

August 2016

Ragan Petrie

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Education

PhD, Economics *and* Agricultural and Applied Economics, University of Wisconsin-Madison, 2002
M.P.A., Economics and Public Policy, University of Pittsburgh, 1993
B.A., French, University of Illinois, 1987

Principal Employment

Associate Professor, Department of Economics, Texas A&M University, 2016-
Faculty, Interdisciplinary Center for Economic Science (ICES), George Mason University, 2009-2016
Associate Professor, Department of Economics, George Mason University, 2009-2016
Faculty, Experimental Economics Center, Georgia State University, 2006-2009
Assistant Professor, Department of Economics, Georgia State University, 2002-2009

Other Appointments

Visiting Scholar, Rady School of Management and Department of Economics, University of
California-San Diego, Fall 2013
Visiting Scholar, Department of Economics, New York University, Spring 2013
Visiting Scholar, Interdisciplinary Center for Economic Science (ICES), George Mason University,
Fall 2008
Visiting Scholar, Department of Economics, University of Pittsburgh, Fall 2007

Editorial Positions

Co-Editor, *Journal of Economic Behavior and Organization* (2012-)
Associate Editor, *Southern Economic Journal* (2012-)
Associate Editor, *Journal of Behavioral and Experimental Economics* (2013-)

Publications

Castillo, Marco, David Dickinson and Ragan Petrie, 2016, "Sleepiness, Choice Consistency and Risk Preferences," forthcoming, *Theory and Decision*.

Barton, Jared, Marco Castillo and Ragan Petrie, 2016, "Negative Campaigning, Fundraising and Voter Turnout: A Field Experiment," *Journal of Economic Behavior and Organization*, 121, 99-113.

- Castillo, Marco, Ragan Petrie and Clarence Wardell, 2014, "Fundraising Through Online Social Networks: A Field Experiment on Peer-to-Peer Solicitation," *Journal of Public Economics*, 114, 29-35.
- Jacobson, Sarah and Ragan Petrie, 2014, "Favor Trading in Public Good Provision," *Experimental Economics*, 17, 439-60.
- Barton, Jared, Marco Castillo and Ragan Petrie, 2014, "What Persuades Voters? A Field Experiment on Political Campaigning," *Economic Journal*, 124(574), F293-F326
- Castillo, Marco, Ragan Petrie, Maximo Torero and Angelino Viceisza, 2014, "Lost in the Mail: A Field Experiment on Crime," *Economic Inquiry*, 52(1), 285-303
- Castillo, Marco, Ragan Petrie, Maximo Torero and Lise Vesterlund, 2013, "Gender Differences in Bargaining Outcomes: A Field Experiment on Discrimination," *Journal of Public Economics*, 99, 35-48
- Castillo, Marco, Paul Ferraro, Jeffrey Jordan and Ragan Petrie, 2011, "The Today and Tomorrow of Kids: Time Preferences and Educational Outcomes of Children," *Journal of Public Economics*, 95(11-12), 1377-1385
- Eckel, Catherine and Ragan Petrie, 2011, "Face Value," *American Economic Review*, 101(4), 1497-1513
- Castillo, Marco and Ragan Petrie, 2010, "Discrimination in the Lab: Does Information Trump Appearance?" *Games and Economic Behavior*, 68(1), 50-59
- Castillo, Marco, Ragan Petrie and Maximo Torero, 2010, "On the Preferences of Principals and Agents," *Economic Inquiry*, 48(2), 266-273
- Andreoni, James, Marco Castillo and Ragan Petrie, 2009, "Revealing Preferences for Fairness in Ultimatum Bargaining," *The Korean Economic Review*, 25(1), 35-63
- Jacobson, Sarah and Ragan Petrie, 2009, "Learning from Mistakes: What Do Inconsistent Choices Over Risk Tell Us?" *Journal of Risk and Uncertainty*, 38(2), 143-158
- Andreoni, James and Ragan Petrie, 2008, "Beauty, Gender and Stereotypes: Evidence from Laboratory Experiments," *Journal of Economic Psychology*, 29, 73-93
- Petrie, Ragan and Laura Taylor, 2007, "Estimating the Value of Water Use Permits: A Hedonic Approach Applied to Farmland in the Southeastern U.S.," *Land Economics*, 83(3), 302-318
- Chavas, Jean-Paul, Ragan Petrie and Michael J. Roth, 2005, "Farm Household Production Inefficiency in the Gambia: Resource Constraints and Market Failures," *American Journal of Agricultural Economics*, 87(1), 160-179
- Andreoni, James and Ragan Petrie, 2004, "Public Goods Experiments Without Confidentiality: A Glimpse Into Fund-Raising," *Journal of Public Economics*, 88(7-8), 1605-1623

Andreoni, James, Marco Castillo and Ragan Petrie, 2003, "What do Bargainers' Preferences Look Like? Experiments with a Convex Ultimatum Game," *American Economic Review*, 93(3), 672-685

Working Papers

Castillo, Marco, Jeffrey L. Jordan and Ragan Petrie, "Children's Rationality, Risk Attitudes, and Misbehavior," July 2015, revision submitted, *Review of Economics and Statistics*.

Castillo, Marco, Gregory Leo and Ragan Petrie, "Room Composition Effects on Risk Taking by Gender," August 2015, revision requested, *Experimental Economics*.

Exley, Christine and Ragan Petrie, "Finding Excuses to Decline the Ask," March 2016.

Cotla, Chenna Reddy and Ragan Petrie, "Stability of Social Preferences and Learning in Public Goods Games," October 2015.

Castillo, Marco, Ragan Petrie and Clarence Wardell, "Friends Asking Friends for Charity: The Importance of Gifts and Audience," September 2015.

Castillo, Marco, Jeffrey L. Jordan and Ragan Petrie, "Discount Rates of Children and High School Completion" June 2015.

Petrie, Ragan and Carmit Segal, "Gender Differences in Competitiveness: The Role of Prizes," June 2015.

Castillo, Marco, Ragan Petrie and Maximo Torero, "Beautiful or White? Discrimination in Group Formation," November 2011.

Other Publications

Petrie, Ragan, 2004, Book review of J. Henrich, R. Boyd, S. Bowles, C. Camerer, E. Fehr and H. Gintis, *Foundations of Human Sociality: Economic Experiments and Ethnographic Evidence from Fifteen Small-Scale Societies*, Oxford University Press, New York, NY, in *Journal of Socio-Economics*, 2008, 37(2), 889-891

Petrie, Ragan, Michael J. Roth and Kizito Mazvimavi, 2003, "Seeking Women Land Owners and Ownership in Zimbabwe: Case Studies of Women's Access to Land and Land Use," in *Delivering Land and Securing Rural Livelihoods: Post-Independence Land Reform and Resettlement in Zimbabwe*, Michael Roth and Francis Gonese, eds., Centre for Applied Social Sciences, University of Zimbabwe and the Land Tenure Center, University of Wisconsin – Madison, 141-157

Petrie, Ragan, 2002, "Rwanda Credit Unions Member and Non-Member Survey 2002." *World Council of Credit Unions Research Monograph Series* No. 20

Petrie, Ragan, 2000, "Lost in the Shuffle? Women and Land Reform in KwaZulu-Natal, South Africa," a Report on Gender and Land Reform, for Broadening Access to Land Markets in Southern Africa, Southern African Regional Program

Research Grants and Awards

Science of Philanthropy Initiative (SPI) Grant, University of Chicago and Templeton Foundation, Habit Formation and Incentives for Recurrent Donations to Charity: A Field Experiment, with Marco Castillo and Marie Claire Villeval, 2014 (co-PI, \$35,000).

Science of Philanthropy Initiative (SPI) Grant, University of Chicago and Templeton Foundation, Raising Money for Charity and the Costs to Favor Trading in Networks: A Field Experiment with an On-line Giving Community, with Marco Castillo and Clarence Wardell, 2013 (PI, \$31,629).

National Science Foundation, Doctoral Dissertation Grant in Decision Risk and Management Sciences (DRMS): Heterogeneous Preferences and Dynamics of Cooperation in Networked Public Goods Games: A Dialogue Between Experimental and Computational Approaches, with Chenna Reddy Cotla, 2013 (co-PI, \$21,646).

Office of the Provost Seed Grant, George Mason University, Urban Form and Social Interactions, 2010 (PI, \$10,000)

BASIS Assets and Market Access Collaborative Research Support Program (USAID) Grant, Phase II, Contracting Out of Poverty, with Marco Castillo, Javier Escobal, Maximo Torero, 2008-2010 (PI, \$368,000).

International Food Policy Research Institute, 2008 (PI, \$15,000).

BASIS Assets and Market Access Collaborative Research Support Program (USAID) Grant, Phase I, Contracting Out of Poverty, with Marco Castillo, Javier Escobal, Maximo Torero, 2007-2008 (PI, \$237,000).

National Science Foundation, Doctoral Dissertation in Economics: The Girl Scout Cookie Phenomenon – An Experimental Study of Social Effects in Fundraising, with Sarah Jacobson, 2008 (co-PI, \$8,640).

Department of Education, Title VI Grant, awarded to the Middle East Institute at Georgia State University. Collaborative grant to be used to develop courses with Middle Eastern content across the university, with John Duffield, Michael Galchinsky, Margaret Harper, Renee Schatteman, Dona Stewart (PI), Larry Youngs, 2008 (\$88,233).

International Food Policy Research Institute, 2007 (PI, \$15,000).

Inter-American Development Bank Discrimination and Economic Outcomes Research Grant, Ethnic and Social Barriers to Cooperation, with Marco Castillo and Maximo Torero, 2006 (co-PI, \$40,000).

Georgia State University Research Initiation Grant, Prejudice and the Perpetuation of Differences: Experiments Exploring the Impact of Performance and Appearance on Sorting, 2005-2006 (PI, \$9,500).

Georgia State University Advancement of Women Faculty Scholarship Mentoring Grant Pilot Project, Trusting Appearances and Reciprocating Looks: Experiments on Gender and Race Preferences, 2005 (PI, \$5,500).

Research Equipment Grant, Georgia State University, to update computers in Experimental Lab, with Susan Laury, Paul Ferraro, Laura Taylor, Ann Gillette, Sebastian Pouget, 2004 (co-PI, \$46,206).

Lincoln Institute of Land Policy Dissertation Fellowship, 2001-2002 (PI, \$5,000).

National Science Foundation Dissertation Enhancement Grant, The Evolution of Charitable Fundraising: Theory and Experiments, with James Andreoni, 1999-2000 (co-PI, \$8,500).

BASIS Competitive Grant, Land Tenure Center, University of Wisconsin, 1998-1999 (PI, \$5,000).

Land Tenure Center Mini-Grant, University of Wisconsin, 1997 (PI, \$5,000).

Graduate School Research Grant, University of Wisconsin, with Jean-Paul Chavas and Michael J. Roth, 1995-1996 (co-PI, \$15,000).

Invited Presentations

XII Simposio Nacional de Microeconomia (Plenary Speaker), Universidad Externado de Colombia and Universidad Nacional, Bogota, Colombia, August 2016

Workshop on Cognition and Decision Making of Children, Department of Economics, University of Southern California, April 2016

James Madison University, Department of Economics, Harrisonburg, VA, April 2016

2nd ESI Theory/Experiments Workshop, The Economics of Cooperation, Economics Science Institute (ESI), Chapman University, Orange, CA, April 2016

University of Virginia, Department of Economics, Charlottesville, VA, April 2016

University of Southern California, Center for Economic and Social Research (CESR), Los Angeles, CA, February 2016.

Workshop on Education and the Development of Preferences and Attitudes in Children/Adolescents, Institute for Social and Economic Research (ISER), hosted by University of Essex, Colchester, U.K., February 2016.

Ohio State University, Department of Economics, Columbus, OH, October 2015

Workshop on Conflict and Cooperation, hosted by Texas A&M University, in College Station, TX, October 2015

Workshop on Experimental Economics and Entrepreneurship, hosted by Florida State University, in Tampa, FL, October 2015

Stanford Institute for Theoretical Economics (SITE), Experimental Economics Segment, Palo Alto, CA, August 2015

Crowdsourcing and Online Behavioral Experiments (COBE) Workshop, Portland, OR, June 2015

Social Dilemma Workshop, Brown University, Providence, RI, May 2015

McMaster University, Department of Economics, Hamilton, Ontario, April 2015

Texas A&M University, Department of Economics, College Station, TX, April 2015

A Workshop Honoring of John List and Lise Vesterlund, Andrew Young School of Policy Studies, Georgia State University, Atlanta, GA, November 2014

University of Alaska, Department of Economics, Anchorage, AK, September 2014

NGO Non-Profits, Government and Organizations Conference (CAGE), Warwick University, Coventry, UK, June 2014

Charitable Giving: Theory and Evidence Conference, Duke University, Durham, NC, April 2014

University of Michigan, School of Information, Ann Arbor, MI, April 2014

Stanford University, Department of Economics, Palo Alto, CA, April 2014

Erasmus University, School of Economics, Rotterdam, the Netherlands, March 2014

Center for Research in Experimental Economics and Political Decision Making (CREED), University of Amsterdam, Amsterdam, the Netherlands, March 2014

University of California-San Diego, Department of Economics, San Diego, CA, November 2013

BRITE Lab and Science of Philanthropy Institute (SPI) Seminar, University of Wisconsin-Madison, Madison, WI, October 2013

Workshop on Behavioral Public Economics, Vienna University of Economics and Business, Vienna, Austria, September 2013

Stanford Institute for Theoretical Economics (SITE), Experimental Economics segment, Palo Alto, CA, August 2013

Universite de Lyon, GATE, Lyon, France, July 2013

University of Innsbruck, Department of Economics, Innsbruck, Austria, July 2013

Social Dilemma Workshop, California Institute of Technology, Pasadena, CA, February 2013

Workshop on Conflict Experiments, University of Rennes, Rennes, France, May 2012

Experiments for Export Conference, ExCEN, Georgia State University, Atlanta, GA, April 2012

University of Arizona, Department of Economics, Tucson, AZ, April 2012

NYU CESS Experimental Political Science Conference, New York University, New York, NY, March 2012

Williams College, Department of Economics, Williamstown, MA, September 2011

Stanford Institute for Theoretical Economics (SITE), Experimental Economics segment, Palo Alto, CA, September 2011

University of Maryland, Department of Economics, College Park, MD, April 2011.

Iowa State University, Department of Economics, Ames, IA, March 2011

New York University, Department of Economics, New York NY, April 2010

George Mason University, Department of Economics, Fairfax, VA, February 2009.

McGill University, Department of Economics, Montreal, Canada, January 2009.

Concordia University, Department of Economics, Montreal, Canada, January 2009.

Copenhagen Business School, Department of Economics, Copenhagen, Denmark, January 2009.

The World Bank, Washington, DC, December, 2008.

George Mason University, Interdisciplinary Center for Economic Science (ICES), Arlington, VA, November 2008.

McGill University, Department of Economics, Workshop in Economics Experiments in Developing Countries, Montreal, Quebec, Canada, October 2008.

Virginia Commonwealth University, Richmond, VA, September 2008.

BASIS Annual Management Meeting, Managua, Nicaragua, August 2008.

Georgia Institute of Technology, Atlanta, GA, March 2008.

University of Pittsburgh, Pittsburgh, PA, November 2007.

Gender and Negotiation Conference, Kennedy School of Government, Harvard University, Cambridge, MA, Nov 2007.

Texas A&M University, College Station, TX, April 2007.

Inter-American Development Bank Workshop on Discrimination and Economic Outcomes, Mexico City, Mexico, October 2006.

Middlebury College, Middlebury, VT, April 2005

Emory University, Environmental Studies Seminar Series, Atlanta, GA, October 2004.
Virginia Tech University, Blacksburg, VA, February 2004.
National Science Foundation Workshop on Classroom Experiments, Tucson, AZ, May 2003.
University of Illinois, Center for African Studies Seminar Series, Urbana, IL, April 2002.
Georgia State University, Atlanta, GA, January 2002.
Simon Fraser University, Vancouver, British Columbia, January 2002.
BASIS CRSP Southern Africa Synthesis Workshop on Land and Water, South Africa, July 2001.

Conference Presentations

4th Antigua Experimental Economics Conference, Antigua, Guatemala, February 2016
Allied Social Science Association (ASSA) Meetings, San Francisco, CA, January 2016
Southern Economics Association Meetings, New Orleans, LA, November 2015
Science of Philanthropy Initiative (SPI) Annual Conference, University of Chicago Booth School of Business, Chicago, IL, September 2015
Allied Social Science Association (ASSA) Meetings, Boston, MA, January 2015.
Southern Economics Association Meetings, Atlanta, GA, November 2014.
Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA) Conference, Denver, CO, November 2014
Science of Philanthropy Initiative (SPI) Annual Conference, University of Chicago Booth School of Business, Chicago, IL, November 2014
Economic Science Association Meetings, Fort Lauderdale, FL, October 2014
Society for the Advancement of Behavioral Economics (SABE) Annual Conference, Lake Tahoe, CA, July 2014
Foundations of Utility and Risk (FUR) Conference, Rotterdam, the Netherlands, July 2014
French Economics Association (AFSE) Annual Meetings, Lyon, France, June 2014
Science of Philanthropy Initiative (SPI) Annual Conference, University of Chicago Booth School of Business, Chicago, IL, October 2013
International Economic Science Association Meetings, Zurich, Switzerland, July 2013
French Experimental Economics Association (ASFEE) Conference, Montpellier, France, May 2012
Economic Science Association Meetings, Tucson, AZ, November 2011
Economic Science Association Meetings, Tucson, AZ, November 2010
MOVE Gender Conference, Barcelona, Spain, September 2010
Southern Economics Association Meetings, San Antonio, TX, November 2009
Economic Science Association Meetings, Tucson, AZ, November 2009.
International Economic Science Association Meetings, Arlington, VA, June 2009.
Economic Science Association Meetings, Tucson, AZ, November 2008.
Allied Social Science Association Meetings, New Orleans, LA, January 2008.
Economic Science Association Meetings, Tucson, AZ, October 2007.
Latin American & Caribbean Economic Association (LACEA) Meetings, Bogota, Colombia, Oct 2007.
Southern Economic Science Association Meetings, Charleston, SC, November 2006.
Economic Science Association Meetings, Tucson, AZ, September 2006.
International Economic Science Association Meetings, Atlanta, GA, June 2006.
Southern Economics Association Meetings, Washington, DC, November 2005
Southern Economics Association Meetings, New Orleans, LA, November 2004
Economic Science Association Meetings, Tucson, AZ, November 2004.
Allied Social Science Association Meetings, San Diego, CA, January 2004.

Southern Economic Association Meetings, San Antonio, TX, November 2003.
International Economic Science Association Meetings, Pittsburgh, PA, June 2003.
Allied Social Science Association Meetings, New Orleans, LA, January 2001.
Economic Science Association Meetings, Tucson, AZ, September 2000.
American Agricultural Economics Association Meetings, Toronto, Ontario, July 1997.

Referee

American Economic Review, Econometrica, Journal of Economic Literature, Journal of Political Economy, Quarterly Journal of Economics, Agricultural Economics, American Journal of Agricultural Economics, Atlantic Economic Journal, B.E. Journal of Economic Analysis and Policy, Bulletin of Economic Research, Economic Inquiry, Economic Journal, Economic Letters, Economic Theory, Environment and Development Economics, Experimental Economics, Feminist Economics, International Economic Review, Journal of Economic Behavior and Organization, Journal of Economic Education, Journal of Economic Psychology, Journal of the European Economic Association, Journal of Managerial and Decision Economics, Journal of Public Economics, Journal of Public Economic Theory, Journal of Regional Science, Journal of Risk and Uncertainty, Judgment and Decision Making, Labour Economics, Land Economics, Management Science, Michigan State University Women and International Development Program, National Science Foundation, Nonprofit and Voluntary Sector Quarterly, Oxford Economic Papers, Political Research Quarterly, Public Choice, Rationality and Society, Resource and Energy Economics, Social Science and Humanities Research Council (Canada), Southern Economic Journal

News Coverage

The Wall Street Journal, “How Charities Can Get More Out of Donors. What the Latest Research Says about Getting People to Give,” December 15, 2014.
The Chronicle of Philanthropy, “Charities Like Facebook for Rallying Support but Not Much for Fundraising,” July 13, 2014.
Men’s Health Magazine, April 2009.
New Zealand Radio, live interview on beauty and stereotypes, August 28, 2007.
British Broadcasting Center (BBC) Radio, live interview with Simon Jack on beauty and stereotypes, August 13, 2007.
The Independent (UK), “Beautiful People Earn 12% More Than Ugly Bettys,” August 13, 2007.
The Daily Mail (UK), “Beautiful People Earn More Than Their Ugly Workmates, Says Study,” August 12, 2007.
New York Times, “Economic Scene: Beauty and the Fattened Wallet,” column by Hal Varian, April 6, 2006.

Professional Activities

Crowdsourcing and Online Behavioral Experiments (COBE), Program Committee Member, for 2016 Workshop
Generosity for Life Initiative, Indiana University Lilly Family School of Philanthropy, Advisory Board Member, funded by the John Templeton Foundation, March 2015 –
Committee on the Status of Women in the Economics Profession (CSWEP), American Economics Association (AEA), Board Member and Southern Regional Representative, 2014-2017

National Science Foundation (NSF), Decision, Risk and Management Sciences Division, Review Panel member, 2013-2015

Committee on the Status of Women in the Economics Profession (CSWEP) CeMENT Mentoring Workshop, Mentor, ASSA Meetings, Chicago, IL, January 8-10, 2012

Economic Science Association (ESA), Executive Committee Member, 2008-2010

Service to the Department and University

George Mason University

Faculty Study Leave Committee, College of Humanities and Social Science (CHSS), member, 2015-2016

Experimental Economics Field Exam Committee, Department of Economics, member, 2009-2016

Faculty Search Committee, Department of Economics, member, 2010, 2014.

Committee to Reappoint the Chair of the Economics Department, member, 2012

Georgia State University

Graduate Committee, Department of Economics, member, 2003-2009

Graduate Microeconomic Theory Comprehensive Exam Committee, Department of Economics, member, 2004-2009

Experimental Economics Field Exam Committee, Department of Economics, member, 2007-2009

Faculty Affairs Committee, Andrew Young School of Policy Studies, member, 2004-2006, 2008-2009

Student Advising (*chair)

2017: Ryan Richards (GMU PhD, Environmental Studies), expected

Peter Twieg (GMU PhD), expected

2016: Chenna Reddy Cotla* (GMU PhD, Computational Social Science), Senior Researcher, JP Morgan Chase Bank

2015: Ahrash Dianat (GMU PhD), Post-doc, California Institute of Technology

2014: Urmimala Sen (GSU PhD), Post-doc, SUNY-Stonybrook

2012: Jared Barton* (GMU PhD), Asst Professor, California State University-Channel Islands

Xiaofei Pan (GMU PhD), Asst Professor, Sewanee: The University of the South

2010: Sarah Jacobson* (GSU PhD), Assoc Professor, Williams College

Monica Ospina* (GSU PhD), Asst Professor, Universidad EAFIT, Medellin, Colombia

Daniel Hall (GSU PhD), Asst Professor, High Point University

2009: Solomon Tesfu (GSU PhD), Asst Professor, Mount St Mary's University

2008: Ignacio Navarro (GSU-Georgia Tech PhD), Cal State University Monterey Bay

2007: Angelino Visceiza (GSU PhD), Asst Professor, Spelman College

Nikola Tasic (GSU PhD), Governance Monitoring Association

2006: Abdu Muwonge (GSU PhD), World Bank

Xinye Zheng (GSU PhD), Renmin University, Beijing, China

Hanji Wu (GSU PhD)

Michael Tasto (GSU PhD), Asst Professor, Southern New Hampshire University

Velma Zahirovic-Herbert (GSU PhD), Assoc Professor, University of Georgia

Teaching Experience

George Mason University

Intermediate Microeconomics (undergraduate)
Experimental Economics I (graduate)
Workshop in Experimental Economics (graduate)
Economic Systems Design II (undergraduate/graduate)

Georgia State University

Economics of Development (graduate)
Optimization and Partial Equilibrium Analysis (graduate)
Principles of Microeconomics (undergraduate)

Languages

English, French, Spanish (intermediate)