

Andy Brownback

Curriculum Vitae, January 2021

CONTACT INFO:

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ACADEMIC POSITIONS:

2015-Present: Assistant Professor — University of Arkansas Department of Economics.
Fayetteville, Arkansas

EDUCATION:

2010-2015: PhD Economics — University of California, San Diego
2006-2010: B.A. Mathematics and Economics — Kansas State University

GRANTS, HONORS, and FELLOWSHIPS:

2020: Walton College Excellence in Research Award
2019: Bank of America Research Fund Grant (Co-PI: \$10,000)
2018: PEDL Major Research Grant (Co-PI: \$452,000)
J-PAL Post-Primary Education Initiative pilot grant (Co-PI: \$16,660)
2017: Robert Wood Johnson Foundation: Evidence for Action (Co-PI: \$199,000)
2016: Laura and John Arnold Foundation Grant (Co-PI: \$312,000)
Yankelovich Foundation Grant (Co-PI: \$20,000)
2015: Russell Sage Foundation Small Grant in Behavioral Economics (Co-PI: \$4,730)
2010: Phi Beta Kappa, Kansas State University

PUBLICATIONS:

Improving College Instruction through Incentives (w/ Sally Sadoff)
(Journal of Political Economy, 2020)

Understanding Outcome Bias (w/ Michael Kuhn)
(Games and Economic Behavior, 2019)

Social Desirability Bias & Polling Errors in the 2016 Presidential Election (w/ Aaron Novotny)
(Journal of Behavioral and Experimental Economics, 2018)

A Classroom Experiment on Effort Allocation under Relative Grading
(Economics of Education Review, 2018)

Grading on a Curve, and other Effects of Group Size on All-Pay Auctions (w/ James Andreoni)
(Journal of Economic Behavior and Organization, 2017)

WORKING PAPERS

Behavioral Food Subsidies (w/ Alex Imas & Michael Kuhn)

We conduct a field experiment with low-income shoppers to study how behavioral interventions can improve the effectiveness of healthy food subsidies. Our unique design enables us to elicit choices and deliver subsidies both before and at the point of purchase. We examine the effects of two non-restrictive changes to the choice environment: giving shoppers agency over what subsidy they receive and introducing a waiting period before the shopping trip to prompt deliberation about their purchases. Combined, our interventions enhance the subsidies, increasing healthy purchases by 61% relative to a choice-less healthy subsidy, and 199% relative to a control group.

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College Summer School: Educational Benefits and Enrollment Preferences (w/ Sally Sadoff)

We examine whether summer school is a missed opportunity for colleges to accelerate completion. We randomly assign summer scholarships to community college students and link their educational outcomes to their preferences for the scholarships. The scholarships have a large impact on degree acceleration, increasing graduation within one year of the intervention by 31% and transfers to four-year colleges by 58%. Treatment effects are concentrated among students with a preference *against* summer school. Our results suggest that educational impacts do not drive enrollment preferences. And, that many more students could benefit from summer school than the small minority who currently enroll.

Inference from Biased Polls (w/ Nathaniel Burke & Tristan Gagnon-Bartsch)

Poll respondents often attempt to present a positive image by overstating virtuous behaviors. We examine whether people account for this “socially desirable responding” (SDR) when drawing inferences from poll data. In an experiment, we incentivize “predictors” to guess others’ choice behaviors across eight actions with varying social desirability. To aid guessing, predictors observe random subsamples of (i) incentivized choices or (ii) hypothetical claims from polls. Predictors show reasonable skepticism towards hypothetical claims, which exhibit predictable SDR. However, their skepticism is not tailored to the direction or magnitude of SDR. This under-correction occurs even though subjects’ explicit responses can predict SDR.

RESEARCH IN PROGRESS

Increasing Access to Training, Capital, and Networks: Two Planned Field Experiments with Small Firms in Uganda (w/ Sarojini Hirshleifer, Arman Rezaee, & Benjamin Kachero)

Time-Preferences and Grocery Purchases (w/ Alex Imas & Michael Kuhn)

On the Elicitation of Willingness to Pay for Stigmatized Goods (w/ Tristan Gagnon-Bartsch & Shengwu Li)

CONFERENCE and INVITED PRESENTATIONS:

- 2021: Mechanism Design for Vulnerable Populations (University of Pittsburgh)
- 2020: Arizona State University, Field Days Conference (Cornell University), Royal Holloway University*, University of Bath*, Unintended Consequences of Regulation (Cambridge University)*, Behavioral and Experimental Public Choice (Claremont Graduate University)**
- *Postponed due to COVID-19
**Cancelled due to COVID-19
- 2019: Florida State University, Association for Public Policy Analysis & Management, North American Economic Science Association Meeting, Early Career Behavioral Economics Conference (UC San Diego), IZA/SOLE Transatlantic Meeting for Labor Economists, Bounded Rationality in Choice (Aarhus University, Denmark), Winter Workshop: Behavioral and Experimental Economics of Food Consumption (National Institute of Agricultural Research, France)
- 2018: Early Career Behavioral Economics Conference (Norwegian School of Economics), Workshop on Behavioral Game Theory (University of East Anglia)

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- 2017: Kansas State University, Early Career Behavioral Economics Conference (Carnegie Mellon University), Behavioral Models of Politics Conference (Duke University), Workshop on Experimental Economics (University of Arkansas), North American Economic Science Association Meeting, International Economic Science Association Meeting
- 2016: North American Economic Science Association Meeting, Southern Economic Association Annual Meeting
- 2015: Southern Economic Association Annual Meeting, North American Economic Science Association Meeting, Summer Institute on Field Experiments (University of Chicago), Bay Area Behavioral and Experimental Economics Workshop, University of Arkansas, University of Cologne, Amherst College
- 2014: Kansas State University, North American Economic Science Association Meeting, Stanford Institute for Theoretical Economics, Russell Sage Summer Institute in Behavioral Economics, Bay Area Behavioral and Experimental Economics Workshop
- 2013: North American Economic Science Association Meeting, Bay Area Behavioral and Experimental Economics Workshop

REFEREE SERVICE:

Econometrica, Review of Economics and Statistics, Management Science, Games and Economic Behavior, Journal of Public Economics, Economic Inquiry, Experimental Economics, Journal of Economic Behavior and Organization, Economics of Education Review, Education Finance and Policy Journal, PLOS ONE, Games, Quality and Quantity, ECBE conference reviewer