

JONATHAN SMITH

Department of Economics, Andrew Young School of Policy Studies

Georgia State University

P.O. Box 3992

Atlanta, GA 30302-3992

Office: (404) 413-1047

Email: jsmith500@gsu.edu

Web site: <https://sites.google.com/site/jonathansmithphd/>

EDUCATION

Ph.D., Economics, Boston University, Boston MA, May 2011

Dissertation Title: Three essays on the economics of education

Dissertation Committee: Kevin Lang, Marc Rysman, and Daniele Paserman

M.A., Economics, Boston University, Boston, MA, 2010

B.A., Economics, Tufts University, Medford, MA, 2002

FIELDS OF INTEREST

Education Economics, Labor Economics, Applied Econometrics

WORK EXPERIENCE

Associate Professor, Georgia State University, 2021-

Assistant Professor (2017-2021)

Usery Workplace Research Group, 2017-

Georgia Policy Labs, Faculty Fellow, 2017-

IZA Research Fellow, 2020-

Faculty Research Fellow, College Board, 2016-

Policy Research Scientist, 2015-2016

Associate Policy Research Scientist, 2011-2015

Visiting Scholar, University of Washington (public policy), Summer 2015

Research Associate, University of California - Santa Cruz (economics), Spring 2015

Adjunct Professor, George Washington University – Trachtenberg School of Public Policy and Public Administration, 2012-2016

Research Assistant for Professor Marc Rysman, 2008-2010

Statistician, Department of Justice, Antitrust Division, 2003-2006

Research Assistant, Economic Consulting Services, 2002-2003

Intern, PG&E National Energy Group, Risk Management, 1997-2001

TEACHING EXPERIENCE

Georgia State University – Ph.D. Labor Economics, Fall 2017, Fall 2019, 2020, 2021;

Undergraduate Econometrics, Spring 2017, Fall 2018; Masters Data and Analysis, Spring 2020, 2021, 2022.

Adjunct Professor, Econometrics (MA/PHD), George Washington University – Trachtenberg School of Public Policy and Public Administration, Fall 2012-2014, Spring 2016

Instructor, Industrial Organization, Boston University, Summer 2008

Teaching Fellow, Macroeconomic Theory, Boston University, Fall 2007-Spring 2008

Instructor, Perspectives, Tufts University, Fall 2001

PUBLISHED PAPERS

- “Hungry for Success? SNAP Timing, High-Stakes Exam Performance, and College Attendance” (with Timothy Bond, Jillian Carr, and Analisa Packham), Forthcoming at *American Economic Journal: Economic Policy*.
- “Labor Market Signaling and the Value of College: Evidence From Resumes and the Truth (with Daniel Kreisman and Bondi Arifin), *Journal of Human Resources*, 2021.
- “The Impact of College Outreach to Students – Results From Over 1,000 ‘Experiments’” (with Jessica Howell and Michael Hurwitz), *Education, Finance, & Policy*, 2022, 17(1): 105-128.
- “O Brother, Where Start Thou?: Sibling Spillovers in College and Major Choice in Four Countries” (with Altmejd, A., Barrios-Fernandez, A., Drlje, M., Goodman, J., Hurwitz, M., & Kovac, D., Mulhern, C., and Neislen, C.) *Quarterly Journal of Economics*. 2021, 136(3), 1831-1886.
[U.S. only version with Goodman, Hurwitz, and Mulhern, NBER Working Paper #26502].
- “College Credit on the Table? Advanced Placement Course and Exam Taking” (with Ishtiaque Fazlul and Todd Jones), *Economics of Education Review*, 2021, 84: 102-155.
- “College Exam Taking Strategies in Georgia” (with Michael Bloem and Weixiang Pan). Accepted at *Southern Economic Journal*, (2021), 88(2), 587-627
- “The Impact of Prior Learning Assessments on College Completion and Financial Outcomes” (with Angela Boatman, Michael Hurwitz, and Jason Lee), *Journal of Human Resources*, 55(4), 1161-1193.
- “Sibling Effects on High School Exam Taking and Performance” (with Michael Hurwitz and Oded Gurantz), *Journal of Economic Behavior & Organization*, 178: 534-549.
- “Take Two! SAT Retaking and College Enrollment Gaps” (with Joshua Goodman and Oded Gurantz). *American Economic Journal – Economic Policy*, 2020, 12(2): 115-158.
- “Heat and Learning” (with Joshua Goodman, Michael Hurwitz, and Jisung Park). *American Economic Journal – Economic Policy*, 2020, 12(2): 306-339.
- “The Impact of Highly Publicized Campus Scandals on College Outcomes” (with Patrick Rooney). *Contemporary Economic Policy*, 2019, 37(3): 492-508.
- “Shifting College Majors in Response to Advanced Placement Exam Scores” (with Christopher Avery, Michael Hurwitz, and Oded Gurantz) *Journal of Human Resources*, 2018, 53(4): 918-956.
- “The Sequential College Application Process,” *Education Finance and Policy*, Fall 2018, 13(4): 545-575.
- “Updating Human Capital Decisions: Evidence From SAT Score Shocks and College Applications” (with Timothy Bond, George Bulman, and Xiaoxiao Li), *Journal of Labor Economics*, July 2018, 36(3): 807-839.
- “Every Little Bit Counts: The Impact of High-Speed Internet on the Transition to College” (with Lisa Dettling and Sarena Goodman), *Review of Economics and Statistics*, May 2018, 100(2): 260-273.
- “Student Responsiveness to Earnings Data in the College Scorecard” (with Michael Hurwitz), *Economic Inquiry*, April 2018, 56(2): 1220-1243.
- “Competition Among Colleges for Students Across the Nation” (with Matea Pender and Jessica Howell), *Southern Economic Journal*, January 2018, 84(3): 849-878.
- “Access to Four-Year Public Colleges and Degree Completion” (with Joshua Goodman and Michael Hurwitz), *Journal of Labor Economics*, July 2017, 35(3): 829-867.
- “College Enrollment and Completion Among High-Achieving Hispanic Students” (with Oded Gurantz and Michael Hurwitz), *Journal of Policy Analysis and Management*, Winter 2017, 36(1): 126-153.
- “Giving College Credit Where it is Due: Advanced Placement Exam Scores and College Outcomes” (with Michael Hurwitz and Christopher Avery). *Journal of Labor Economics*, January 2017, 35(1): 67-147.

- “A New Measure of College Quality to Study the Effects of College Sector and Peers on Degree Attainment” (with Kevin Stange), *Education Finance and Policy*, Fall 2016, 11(4): 369-403.
- “The Relationship Between Siblings’ College Choices: Evidence From One Million SAT-Taking Families” (with Joshua Goodman and Michael Hurwitz). *Economics of Education Review*, October 2015, 48: 75-85.
- “Strategic Disclosure: The Case of Business School Rankings” *Journal of Economic Behavior & Organization* (with Michael Luca). April 2015, 112: 17-25.
- “Screening Mechanisms and Student Responses in the College Market,” *Economics of Education Review* (with Michael Hurwitz and Jessica Howell), February 2015, 44:17-28.
- “Student Age and the Collegiate Pathway,” *Journal of Policy Analysis and Management* (with Michael Hurwitz and Jessica Howell), Winter 2015, 34(1): 59-84.
- “The Maine Question: How is Four-Year College Enrollment Affected by Mandatory College Entrance Exams?” *Educational Evaluation and Policy Analysis* (with Michael Hurwitz, Sunny Niu, and Jessica Howell). March 2015, 37(1): 138-159.
- “The Effect of College Applications on Enrollment” *B.E. Journal of Economic Analysis & Policy, Contributions*, December 2013, 14(1): 151-188.
- “Ova and Out: Using Twins to Estimate the Educational Returns to Attending a Selective College,” *Economics of Education Review*, October 2013, 36: 166-180.
- “Peers, Pressure, and Performance at the National Spelling Bee,” *Journal of Human Resources*, Spring 2013, 48(2): 265-285 (lead article).
- “Salience in Quality Disclosure: Evidence from the U.S. News College Rankings,” *Journal of Economics & Management Strategy* (with Michael Luca), Spring 2013, 22(1): 58-77.
- “The Full Extent of Academic Undermatch,” *Economics of Education Review* (with Matea Pender and Jessica Howell), February 2013, 32: 247-261.

WORKING PAPERS

- “Names and Education” (with Daniel Kreisman), Revision requested by the *Journal of Political Economy*.
- “Using Existing School Messaging Platforms to Inform Parents About Their Child’s Attendance” (with Tareena Musaddiq and Alexa Prettyman), Revision requested by *Journal of Review of Educational Effectiveness*.
- “Best and Brightest? International Students’ Decision to Attend College in the U.S.” (with Mingyu Chen and Jessica Howell)
- “The Economic Impact of Access to Four-Year Public Universities” (with Joshua Goodman and Michael Hurwitz).
- “Evaluation of Achieve Atlanta” (with Carycruz Bueno and Lindsay Page)
- “Do STEM Students Vote?” (with D’Wayne Bell, Jing Feng, and John Holbein).
- “The Impact of Facebook Advertisements: Evidence from Field Experiments” (with Christopher Avery, Ben Castleman, Michael Luca, and Lindsay Page). Revision requested by *Journal of Economic Behavior & Organization*.

OTHER WRITING/POPULAR WRITING/OP-EDS

- TheConversation* – “Should you apply to a college that has had a recent scandal?” – 4/17/19 (republished in *San Francisco Gate, Houston Chronicle, Business Insider, SeattlePI*).
- VoxEU* – “Take two! SAT retaking and college enrolment gaps” – 11/4/18.
- The Hill* – “Heat isn’t just a nuisance to students; it’s a barrier to learning” – 6/14/18.
- TheConversation* – “Helping Military Service Members Complete College” – 5/23/17 (republished in *San Francisco Gate and Houston Chronicle*).
- EducationNext* - “Boosting Hispanic College Completion” – Summer 2017, 17(3).

Forbes – “The High School Senior's Dilemma: Where Should I Go to College?” (with Michael Luca and Scott Kominers) 4/22/14.
PACE Blog – “Are Students Affected by Colleges’ Small Application Barriers?” (with Jessica Howell and Michael Hurwitz) 1/13/15.
“The Effect of State Policy on College Choice and Match” (with Joshua Goodman and Michael Hurwitz), in *Matching Students to Opportunity*, Edited by Kelly, A. J. Howell, and C. Sattin-Bajaj, 2016, Harvard Education Press: Cambridge. [*Washington Post* 2018 recommended summer reading list]

MEDIA COVERAGE – *Atlanta Journal Constitution, The Atlantic, Axios, BBC News, Bloomberg, Canada TV, Chalkbeat, Chronicle of Higher Education, Detroit Free Press, Diverse Issues in Higher Education, Education Dive, Education Week, ESPN, FiveThirtyEight, Forbes, The Guardian, Harvard Business Review, Hechinger Report, Houston Chronicle, Huffington Post, Inside Higher Ed, MarketWatch, Military Times, NPR (Marketplace, Morning Edition, All Things Considered), New England Public Radio, New York Times, PBS Newshour, Philadelphia Inquirer, Philadelphia Tribune, Quartz, San Francisco Gate, Slate, Telegraph (UK), ThinkProgress, Times Higher Education, USA Today, U.S. News & World Report, Wall Street Journal, Washington Examiner, Washington Monthly, Washington Post*

POLICY WORK

PUBLICATIONS

“Placement Tests, Initial Enrollments, and Student Outcomes in the Technical College System of Georgia” (with Michael Bloem and David Ribar). Georgia Policy Labs Policy Brief and Technical Report. July 2021.

“Participation in Student Search Service Is Associated with Higher College Enrollment and Completion,” with Jessica Howell, Michael Hurwitz, and Zachary Mabel. April 2021.

“Taking Advanced Placement Courses but Not the Exam” (with Ishtiaque Fazlul and Todd Jones). *Policy Brief*. Metro Atlanta Policy Lab for Education. August 2020.

“School Messaging Platforms and Student Attendance” (with Alexa Prettyman and Tareena Musaddiq) *Policy Brief*. Metro Atlanta Policy Lab for Education. July 2020.

“Does Enrolling in Public Four-Year College Pay Off for Georgia Students?” (with Joshua Goodman and Michael Hurwitz). *Policy Brief*. Georgia Policy Labs. May 2020.

“A review of the causes and consequences of students’ postsecondary choices” (with Matea Pender, Michael Hurwitz, and Jessica Howell) *Literature Brief*. College Board – Advocacy & Policy Center. October 2012.

“College choice: Informing students’ trade-offs between institutional price and college completion” (with Matea Pender, Michael Hurwitz, and Jessica Howell) *Policy Brief*. College Board – Advocacy & Policy Center. October 2012.

“The role of high schools in students’ postsecondary choices” (with Matea Pender, Michael Hurwitz, and Jessica Howell) *Research Brief*. College Board – Advocacy & Policy Center. October 2012.

“Getting into college: Postsecondary academic undermatch” (with Matea Pender, Jessica Howell, and Michael Hurwitz). *The College Keys Compact*. College Board – Advocacy & Policy Center. May 2012.

“Can applying to more colleges increase enrollment rates?” *Research Brief*. College Board – Advocacy & Policy Center. October 2011.

“Getting into college: A cross-cohort examination of college preparations by lower-SES” (with Jessica Howell). *The College Keys Compact*. College Board – Advocacy & Policy Center. October 2011.

INITIATIVES/INTERVENTIONS

Apply to Four or More, College Board.

MISCELLANEOUS

Research cited in U.S. Federal Reports

U.S. Department of Education – “Climate Adaptation Report,” September 2021.

White House - “Investing in Higher Education: Benefits, Challenges, and the State of Student Debt,” July 2016

White House - “Economic Costs of Youth Disadvantage and High-Return Opportunities for Change,” July 2015.

White House - “Increasing College Opportunity for Low-Income Students,” January 2014.

Research highlighted in *National College Access Network*, “Better Data Needed to Accurately Rate Colleges,” Policy Briefing. 9/10/2013.

CONFERENCES AND PRESENTATIONS

2022 – Georgia State University Economics Brown Bag, Workshop on Student Mobility - European University Institute, University of Nevada – Las Vegas.

2021 – ETS – Different Kind of Thinking.

2020 – Georgia State University Economics Brown Bag, E-con of Education Virtual Seminar, Discrimination and Disparities Virtual Seminar Series.

2019 - University of South Carolina, Brigham Young University

2018 - CESifo Area Conference on Energy and Climate Economics, Purdue University, University of Memphis, Montana State University

2017 - New York Federal Reserve Board, Vanderbilt Empirical Applied Microeconomics Festival, University of Georgia

2016 - Georgia State University, American University

2015 - University of Virginia, Harvard Business School – STAR Lab Conference, Carnegie Mellon University / University of Pittsburgh, American Enterprise Institute, University of Washington – Evans School, Western Economic Association International Conference, UC Santa Cruz Educational Outcomes among Latino, Immigrant and Disadvantaged Students Workshop, Public Policy Institute of California, Stanford University (CEPA), UC Santa Cruz (economics), UC – Davis, Poverty Center Spring Conference

2014 - Michigan State University

2013 - Seton Hall University, Undermatching to Post-Secondary Education, Harvard Business School

2010 - Boston College (Green Line Labor Meeting), Canadian Economic Association Annual Meeting

2009 - 7th World Congress on Health Economics (Bei Jing, China) Econometric Society North American Summer Meeting (Boston), International Industrial Organization Conference (Northeastern University)

Recurring Conferences

Society for Research on Educational Effectiveness (SREE), March 2013, 2014, 2017, 2019.

Association for Education Finance and Policy, March 2012, 2014, 2015, 2018, 2019, 2021, 2022.

Association for Public Policy & Management (APPAM) November 2011, 2012, 2013, 2014, 2015, 2016, 2019, 2020.

College Board’s Forum, New York, October 2011, 2013, 2018.

Society of Labor Economists, Vancouver, 2010, 2011, 2013, 2014, 2016, 2017, 2018, 2021.

Southern Economic Association, November 2016, 2018.

REFEREE EXPERIENCE: *AERA Open*, *American Economic Review*, *American Economic Journal: Applied Economics*, *American Educational Research Journal*, *Applied Economics*, *B.E.*

Journal of Economic Analysis & Policy, Contemporary Economic Policy, Economic Inquiry, Economic Journal, Economics Letters, Economics of Education Review, Education Economics, Education Evaluation and Policy Analysis, Educational Researcher, Education Finance and Policy, European Economics Review, Journal of Economic Behavior and Organization, Journal of Consumer Affairs, Journal of Human Capital, Journal of Human Resources, Journal of Labor Economics, Journal of Policy Analysis and Management, Journal of Population Economics, Journal of Public Economics, Journal of Sports Economics, Management Science, Oxford Bulletin of Economics and Statistics, PNAS, Quarterly Journal of Economics, Research in Higher Education, Review of Economics and Statistics, Sociology of Education, Southern Economic Journal, World Bank Economic Review

OTHER WORK

U.S. Department of Education, National Center for Education Statistics, Technical Review Panel - *NPSAS 16; BPS 12/17*

AEFP 2018 Program Committee

SREE 2017 Program Section Chair

APPAM 2014 Program Committee

SREE 2014, 2015 Submission Reviewer

Organizer of Washington, DC Economics of Education Working Group

FELLOWSHIPS, AWARDS, AND GRANTS

W.T. Grant Foundation – Institutional Challenge Grant, 2022-2025.

Arnold Ventures, Four-Year College Access and Financial Well-Being, 2019 (\$93k)

Evaluation of Achieve Atlanta, 2017-, (\$79k + \$28k)

Research Fellowship, Boston University, Spring 2011

Summer Research Grant, Boston University, 2009, 2010

Industry Studies Program Seed Grant, Boston University, 2009

Teaching Fellow, Boston University, Fall 2007-Spring 2008

Special Achievement Award, Department of Justice Antitrust Division, 2004

Golden Key National Honor Society, Tufts University, 2002

May 2022