

**Michael Keith Price**  
Department of Economics  
Georgia State University  
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**Positions Held:**

Associate Professor, Georgia State University, Department of Economics, 8/12-present  
Visiting Associate Professor, University of Chicago, Department of Economics, Winter 2012, Spring 2013, Winter 2014  
Associate Professor, University of Tennessee, Department of Economics, 8/11-7/12  
Assistant Professor, University of Tennessee, Department of Economics, 8/08-7/11  
Assistant Professor, University of Nevada, Department of Resource Economics, 6/05-7/08

**Affiliations:**

NBER, Faculty Research Fellow, 2011-present  
Howard H. Baker Center for Public Policy, Faculty Research Fellow, 2011-present

**Education:**

Ph.D. Agricultural and Resource Economics, University of Maryland, August 2005  
M.Sc Applied Economics, Rutgers University, May 1998  
B.A. Economics and Japanese Studies, Bucknell University, May 1995

**Refereed Publications:**

- Bernaedo, Maria, Paul J. Ferraro, and Michael K. Price, "The Persistent Impacts of Norm-Based Messaging and Their Implications for Water Conservation," forthcoming *Journal of Consumer Policy*.
- Castledine, Anita, Klaus Moeltner, Michael K. Price, and Shawn Stoddard, "Free to Choose: Promoting Conservation by Relaxing Outdoor Watering Restrictions," forthcoming, *Journal of Economic Behavior and Organization*.
- Ferraro, Paul J. and Michael K. Price, "Using Non-Pecuniary Strategies to Influence Behavior: Evidence from a Large-Scale Field Experiment," *Review of Economics and Statistics*, 95 (2013): pp. 64-73.
- Henderson, Daniel J., John A. List, Daniel L. Millimet, Christopher F. Parmeter, and Michael K. Price, "Empirical Implementation of Nonparametric First-Price Auction Models," *Journal of Econometrics*, 168 (2012): pp. 17-28.

- List, John A. and Michael K. Price, "Charitable Giving Around the Globe: Thoughts on How to Expand the Pie," *CESifo Economic Studies*, 58 (2012): pp. 1-30.
- Ferraro, Paul J., Juan Jose Miranda, and Michael K. Price, "The Persistence of Treatment Effects with Norm-Based Policy Instruments: Evidence from a Randomized Environmental Policy Experiment," *American Economic Review Papers and Proceedings*, 101 (2011): pp. 318-322.
- 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*, 29 (2011): pp. 54-64.
- Landry, Craig E., 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*, 100 (2010): pp. 958-983.
- 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*, 69 (2009): pp. 160-169.
- "Fund-Raising Success and a Solicitor's Beauty Capital: Do Blondes Raise More Funds?," *Economics Letters*, 100 (2008): pp. 351-354.
- "Using the Spatial Distribution of Bidders to Detect Collusion in the Marketplace: Evidence from Timber Auctions," *Journal of Regional Science*, 48 (2008): pp. 399-418.
- Lange, Andreas, John A. List, and Michael K. Price, "A Fundraising Mechanism Inspired by Historical Tontines: Theory and Experimental Evidence," *Journal of Public Economics*, 91 (2007): pp. 1750-1782.
- Lange, Andreas, John A. List, and Michael K. Price, "Using Lotteries to Finance Public Goods: Theory and Experimental Evidence," *International Economic Review*, 48 (2007): pp. 901-927.
- Price, Michael K. and Craig E. Landry, "Earmarking Lottery Proceeds for Education: Empirical Evidence from U.S. Lotto Expenditures," *Economics Letters*, 95 (2007): pp. 451-455.
- Landry, Craig E., Andreas Lange, John A. List, Michael K. Price, and Nicholas G. Rupp, "Towards an Understanding of the Economics of Charity: Evidence from a Field Experiment," *Quarterly Journal of Economics*, 121 (2006): pp. 747-782.

McConnell, Kenneth E. and Michael Price, "The Lay System in Commercial Fisheries: Origin and Implications," *Journal of Environmental Economics and Management*, 51(2006): pp. 295-307.

Lange, Andreas, John A. List, Michael K. Price, and Shannon M. Price, "The Optimal Design of Charitable Lotteries: Theory and Experimental Evidence," *Research in Experimental Economics*, Volume 11, (2006).

List, John A. and Michael K. Price, "Conspiracies and Secret Price Discounts in the Marketplace: Evidence from the Field," *RAND Journal of Economics*, 36(2005): pp. 700-717.

### **Edited Books**

Handbook on Experimental Economics and the Environment. Edward Elgar Publishers. Edited with John A. List, 2013.

### **Working Papers:**

"Using Field Experiments in Environmental and Resource Economics," with John A. List, revise and resubmit.

"The Perverse Impact of Calling for Energy Conservation," with J. Scott Holladay and Marianne Wanamaker, revise and resubmit.

"Using Donor Gifts to Drive Fundraising: Theory and Evidence from a Natural Field Experiment," with Craig E. Landry, Andreas Lange, John A. List, and Nicholas Rupp, revise and resubmit.

"Public Good Provision in the Presence of Heterogeneous Green Preferences," with Mark Jacobsen and Jacob LaRiviere, revise and resubmit.

"Added Surplus and Lost Bargaining Power in Long-term Contracting: An Experimental Investigation," with William S. Neilson and Bruno Wichmann, revise and resubmit.

"The Impact of Field Experiments to Address Environmental Externalities and Resource Scarcity," Invited Submission.

"The Effects of Group Membership in a Strategic Setting: Evidence from the Field," with John A. List and William S. Neilson.

- “A Nudge or a Crutch? Interim Payments and Learning in Sequential Decision Tasks,” with William S. Neilson and Michael Shor.
- “On the Formation of Buyer-Seller Relationships when Product Quality is Perfectly Observable,” with Yann Bramoulle and John A. List.
- “Focal Strategies and Behavioral Backward Induction in Centipede Games,” with William S. Neilson.
- “Advice and Fictive Learning: The Pricing of Assets in the Laboratory,” with Jonathan Alevy.
- “How Many Economists Does it Take to Change a Light Bulb? A Natural Field Experiment on Technology Adoption,” with David H. Herberich and John A. List.
- “Public Goods Provision in the Presence of Heterogeneous Green Preferences,” with Mark Jacobsen and Jacob LaRiviere, (2014) NBER Working Paper No. 20266.
- “Using Field Experiments in Environmental and Resource Economics,” (2013) NBER Working Paper No. 19289.
- “Toward an Understanding of Why People Discriminate: Evidence from a Series of Natural Field Experiments,” with Uri Gneezy and John A. List, (2012) NBER Working Paper No. 17855.
- “Is There a ‘Hidden Cost of Control’ in Naturally-Occurring Markets? Evidence from a Natural Field Experiment,” with Craig E. Landry, Andreas Lange, John A. List, and Nicholas G. Rupp, (2011) NBER Working Paper No. 17472.
- “The Hidden Benefits of Control: Evidence from a Natural Field Experiment,” with Craig E. Landry, Andreas Lange, John A. List, and Nicholas G. Rupp, (2011) NBER Working Paper No. 17473.
- “Using Non-Pecuniary Strategies to Influence Behavior: Evidence from a Large Scale Field Experiment,” with Paul J. Ferraro, (2011) NBER Working Paper No. 17189.
- “Empirical Implementation of Nonparametric First-Price Auction Models,” with Daniel J. Henderson, John A. List, Daniel L. Millimet, and Christopher F. Parmeter, (2011) NBER Working Paper No. 17095.

“Auctions with Resale When Private Valuates are Uncertain: Evidence from the Lab and Field,” with Andreas Lange and John A. List, (2010) NBER Working Paper No. 16360.

“The Nature of Excess: Using Randomized Treatments to Investigate Price Dynamics,” with Omar Al-Ubaydli and John A. List (2010) NBER Working Paper No. 16319.

“Is a Donor in Hand Better than Two in the Bush? Evidence from a Natural Field Experiment,” with Craig E. Landry, Andreas Lange, John A. List, and Nicholas G. Rupp, (2008) NBER Working Paper No. 14319.

“Toward an Understanding of the Economics of Charity: Evidence from a Field Experiment, with Craig E. Landry, Andreas Lange, John A. List, and Nicholas G. Rupp, (2005) NBER Working Paper No. 11611.

“Auctions with Resale when Private Values are Uncertain: Theory and Empirical Evidence,” with Andreas Lange and John A. List, (2004) NBER Working Paper No. 10639.

“Using Tontines to Finance Public Goods: Back to the Future?” with Andreas Lange and John A. List, (2004) NBER Working Paper No. 10958.

### **Grants:**

\$118,050. “Program Evaluation Workshop,” with Musharraf Cyan and Mark Rider, FATA Secretariat Pakistan, 4/14-present.

\$91,800. “Evaluation, Design, Technical Assistance and Analysis,” with Musharraf Cyan and Mark Rider, KPK Secretariat Pakistan, 4/14-present.

\$12,000. “Pooling in Auctions with Resale,” with Robert Hammond, International Foundation for Research in Experimental Economics, 7/11-6/13.

\$705,735. “Enhancing Forward-Looking Analysis for Multiyear Procurement,” with William S. Nielson, National Defense Business Institute, 8/08-7/12.

\$370,113. “Wild Horse and Burro Marketing Study”, with Jeffrey Englin and Tom Harris, Sponsored by H.R. 2419 Energy and Water Development Appropriations Act, 2006, Section 208, Federal.

\$81,000. “Allocating Nevada’s Natural Resources: Examining Bidder Behavior in Bureau of Land Management Auctions,” Nevada Agricultural Experiment Station, 7/06-6/08.

## **Courses Taught:**

Georgia State University

Econ 9310: Environmental Economics; Econ 4220: Environmental Economics and Policy; Econ 3910: Intermediate Microeconomics; Econ 2106: Principles of Microeconomics; Econ 2106H: Honors Principles of Microeconomics

University of Chicago

Econ 41100: Experimental Economics; Econ 21800: Experimental Economics

University of Tennessee

Econ 312: Managerial Economics; Econ 512: Microeconomic Theory; Econ 690: Workshop in Game Theory; Econ 690: Workshop in Experimental Economics

University of Nevada, Reno

APEC 100: Society and the Value of Nature; APEC 310: Economics of Resource Allocation; APEC 463/663: Experimental Economics; APEC 720: Consumer Theory

## **Keynote Addresses and Invited Lectures**

**2013:** “Technology Adoption: Analyzing the Impact of Opower,” Opower Corporate Headquarters, August 2013, Washington DC

“Getting the Basket Under the Tree: Using Behavioral Insights to Increase Giving,” Chapman, Cubine, Adams, and Husey Corporate Retreat, July 2013, Washington DC

“The Behavioralist Goes Green: Using Behavioral Economics to Promote Water Conservation,” New Directions in Water Demand Estimation, July 2013, University of Lisbon

“Behavioral Economics: Lessons Learned for Consumer Credit Markets,” TransUnion Banking Advisory Board, May 2013, Chicago IL

“Behavioral Economics and Resource Management: Evidence from the Field,” Sewanee: The University of the South, Kennedy Lecture Series, March 2013.

“Field Experiments on Charity: Understanding Why People Give,” Environmental Defense Fund, February 2013, Washington DC

## Conference and Seminar Presentations:

- 2014:** Department of Economics, Bristol University; Department of Economics, University of Toronto; Allied Social Science Associations Meetings; Public Economics U.K. Conference
- 2013:** Allied Social Science Associations Meetings; Department of Economics, University of Wyoming; Department of Agricultural Economics, University of Georgia; Identification of Causal Effects in Environmental and Energy Economics, Howard H. Baker Center for Public Policy; Science of Philanthropy Annual Conference
- 2012:** Department of Economics, Georgia Tech University, Department of Economics, Rice University; Department of Economics, Texas A&M University, Department of Economics, Georgia State University, Department of Economics, Southern Methodist University, Department of Economics, University of Memphis, Howard H. Baker Center for Public Policy, Allied Social Science Associations Meetings
- 2011:** Allied Social Science Associations Meetings, Department of Economics, Appalachian State University
- 2010:** Department of Economics, University of Alaska, Anchorage, Department of Economics, North Carolina State University, Triangle Resource and Environmental Economics Seminar, Nicholas School for the Environment, Department of Economics, Georgia State University
- 2009:** Interdisciplinary Center for Economic Science, George Mason University
- 2008:** Economic Science Association North American Meetings, Economic Science Association International Meetings, Department of Economics, University of Pittsburgh
- 2007:** Economic Science Association North American Meetings, Auctions and Games: A Conference for the Journal of Econometrics Annals Issues, Virginia Tech University, Department of Economics, University of Tennessee, Department of Agricultural Economics, Virginia Tech University, Department of Economics, University of Cincinnati, Allied Social Science Associations Meetings
- 2006:** Department of Economics, University of Nevada, Reno, School of Economic Science, Washington State University, Economic Science Association North American Meetings, Economic Science Association International Meetings, International Industrial Organization Conference, Communication and Incentives Conference, University of California, Santa Barbara, Allied Social Science Associations Meetings
- 2005:** 8<sup>th</sup> Occasional Workshop on Environmental and Resource Economics, Economic Science Association North American Meetings, Department of Resource Economics, University of Nevada, Reno

**2004:** Department of Economics, University of Central Florida, Department of Decision and Information Technology, Robert H. Smith School of Business – University of Maryland, Interdisciplinary Center for Economic Science, George Mason University, Department of Agricultural and Resource Economics, University of Maryland, Department of Economics, Virginia Commonwealth University, Camp Resources XII, Economic Science Association International Meetings

**Editorial Service:**

**Editorial Council, *Journal of Environmental Economics and Management*,** June 2011 – present.

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

**Special Issue Editor, *Journal of Behavioral and Experimental Economics*:: Experiments in Charity** (2014).

**Professional Service:**

Referee for: *American Economic Journal: Applied, American Economic Journal: Economic Policy, American Economic Review, American Journal of Agricultural Economics, American Journal of Political Science, Berkeley Economic Press Journals in Economic Analysis and Policy, Contemporary Economic Policy, Econometrica, Economic Inquiry, Economic Journal, Environmental and Resource Economics, European Economic Review, Experimental Economics, Games and Economic Behavior, International Economic Review, International Journal of Industrial Organization, Journal of Applied Econometrics, Journal of Economic Behavior and Organization, Journal of Economic Surveys, Journal of Environmental Economics and Management, Journal of the European Economic Association, Journal of Law & Economics, Journal of Political Economy, Journal of Population Economics, Journal of Public Economics, Management Science, Marine Resource Economics, Proceedings of the National Academies of Sciences, Review of Economic Studies, Scandinavian Journal of Economics, Southern Economic Journal, Quarterly Journal of Economics*

Proposal Review for: National Science Foundation, Social Science and Humanities Council of Canada, US-Israeli Bi-national Science Foundation



**Student Advising (Degree Date):**

Jens Schubert (PhD – 2013), Caleb Siladke (PhD – 2012), Bruno Wichmann (PhD – 2012), Kara Mitchell (PhD – 2011), Luke Jones (PhD – 2011), Anita Castledine (PhD – 2010), Yiheng Li (PhD – 2010), Kelly Padden (PhD – 2009), Martin Tackie (PhD – 2008), Evren Atiker (PhD – current), Julie Butler (PhD – Current), Natalia Gritsko (PhD – current), Ryan Mickey (PhD – current), Florian Rundhammer (PhD – current), Evana Afreen (PhD – current), Daniel Lee (PhD – current), Shagata Mukherjee (PhD – current), Urmimala Sen (PhD – current), Toni Sipic (MS – 2006), Umesh Thapa (MS – 2008).