

Ragan Petrie

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Professional Positions

Professorial Fellow, Melbourne Institute, University of Melbourne, 2018-
Principal Research Fellow, Melbourne Institute, University of Melbourne, 2017-2018
Professor, Department of Economics, Texas A&M University, 2018-
Presidential Impact Fellow, Texas A&M University, 2019
Associate Professor, Department of Economics, Texas A&M University, 2016-2018
Associate Professor, Department of Economics, George Mason University, 2009-2016
Assistant Professor, Department of Economics, Georgia State University, 2002-2009

Affiliations and Visiting Positions

Research Affiliate, Institute of Data Science, Texas A&M University, 2019-
Faculty Affiliate, Energy Institute, Texas A&M University, 2019-
Faculty, Economic Research Laboratory (ERL), Texas A&M University, 2016-
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
Faculty, Interdisciplinary Center for Economic Science (ICES), George Mason University, 2009-
2016
Visiting Scholar, Department of Economics, University of Pittsburgh, Fall 2007

Education

PhD, joint in 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

Editorial Positions

Co-Editor, *Experimental Economics* (2019-2022)

Editorial Board Member, *Experimental Economics* (2017-2019)
Associate Editor, *Journal of Behavioral and Experimental Economics* (2013-2019)
Co-Editor, *Journal of Economic Behavior and Organization* (2012-2016)
Associate Editor, *Southern Economic Journal* (2012-2017)

Publications

Castillo, Marco, Gregory Leo and Ragan Petrie, 2019, "Room Composition Effects on Risk Taking by Gender," forthcoming, *Experimental Economics*.

Mosquera, Roberto, Mofioluwasademi Odunowo, Trent McNamara, Xiongfei Guo and Ragan Petrie, 2019, "The Economic Effects of Facebook," forthcoming, *Experimental Economics*.

Castillo, Marco and Ragan Petrie, 2019, "Bargaining in the Field," in *Handbook of Experimental Game Theory*, Monica Capra, Rachel Croson, Mary Rigdon and Tanya Rosenblatt, eds., Edward Elgar.

Castillo, Marco, Jeffrey L. Jordan and Ragan Petrie, 2019, "Discount Rates of Children and High School Graduation" *The Economic Journal*, 129(619), 1153-1181.

Exley, Christine and Ragan Petrie, 2018, "The Impact of a Surprise Donation Ask," *Journal of Public Economics*, 158, 152-167.

Castillo, Marco, Jeffrey L. Jordan and Ragan Petrie, 2018, "Children's Rationality, Risk Attitudes, and Field Behavior," *European Economic Review*, 102, 62-81.

Castillo, Marco, David Dickinson and Ragan Petrie, 2017, "Sleepiness, Choice Consistency and Risk Preferences," *Theory and Decision*, 82(1), 41-73.

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," *The 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

Cotla, Chenna Reddy and Ragan Petrie, "Social Preferences and Payoff-Based Learning Explain Contributions in Repeated Public Goods Games," November 2019, *submitted*.

Miller, Amalia, Ragan Petrie and Carmit Segal, “Does Workplace Competition Increase Labor Supply? Evidence from a Field Experiment,” June 2019, *submitted*.

Petrie, Ragan and Carmit Segal, “Gender Differences in Competitiveness: The Role of Prizes,” March 2017, revision requested *Journal of Economic Behavior and Organization*.

Castillo, Marco, Ragan Petrie and Clarence Wardell, “Friends Asking Friends for Charity: The Importance of Gifts and Audience,” August 2017, revision requested, *Journal of Public Economics*.

List, John, Ragan Petrie and Anya Samek, “How Experiments with Children Inform Economics,” revision requested, *Journal of Economic Literature*.

Castillo, Marco, Ragan Petrie and Maximo Torero, “Causal Evidence that Perinatal Conditions Affect the Risk Preferences of Adults,” June 2019, *submitted*.

Castillo, Marco, John List, Ragan Petrie and Anya Samek, “Detecting Drivers of Behavior at an Early Age: Evidence from a Longitudinal Field Experiment,” March 2019.

Castillo, Marco, Chenna Cotla, Ragan Petrie and Maximo Torero, “Risk Preferences and Decision Quality of the Poor,” June 2018.

Projects in Progress

Castillo, Marco, Manuel Hoffmann and Ragan Petrie, “Understanding Behavior and Dynamic Take-up of Private Health Insurance in Australia”

Castillo, Marco and Ragan Petrie, “Optimal Incentives to Give”

Castillo, Marco, Ragan Petrie and Anya Samek, “Time to Give: A Field Experiment on Intertemporal Charitable Giving”

Castillo, Marco, Ragan Petrie and Clarence Wardell, “Barriers to Charitable Giving: A Field Experiment on the Importance of Nuisance Costs”

Greenberg, Adam and Ragan Petrie, “Gender Differences in Negotiation Outcomes by Communication Mode”

Castillo, Marco and Ragan Petrie, “Love Thy Neighbor: Built Environment Effects on Social Interactions”

Research Grants and Awards

Rapoport Foundation, “Encouraging Ex-Inmates to Utilize Social Services and Measuring Its Impact on Recidivism,” with Marco Castillo and Sera Linardi, 2020-2022 (co-PI, \$42,075)

College of Liberal Arts Seed Grant Program, Texas A&M University, “Measurement, Theory and Policy: Studies in Child Development,” with Marco Castillo, 2019-2020 (co-PI, \$14,760).

College of Liberal Arts Seed Grant Program, Texas A&M University, “Encouraging Ex-Inmates to Utilize Social Services and Measuring Its Impact on Recidivism,” with Sera Linardi, 2017-2019 (PI, \$8,000).

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, 2014-2015 (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, 2013-2014 (PI, \$31,629).

National Science Foundation (NSF), Decision Risk and Management Sciences (DRMS) Program, “Doctoral Dissertation Improvement Grant: Heterogeneous Preferences and Dynamics of Cooperation in Networked Public Goods Games: A Dialogue Between Experimental and Computational Approaches,” with Chenna Reddy Cotla, 2013-2015 (co-PI, \$21,646).

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).

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).

Invited Presentations and Keynotes (2016 -)

Tax and Transfer Policy Institute, Crawford School of Public Policy, The Australian National University, Canberra, Australia, October 2019

Universidad de Los Andes, Department of Economics, Bogota, Colombia, September 2019

Pennsylvania State University, Smeal College of Business, State College, PA, April 2019

Gender, Norms and Economics Workshop, Department of Economics, University of Melbourne, Melbourne, Australia, December 2018

University of Melbourne, Department of Economics, Melbourne, Australia, November 2018

Monash University, Department of Economics, Melbourne, Australia, October 2018

University of Houston, Department of Economics, Houston, TX, September 2018

Workshop on Recent Advances in the Economics of Philanthropy, WZB Berlin, Germany, June 2018

Applied Behavioral Conference (ABC), University of Sydney, Sydney, Australia, May 2018

University of Michigan, Social, Behavioral and Experimental Economics Seminar (SBEE), Ross School of Business and School of Information, Ann Arbor, MI, April 2018

Florida State University, Department of Economics, Tallahassee, FL, February 2018

Texas A&M University, Bush School of Government and Public Service, College Station, TX, January 2018

Queen's University, Smith School of Business, Kingston, Ontario, Canada, September 2017
(Keynote Speaker) Science of Philanthropy Initiative (SPI) Conference, University of Chicago, Chicago, IL, September 2017.

Social Dilemma Workshop, University of Massachusetts-Amherst, Amherst, MA, June 2017

Workshop on Recent Advances in the Economics of Philanthropy, WZB Berlin, Germany, May 2017

WZB Berlin, Berlin Behavioral Economics Colloquium and Seminar, Berlin, Germany, May 2017

2nd LABEL-IEPR Conference on Understanding Cognition and Decision Making by Children, University of Southern California, Los Angeles, CA, May 2017

University of California – San Diego, Rady School of Management, San Diego, CA, April 2017.

University of Texas – Dallas, Jindal School of Management, Richardson, TX, February 2017

Texas A&M University, Department of Agricultural Economics, College Station, TX, January 2017

Monash University, Department of Economics, Melbourne, Australia, October 2016

University of Melbourne, Department of Economics, Melbourne, Australia, October 2016

New York University, Department of Economics, New York, NY, October 2016

Wesleyan University, Department of Economics, Middletown, CT, October 2016

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

LABEL-IEPR Conference on Understanding Cognition and Decision Making by Children, University of Southern California, Los Angeles, CA, 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.

Conference Presentations (2016 -)

Allied Social Science Association (ASSA) Meetings, San Diego, CA, January 2020

Southern Economics Association (SEA) Meetings, Fort Lauderdale, FL, November 2019

Economic Science Association (ESA) Conference, Los Angeles, CA, October 2019

Advances in Field Experiments (AFE) Conference, University of Chicago, Chicago, IL, September 2019

Evidence in Governance and Politics (EGAP) 25 Conference, George Washington University, Washington, DC, February 2019

Allied Social Science Association (ASSA) Meetings, Atlanta, GA, January 2019

Outlook Conference on Australia's Economic and Social Future, Melbourne Institute and The Australian, Melbourne, Australia, October 2018

Science of Philanthropy Initiative (SPI) Conference, Lilly School of Philanthropy, Indianapolis, IN, September 2018
Economic Science Association (ESA) World Meetings, Berlin, Germany, June 2018
Texas Experimental Association Symposium (TEXAS) Conference, San Antonio, TX, March 2018
Allied Social Science Association (ASSA) Meetings, Philadelphia, PA, January 2018
Asian and Australasian Society of Labour Economics (AASLE) Conference, Canberra, Australia, December 2017
Southern Economics Association (SEA) Meetings, Tampa, FL, November 2017
Evidence in Governance and Politics (EGAP) 19 Conference, Science Po, Paris, France, March 2017
Allied Social Science Association (ASSA) Meetings, Chicago, IL, January 2017
Southern Economics Association (SEA) Meetings, Washington, DC, November 2016
Advances in Field Experiments Conference, University of Chicago, Chicago, IL, September 2016
4th Antigua Experimental Economics Conference, Antigua, Guatemala, February 2016
Allied Social Science Association (ASSA) Meetings, San Francisco, CA, January 2016

Referee - Journals

American Economic Review, Econometrica, Journal of Economic Literature, Journal of Political Economy, Quarterly Journal of Economics, AEJ: Economic Policy, American Journal of Agricultural Economics, B.E. Journal of Economic Analysis and Policy, Economic Inquiry, The Economic Journal, Economic Letters, Economic Theory, European Economic Review, Experimental Economics, Games and Economic Behavior, 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 Labor Economics, Journal of Managerial and Decision Economics, Journal of Public Economics, Journal of Public Economic Theory, Journal of Risk and Uncertainty, Judgment and Decision Making, Labour Economics, Land Economics, Management Science, National Tax Journal, Nonprofit and Voluntary Sector Quarterly, Oxford Economic Papers, Political Research Quarterly, Public Choice, Resource and Energy Economics, Review of Economics of the Household, Review of Economics and Statistics

Reviewer – Funding Agencies

*Danish Research Council (DRC), Denmark
International Foundation for Research in Experimental Economics (IFREE), United States
Israel Science Foundation (ISF), Israel
National Science Foundation (NSF), United States
Social Science and Humanities Research Council (SSHRC), Canada*

Media and Opinion Pieces

- Pursuit, The University of Melbourne (Australia)*, “Helping ‘Impatient’ Students Stay in School,” June 6, 2019.
- The Chronicle of Philanthropy*, “Surprise! More People Give if They Don’t See the Pitch Coming,” July 31, 2018.
- 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 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.

National Professional Activities

- Committee on the Status of Women in the Economics Profession (CSWEP), American Economics Association (AEA), Board Member and Southern Regional Representative, 2014-2016, 2017-2019.
- Forum on Evidence from Charitable Giving Field Experiments, Invited Panelist, sponsored by Forefront and the Coleman Foundation, Chicago, IL, September 2017.
- Evidence in Governance and Politics (EGAP), Member, 2016-
- Generosity for Life Initiative, Indiana University Lilly Family School of Philanthropy, Advisory Board Member, funded by the John Templeton Foundation, March 2015 –
- National Science Foundation (NSF), Decision, Risk and Management Sciences Division (DRMS), Review Panel member, 2013-2015
- Committee on the Status of Women in the Economics Profession (CSWEP), American Economics Association (AEA), 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, College and University

Melbourne Institute

- Program Coordinator, Public Economics, 2018-
Executive Committee, Member, 2018-2020

Texas A&M University

- Women in Economics Student Organization (undergraduate), Department of Economics,
Faculty Advisor, 2018-2019

Applied Microeconomics Field Exam Committee, Department of Economics, Member, 2017-

Mentor for first-year PhD students, Department of Economics, 2016-

Climate and Inclusion Committee, Department of Economics, Chair, 2016-

Experimental Economics Field Exam Committee, Department of Economics, Member, 2016-

George Mason University

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

Student Advising (* chair)

2020: Manuel Hoffmann*, Hedieh Tajali, Mofioluwasademi Odunowo, Raisa Sara, Natalia Valdez, Jennifer Kee, Piruz Saboury, Trent McNamara, Peilu Zhang

2019: Mackenzie Alston, Roberto Mosquera Moyano

2017: Ryan Richards

2016: Chenna Reddy Cotla* (Senior Researcher, Key Bank)

2015: Ahrash Dianat

2014: Urmimala Sen

2012: Jared Barton* (Associate Professor, Cal State University – Channel Islands), Xiaofei Pan

2010: Sarah Jacobson* (Associate Professor, Williams College), Monica Ospina* (Assistant Professor, Universidad EAFIT, Medellin, Colombia), Daniel Hall

2009: Solomon Tesfu

2008: Ignacio Navarro

2007: Angelino Visceiza, Nikola Tasic

2006: Abdu Muwonge, Xinye Zheng, Hanji Wu, Michael Tasto, Velma Zahirovic-Herbert

Languages

English, French, Spanish (intermediate)