, October
- *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, Business School, University of Wyoming
- *2004, 1st 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 Writings

256. Chen, Yan, Peter Cramton, John A. List, and Axel Ockenfels, "Market Design, Human Behavior, and Management," *Management Science*, forthcoming.

255. List, John A. "The Voltage Effect in Behavioral Economics," *Behavioral Economics Guide*, forthcoming.

254. Halperin, Basil, Benjamin Ho, John A. List, and Ian Muir, "Toward an understanding of the economics of apologies: evidence from a large-scale natural field experiment," *Economic Journal*, forthcoming.

253. List, John A. "Introducing a Critical Thinking Hierarchy to Enhance Skill Formation in the Classroom," *Journal of Economic Education*, forthcoming.

252. List, John A., James Murphy, Michael Price, and Alexander James, "Do Appeals to Donor Benefits Raise More Money than Appeals to Recipient Benefits? Evidence from a Natural Field Experiment in Alaska," *Nature and Human Behavior*, forthcoming.

251. Chuan, Amanda, John A. List, and Anya Samek, "Do Financial Incentives Aimed at Decreasing Interhousehold Inequality Increase Intrahousehold Inequality," *Journal of Public Economics*, forthcoming.

250. List, John A., Julie Pernaudet, Dana Suskind, "It All Starts with Beliefs: Addressing the Roots of Education Inequities by Changing Parental Beliefs," *Nature* (Communications), forthcoming.

249. List, John A., Review of Experimental Tests of the Endowment Effect and the Coase Theorem. In: Charness, Gary and Pingle, Mark (Eds). *The State of the Art of Experimental Economics: 20 Top Papers Reviewed*. Abingdon: Routledge, Forthcoming.

248. List, John A., Robert Metcalfe, & Michael Price, "Smart Meters: Do Prices Matter to Their Adoption and Do They Save Energy?", *Journal of Environmental Economics and Management*. Forthcoming.

247. Gupta, Snigdha, Lauren Supplee, Dana Suskind, John A. List, “Failed to Scale: Embracing the Challenge of Scaling in Early Childhood,” in The Scale-Up Effect in Early Childhood and Public Policy Why Interventions Lose Impact at Scale and What We Can Do About It, (eds. John A. List, Dana Suskind, and Lauren Supplee), Routledge, 2021.
246. Al-Ubaydli Omar, Min Sok Lee, John A. List, and Dana Suskind. “The Science of Using Science: A New Framework for Understanding the Threats to Scaling Evidence-Based Policies,” in The Scale-Up Effect in Early Childhood and Public Policy Why Interventions Lose Impact at Scale and What We Can Do About It, (eds. John A. List, Dana Suskind, and Lauren Supplee), Routledge, 2021.
245. Kane, Maggie C., Liz Sablich, Snigdha Gupta, Lauren Supplee, Dana Suskind, John A. List. “Recommendations for Mitigating Threats to Scalability,” in The Scale-Up Effect in Early Childhood and Public Policy Why Interventions Lose Impact at Scale and What We Can Do About It, (eds. John A. List, Dana Suskind, and Lauren Supplee), Routledge, 2021.
244. List, John A. & Fatemeh Momeni, “When Corporate Social Responsibility Backfires: Evidence from a Natural Field Experiment,” *Management Science*, (2021), 67(1), pp. 8-21.
243. Bulte, Erwin, John A. List, and Daan van Soest, “Incentive spillovers in the workplace: Evidence from two field experiments,” *Journal of Economic Behavior and Organization* (2021), 184: pp. 137-149.
242. Karlan, Dean and John A. List, “How Can Bill and Melinda Gates Increase Other People's Donations to Fund Public Goods?” *Journal of Public Economics*, (2020), (191), (Article Number: 104296).
241. List, John A. and Fatemeh Momeni, “Leveraging Upfront Payments to Curb Employee Misbehavior: Evidence from a Natural Field Experiment,” *European Economic Review*, (2020), 130 (Article Number: 103601).
240. Cook, Cody, Rebecca Diamond, Jonathan Hall, John A. List, and Paul Oyer, “The Gender Earnings Gap in the Gig Economy: Evidence from over a Million Rideshare Drivers,” *Review of Economic Studies*, (2020), rdaa081, <https://doi.org/10.1093/restud/rdaa081>
239. Al-Ubaydli Omar. John A. List, and Dana Suskind. "The science of using science: Towards an understanding of the threats to scaling experiments," *International Economic Review*, (2020), 61(4), pp. 1387-1409.
238. Allenby, Greg, Russell Belk, Catherine Eckel, Robert Fisher, Ernan Haruvy, John A. List, Yu Ma, Peter Popkowski Leszczyc, Yu Wang, and Sherry Xin Li, "Fundraising Design: Key Issues, Unifying Framework, and Open Puzzles." *Marketing Letters*, (2020), 31(4), pp. 371-380.
237. Al-Ubaydli, O., Lee, M. S., List, J., Mackevicius, C., & Suskind, D. “How Can Experiments Play a Greater Role in Public Policy? 12 Proposals from an Economic Model of Scaling,” *Behavioural Public Policy*, (2020), 5(1), pp. 1-48.

236. List, John A., Jan Stoop, Daan van Soest, & Haiwen Zhou, "On The Role of Group Size in Tournaments: Theory and Evidence from Lab and Field Experiments," *Management Science*, (2020), 66(10), pp. 4359-4377.
235. Bulte, Erwin, John A. List, & van Soest, Daan P. "Towards an understanding of the welfare effects of nudges: evidence from a field experiment in the workplace," *Economic Journal*, (2020), 130(632): pp. 2329-2353.
234. Cappelen, Alexander, Bertil Tungodden, John A. List, & Anya Samek, "The Effect of Early Education on Social Preferences," *Journal of Political Economy*, (2020), 128(7), pp. 2739-2758.
233. Andreoni, James, Amalia Digirolamo, John A. List, Claire Mackevicius, & Anya Samek, "Risk Preferences of Children and Adolescents in Relation to Gender, Cognitive Skills, Soft Skills, and Executive Functions," *Journal of Economic Behavior and Organization*, (2020), 179, pp. 729-742.
232. List, John A., Chien-Yu Lai, & Anya Samek, "Got Milk? Using Nudges to Reduce Consumption of Added Sugar," *American Journal of Agricultural Economics*, (2020), 102(1), pp. 154-168.
231. Gosnell, Greer, John A. List, & Robert Metcalfe, "The Impact of Management Practices on Employee Productivity: A Field Experiment with Airline Captains," *Journal of Political Economy*, (2020), 128(4), pp. 1195-1233.
230. List, John A., Chien-Yu Lai, & Anya Samek, "Got Milk? Using Nudges to Reduce Consumption of Added Sugar," *American Journal of Agricultural Economics*, (2020), 102(1), pp. 154-168.
229. Gneezy, Uri, John A. List, Jeff Livingston, Xiangdong Qin and Yang Xu, "Measuring Student Success: The Role of Effort on the Test Itself," *American Economic Review: Insights*, (2019), 1(3), pp. 291-308.
228. List, John A., Azeem Shaikh, and Yang Xu, "Multiple Hypothesis Testing in Experimental Economics," *Experimental Economics*, (2019), 22(4), pp. 773-793.
227. Czibor, Eszter, David Jimenez-Gomez, & John A. List, "The Dozen Things Experimental Economists Should Do (More Of)," *Southern Economic Journal*, (2019), 86(2), pp. 371-432.
226. Charness Gary, John A. List, Aldo Rustichini, Anya Samek, Jeroen Van De Den, "Theory of Mind Among Disadvantaged Children: Evidence from a Field Experiment," *Journal of Economic Behavior and Organization*, (2019), 166, pp. 174-194.

225. Andreoni, James, Michael Kuhn, John A. List, Anya Samek, & Charles Sprenger, "Toward an understanding of the development of time preferences: Evidence from field experiments," *Journal of Public Economics*, (2019), 177(article #104039).
224. Batzilis, Dimitris Sonia Jaffe, Steven Levitt, John A. List, and Jeffrey Picel, "How Facebook can deepen our understanding of behavior in strategic settings: Evidence from a million rock-paper-scissors games." *Games*, (2019), 10(2), 18; <https://doi.org/10.3390/g10020018> (registering DOI)
223. Brandon, Alec, John A. List, Robert D. Metcalfe, Michael K. Price, and Florian Rundhammer, "Testing for crowd out in social nudges: Evidence from a natural field experiment in the market for electricity," *Proceedings of the National Academy of Science*, (2019), 116(12), pp.5293-5298.
222. Al-Ubaydli, Omar and John A. List, "How Natural Field Experiments Have Enhanced Our Understanding of Unemployment," *Nature and Human Behavior*, (2019), 3(1), pp. 33-39.
221. 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*, (2018), 64(12), pp. 5855-5876.
220. List, John A., Jeffrey Livingston, and Susanne Neckermann, "Do Financial Incentives Crowd Out Intrinsic Motivation to Perform on Standardized Tests? *Economics of Education Review*, (2018), 66, pp. 125-136.
219. Andersen, Steffen, Seda Ertac, Uri Gneezy, John A. List, and Sandra Maximiano. "On the cultural basis of gender differences in negotiation," *Experimental Economics*, (2018), 21(4), pp. 757-778.
218. Flory, Jeffrey, Uri Gneezy, Kenneth Leonard, and John A. List, "Gender, Age, and Competition: A Disappearing Gap? *Journal of Economic Behavior and Organization*, (2018), 150, pp. 256-276.
217. Hong, Fuhai, Tanjim Hossain, John A. List, and Migiwa Tanaka, "Testing The Theory of Multi-tasking: Evidence from a Natural Field Experiment in Chinese Factories," *International Economic Review*, (2018), 59(2), pp. 511-536.
216. List, John A. "In Vivo We Trust," *Science*, (2018), 361(6400), p. 339.
215. List, John A., Anya Samek, and Dana Suskind. "Combining Behavioral Economics and Field Experiments to Reimagine Early Childhood Education," *Behavioral Public Policy*, (2018) 2(1), pp. 1-21.
214. Ben-Nar, Avner, John A. List, Louis Putterman, and Anya Samek, "Learned generosity? An artefactual field experiment with parents and their children," *Journal of Economic Behavior and Organization*, (2017), 143, pp. 28-44.

213. List, John A, “Experimental Economics in the *Journal of Political Economy*,” *Journal of Political Economy*, (2017), 125(6): 1925-1930.
212. 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), 125(6): 1723-1727.
211. 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.
210. 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.
209. Benjamin et al., “Redefine Statistical Significance,” *Nature and Human Behavior*, (2017), 1, 0189, doi:10.1038/s41562
208. List, Annika J.; List, John A.; Samek, Anya, “Discrimination among pre-school children: Field experimental evidence,” *Economics Letters*, (2017), 157: 159-162.
207. 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.
206. 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.
205. 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.
204. 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.
203. 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.

202. Della Vigna, Stefano, John A. List, Ulrike Malmendier, and Gautum Rao, "Voting to Tell Others," *Review of Economic Studies*, (2017) 84 (1): 143-181.
201. 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.
200. 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.
199. Gneezy, Uri; Leibbrandt, Andreas; and John A. List, "Ode to Sea: Workplace Organizations and Norms of Cooperation," *Economic Journal*, (2016), 126(595), 1856-1883.
198. 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.
197. 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.
196. Metcalfe, Robert, Greer Gosnell, and John A. List, "Virgin Atlantic Tested 3 Ways to Change Employee Behavior," *Harvard Business Review*, (2016), August 1.
195. 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.
194. Floyd, Eric and John A. List "Using Field Experiments in Accounting and Finance," *Journal of Accounting Research*, (2016), 54(2), pp. 437-475.
193. 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.
192. 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.
191. 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.
190. Al-Ubaydli, Omar. and John A. List, "Field experiments in markets," in Banarjee, A. and E. Duflo (eds) *Handbook of Economic Field Experiments*, Elsevier, 2016.

189. Al-Ubaydli, Omar. and John A. List, "On the generalizability of experimental results in economics," in Frechette, G. and A. Schotter (eds) *Handbook of Experimental Economic Methodology*, Oxford University Press, 2015.
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 Behaviorist 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 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.

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11. The Voltage Effect: Making Good Ideas Great and Great Ideas Scale, Penguin Randomhouse, 2022.

Editorial/Service Responsibilities

Editor, *Journal of Political Economy*, July 2018-present.

Editor, *Management Science*, June 2011-June 2018.

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-June 2010.

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

Editorial Council, *Journal of Environmental Economics and Management*; July 2001-2011.

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, *Journal of Economic Behavior and Organization*: The Economics of Charitable Giving (forthcoming).

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

83. “The Voltage Effect in Behavioral Economics,” Kahneman Lecture, IAREP SABE. June 2021.
82. “Using Field Experiments to Improve People’s Lives,” Miller Upton Lectures, Beloit College, October, 2020.
81. “Doing Field Experiments in Economics,” JILAEE Lectures, UCEMA Buenos Aires, August, 2020.
80. “Field Experiments in the Social Sciences,” UChicago Dean’s Lecture Series, July 2020.
79. “Understanding Field Experiments in Economics: from Academics to Policymakers,” John Mitchell Lectures, Australian National University, June, 2020.
78. “Field Experiments to Change the World,” Lignan Lectures, Hong Kong, December 2019.
77. “Using Field Experiments in Medicine,” CME Winter Keynote, Chicago, IL, December 2019.
76. “Field Experiments in Economics,” INSEAD CEDEP Keynote, Fountainebleu France, November, 2019.
75. “Using Field Experiments for Local Policymaking,” French Young Leader Association, Chicago, IL, October, 2019.
74. “Using Field Experiments in Charitable Giving,” VeZolles Lecture, IUPUI, April 2019.
73. “Using Field Experiments in Firms,” Coombs Lecture, University of Notre Dame, November, 2018.
72. “Using Field Experiments in Firms,” Lowder Lecture, University of Alabama, October 2018.
71. “Using Field Experiments to Change the World,” Bernoulli Lecture, University of Basel, October 2018.
70. “How Field Experiments Can Help us Understand the Economics of Diversity and Inclusion” SODI Conference, University of Chicago, September 2018.
69. “The Science of Using Science—Threats to Scaling Field Experiments,” FAIR Inaugural Conference, Bergen University, June 2018.
68. “How to Use Field Experiments in Early Childhood Education Policymaking,” BEX International, Sydney Australia, June 2018.

67. "Field Experiments in Early Childhood Education," Chen Lecture, Department of Economics, National Taiwan University, June 2018.
66. "Using Field Experiments to Make the World a Better Place,": MK Forum Keynote, Korea-America Economic Association, January AEA Meetings, 2018.
65. "Using Field Experiments to Promote Diversity and Inclusion," SODI Inaugural Conference, University of Chicago, May 2017.
64. "Field Experiments in Economics," Kiel University, September 2017.
63. "Field Experiments in Environmental and Resource Economics,' Bioecon 2017 Conference, Tilburg University, September 2017
62. "Using Field Experiments to Make the World a Better Place," Georgescu-Roegen Lecture, The University of the South, April 2017.
61. "Understanding the Market for Charity Using Field Experiments," 8th Annual Southern California in Applied Microeconomics, April 2017.
60. "Using Field Experiments in the Economics of Charity," Carleton/Ottawa Inaugural PhD Conference, University of Ottawa, March 2017.
59. "Using Field Experiments to Make the World a Better Place," Mackintosh Lecture, Queens University, March 2017.
58. "Using Field Experiments to Change the World," Nobel Conference, Gustavus Adolphus, September 2016.
57. "10 Things I Wish Experimentalists Would Do," Economic Science Association, Tucson, AZ, 2016.
56. "Field Experiments with Firms," Monash University, Melbourne, AU, March, 2016.
55. "Adding Science to Charity by Using Field Experiments," University of Miami Conference for Fundraisers, January 2017.
54. "Adding Science to Charity by Using Field Experiments," University of Indiana, Hartsook Lecture, April 2016.
53. "Using Behavioral Economics and Field Experiments to Make the World a Better Place," Vienna Austria, Vienna Behavioral Economics Network Keynote, September 2016.
52. "Field Experiments in Economics," Purdue University, Pearson Publishing, West Lafayette, IN, August 2015.

51. "Using Field Experiments to Make the World a Better Place," Distinguished Lecture Series, Calgary, Canada, March, 2015.
50. "Using Field Experiments to Teach Economics," Pearson Conference on Teaching Economics, Oak Brook, IL, March 2015.
49. "Field Experiments in Economics," Society of Judgment and Decisionmaking, Long Beach, CA, November 2014.
48. "Using Field Experiments in Economics," Southern Economic Association, Distinguished Lecture, November, 2014, Atlanta, GA.
47. "Field Experiments in Economics," Tilburg, The Netherlands, Diploma Ceremony, October 2014.
46. "Using Field Experiments in Education," EEF, London, October 2014.
45. "Using Field Experiments to Help People in Developing Countries," World Bank Forum, October, 2014.
44. "Field Experiments in Economics," CESIFO, Munich, Germany, October 2014.
43. "Field Experiments in Environmental and Resource Economics," Camp Resources, Wilimington, NC, August 2014.
42. "The Why of Generosity: the Economics of Why We Give", Discussion at Northern Trust, Chicago, IL, March 2014.
41. "The Why Axis: Hidden Motives and the Undiscovered Economics of Everyday Life", Discussion at The World Bank, Washington, D.C., February 2014.
40. "Life is a Lab," NHH (Norwegian School of Economics), Bergen Norway, January 2014.
39. "Why We Do What We Do: Economics of Human Motivation", Discussion at the Atlanta Federal Reserve Bank of Atlanta, Atlanta, GA, October 2013.
38. "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.
37. "The Why of Generosity: the Economics of Why We Give", AFP Annual Conference in Chicago, IL, October 2013
36. "Using Field Experiments in Economics," Henry George Lecture, University of Scranton, October 2013.

35. "Field Experiments as a Scientific Revolution in Charity," AFP Annual Conference, Chicago, IL., October 2013
34. "Using Field Experiments in Business, Government Policy, and to Make Your Life Better," Cologne Conference on Field Experiments, August, 2013.
33. "Field Experiments in the Social Sciences," Tiber, Tilburg, The Netherlands, August, 2013.
32. "Using Field Experiments to Aid Classroom Instruction," AEA Conference on Teaching, May 2013.
31. "Using Field Experiments in Economics," Marburg Lecture, November 2012, Marquette University.
30. "Field Experiments in Economics," Claremont McKenna Lecture, April 2012, Claremont, CA.
29. "Using Field Experiments to Explore the Economics of Crime," UC San Diego Conference on Deception in Economics, April, 2012, San Diego, CA
28. "Using Field Experiments to Teach Economics," University of Kentucky Economics Teaching Workshop, March 2012, Lexington, KY.
27. "Why Accountants should care about Field Experiments," American Economics Association, January, 2012, Chicago IL.
26. "Using Field Experiments in Accounting," American Accounting Association, January, 2012, Houston TX.
25. "Using Field Experiments in Environmental and Resource Economics," American Association of Agricultural Economics, Gailbrath Lecture, Denver, July 2010.
24. "Using Field Experiments to Understand the Economics of Charity," Association of Lutheran Development Executives (ALDE), Albuquerque, February 2010.
23. "Using Field Experiments to Learn About the Economics of Charity," PET, Lyon, France, June 2009.
22. "Using Field Experiments to Learn About the Economics of Charity," AREA CONFERENCE ON PUBLIC SECTOR ECONOMICS, CES IFO, Munich Germany, April 2009.
21. "Using Field Experiments to Learn about the Economics of Charity," Council for the Advancement and Support of Education (CASE), Oklahoma City, April 2009.
20. "Using Field Experiments in Economics," First Annual FTC Microeconomics Conference, November, 2008, Washington DC.

19. "Using Field Experiments to Learn about the Economics of Charity," AFP Chicago's 13th Annual Midwest Conference on Philanthropy, October, 2008.
18. "What Makes People Give?" Using Field Experiments to Learn about the Economics of Charity. Association of Lutheran Development Executives, October, 2008.
17. "What Makes People Give? Charitable Fundraising: View from an Economist," Council for the Advancement and Support of Education (CASE), Chicago, April 2008.
16. "Field Experiments, with Select Applications," 2008 10th Experimental Economics Days, Dijon, France.
15. "Field Experiments in Public Economics," 2007 Association of Environmental and Resource Economics Annual World Meetings.
14. "Field Experiments," 2007 NAKE Lectures.
13. "Field Experiments," 2006 European Economics Association Annual Meetings.
12. "Field Experiments," 2006 Australasian Econometric Society Meetings.
11. "Field Experiments," 2006 Canadian Economic Association Meetings (State of the Art Lecture).
10. "Field Experiments," 2005 World Meeting of the Economic Science Association (Society for Experimental Economists).
9. "Scientific Numerology, Preference Anomalies, and Environmental Policymaking," HERE, Iowa State University, September, 2003.
8. "Field Experiments in Environmental Economics," 2002 World Congress of Environmental and Resource Economists, June 2002 (panel at the Congress).
7. "Environmental Policies in the US and how Field Experiments can Help," ICAFE Research Institute, Costa Rica, March, 2001
6. "International Environmental Policy, Competitiveness, and Location Behaviour of Firms," Dutch Science Foundation/Euresco, Kerkrade, Holland, October, 2000.
5. "Environmental Policy, Competitiveness, and Location Behaviour of Firms: Evidence from Field Experiments," Vaeshartelt Castle Conference Center, Maastricht, Holland, October, 1999.
4. "Growth, Inequality, and the Environment," University of Heidelberg, October, 1998.

3. "Field Experiments in Economics," University of Heidelberg conference on the Environment, October, 1998.
2. "Using Field Experiments in Environmental Economics," University of Central Florida's Annual Conference on Environmental Issues, March, 1997.
1. "How to Use Field Experiments in Economics," University of Central Florida Dean's Conference, February, 1996.