
Curriculum Vitae

Lise Vesterlund

University of Pittsburgh
4916 Posvar Hall
Pittsburgh, PA 15260
phone: 412-648-1794
fax: 412-648-1793
vester@pitt.edu
<http://www.pitt.edu/~vester/>

- Education** Ph.D. in Economics, University of Wisconsin, Madison, 1997
M.S. in Economics, University of Wisconsin, Madison, 1995
B.A. in Economics, University of Copenhagen, Denmark, 1990
- Fields** Experimental, Behavioral and Public Economics.
- Employment** Andrew W. Mellon Professor, University of Pittsburgh, Sept. 2009-
Associate Member, Center of Economic and Business Research, Copenhagen Business
School, July 2005-
Affiliate Faculty, Centre for Experimental Economics, University of Copenhagen, July
2008-
Andrew W. Mellon Associate Professor, University of Pittsburgh, Sept. 2007-2009
Associate Professor, University of Pittsburgh, Sept. 2004-2007
Assistant Professor, University of Pittsburgh, Aug. 2001-Aug. 2004
Visiting Assistant Professor, HBS, Harvard University, Aug. 2000- July 2001
Assistant Professor, Iowa State University, Sept. 1997- Aug. 2001
Visiting Assistant Professor, Center of Philanthropy and Dept. of Econ., IUPUI, Fall
1999.
- Publications** “Seeds to Succeed? Sequential Giving to Public Projects,” with Anat Bracha and Michael
Menietti, forthcoming *Journal of Public Economics*
- “The Effect of Status on Charitable Giving,” with Cagri Kumru, forthcoming *Journal of
Public Economic Theory*
- “The Fourfold Pattern of Risk Attitudes,” with William Harbaugh and Kate Krause,
forthcoming *Economic Journal*
- “Gender Differences in Competition,” with Muriel Niederle, *Negotiation Journal*, 24,
2008, 447-464.
- “Monopoly Pricing in the Binary Herding Model,” with Subir Bose, Gerhard Orosel, and
Marco Ottaviani, *Economic Theory*, 37, 2008, 203-241.

“Strategic Behavior and Learning in Repeated Voluntary Contributions Mechanism Experiments,” with Laurent Muller, Martin Sefton, and Richard Steinberg, *Journal of Economic Behavior and Organization*, 67, 2008, 782-793.

“Giving Little by Little: Dynamic Voluntary Contribution Games,” with John Duffy and Jack Ochs, *Journal of Public Economics*, 91, 2007, 1708-1730.

“Do Women Shy Away from Competition? Do Men Compete too Much?” with Muriel Niederle, *Quarterly Journal of Economics*, August 2007, Vol. 122, No. 3: 1067-1101.

“Leading-by-example and Signaling in Voluntary Contribution Games: An Experimental Study” with Jan Potters and Martin Sefton, *Economic Theory*, 2007, 33, 169-182.

“Learning to Bargain,” with William Harbaugh and Kate Krause, *Journal of Economic Psychology*, 2007, 28, 127-142.

“Dynamic Monopoly Pricing and Herding,” with Subir Bose, Gerhard Orosel, and Marco Ottaviani, *RAND Journal of Economic*, Vol. 37 (no. 4), Winter 2006, pp. 910-928.

“After You - Endogenous Sequencing in Voluntary Contribution Games,” with Jan Potters and Martin Sefton, *Journal of Public Economics*, August 2005, 1399-1419.

“The Carrot or the Stick: Rewards, Punishments, and Cooperation” with James Andreoni and William Harbaugh, *American Economic Review*, June 2003, 893-902.

“The Informational Value of Sequential Fundraising,” *Journal of Public Economics*, 87, March 2003, 627-658.

“Risk Attitudes of Children and Adults: Choices over Small and Large Probability Gains and Losses,” with William Harbaugh and Kate Krause, *Experimental Economics*, 5, June 2002, 53-84.

“What Makes an Allocation Fair? Some Experimental Evidence,” with James Andreoni and Paul Brown, *Games and Economic Behavior*, 40, 1, July 1, 2002, 1-24.

“Which is the Fair Sex? On Gender Differences in Altruism,” with James Andreoni, *Quarterly Journal of Economics*, 116, February 2001, 293-312.

“Are Adults Better Behaved than Children? Age, Experience, and the Endowment Effect” with William Harbaugh and Kate Krause, *Economics Letters*, 2001, 175-181.

Other Refereed Publications:

“Altruism in Experiments” with Jim Andreoni and William Harbaugh, prepared for The New Palgrave Dictionary of Economics, 2nd Edition, 2008.

“Why do People Give?” in Richard Steinberg and Walter W. Powell eds., *The Nonprofit Sector*, 2nd edition, Yale Press, 2006.

“Trust in Children,” with William Harbaugh, Kate Krause, and Steve Liday, in Elinore Ostrom and James Walker eds., *Trust, Reciprocity and Gains from Association: Interdisciplinary Lessons from Experimental Research*, New York City, Russell Sage Foundation, 2003.

Working papers

“Explaining the Gender Difference in Math Test Scores: The Role of Competition,” with Muriel Niederle, revise and resubmit, *Journal of Economic Perspectives*.

“How Costly is Diversity? Affirmative Action in Light of Gender Differences in Competitive Attitudes,” with Muriel Niederle and Carmit Segal

“Provision Point Mechanism: A Case of Over Provision of Public Goods” with Massimo Morelli and Michael Menietti

“The Effects of Risk Aversion on Job Matching: Can Differences in Risk Aversion Explain the Wage Gap?”

“An Experimental Test of the Impure Altruism Model of Giving,” with Mark Wilhelm and Huan Xie.

“Bargaining in the Field,” with Marco Castillo, Ragan Petrie, and Maximo Torero

Work in Progress

“Cooperative Outcomes: When Competitive Behavior Can Hurt,” joint with Muriel Niederle

“Public Goods: A Survey of Experimental research,” joint with James Andreoni, in preparation for the second edition of the Handbook of Experimental Economics, edited by John Kagel and Al Roth.

“Gender Difference in Competitive Attitudes - Does it Depend on Race?” with Muriel Niederle, Ragan Petrie, and Carmit Segal.

Grants:

Center on Philanthropy, Experimental Designs to Test Impure Altruism, with Mark Wilhelm, 2008-2010 (\$25,000)

National Science Foundation Grant, Collaborative Research: Gender Differences in Competitive Attitudes, 2006-2009 (\$198,545 awarded to Univ. of Pittsburgh)

National Science Foundation Grant, Charitable Giving and Fundraising, 2004-2007 (\$240,000)

National Science Foundation Grant, Children’s Development of Economic Skills and Preferences, with William Harbaugh and Kate Krause, 2001-2004 (\$340,000)

National Science Foundation Grant, Sequential Fundraising, 1999-2002 (\$104,000)

MacArthur Foundation Grant, on risk, with William Harbaugh and Kate Krause, 1999-2001 (\$5,000)

Russell Sage Foundation, grant awarded to arrange conference on behavioral economics, 1999 (\$5,000)

Invited Scholar at the Center of Philanthropy and the Economics Department at IUPUI, Fall 1999 (\$35,000)

Other Professional Activities

Journal of Economic Literature Board of Editors (2010 -)

Associate Editor: *Journal of Public Economics* (2008 -), *Journal of Economic Behavior and Organization*, (2005-), *Experimental Economics* (2009 -)

Guest Editor: *Journal of Public Economic Theory*

Member, Review Panel, National Science Foundation, August 2004- November 2006

Advisory Committee member for Women's Philanthropy Institute, Center on Philanthropy, Indiana University, 2009-

Corporate Circle Advisory Board Member, National Council for Research on Women, New York City., 2009-

Member of the 2004 North American Summer Meeting of the Econometric Society Program Committee

Co-Organizer of conference on Experimental Economics, The Stanford Institute for Theoretical Economics (SITE 2004, SITE 2005, SITE 2009)

Section Head of Political Economy for the ESA, 2004-2007

Member of the 2003 International Meetings of the ESA Program Committee

Technical Advisory Committee member on Overhead Cost Study by Urban Institute and the Center of Philanthropy.

Co-Organizer of RSF Conference on Behavioral Economics, Berkeley 1999.

Referee for The American Economic Review, Economic Journal, Econometrica, Economic Inquiry, Economic Letters, Economic Theory, Experimental Economics, European Economic Review, Games and Economic Behavior, Journal of Environmental Economics and Management, Journal of European Economic Association, Journal of Human Resources, Journal of Economic Psychology, Journal of Economic Theory, Journal of Public Economic, Journal of Public Economic Theory, Journal of Political Economy, National Science Foundation, NVSQ, RAND, Review of Economic Studies, The Scandinavian Journal of Economics, and Southern Economic Journal

Selected News Coverage:

1. *New York Times*, "What Women Want," Column by John Tierney, May 24, 2005 (discussed in many other newspapers, forums and radio shows).
2. *Time Magazine*, "Ambition: Why Some People Are Most Likely To Succeed," Jeffrey Kluger, Nov. 14, 2005
3. *The Economist*, "Letting the Men Win," Nov. 25, 2005.
4. *The NBER Digest*, "Do Women Shy Away from Competition", February 2006.
5. *New York Times*, "Economic Scene: The Difference Between Men and Women, Revisited: It's About Competition," by Hal R. Varian, March 9, 2006
6. *CNBC*, *Closing Bell w/Maria Bartiromo*,
7. *The Tribune Review*, "W. Pa. digs deep to aid Gulf Coast," Oct. 2, 2005
8. *DUQ*, Interview on Charitable Giving with Alex Chadwick
9. *Science and Theology*, "The economics of altruism: The who, where, when and why of

- charity and giving,” by Chavi Sachdev, Jan. 12, 2006
10. *ABC News Now, Top Priority*, May, 2006.
11. *Guardian*, “It’s not cricket, but economics ought to be a game of two sexes,” Heather Stewart, August 19, 2007
12. *Slate* “Are men really more competitive than women? Don’t bet on it,” Nov. 13, 2009

Honors

Teaching Awards

Nominated for University Award for Early Excellence in Teaching, ISU, 2001
College of Liberal Arts and Sciences Award for Early Excellence in Teaching, ISU, 2000
Teaching Fellow, College of Letters and Sciences, University of Wisconsin, March 1996
Departmental financial award to Best-Reviewed Teaching Assistants, Department of Economics, Academic Year 1994 - 1995
Distinguished Teaching Assistant, Department of Economics, University of Wisconsin, Fall 1994, Spring 1995, and Fall 1995

Other

Invited to be Associate Editor at *European Economic Review* (declined)
Invited by the National Academy of Sciences to the 17th Annual Frontiers of Science Symposium (declined)
Invited by the National Academy of Sciences to the 10th Japanese-American Kavli Frontiers of Science Symposium (declined)
Keynote speaker *Economic Science Associate European Meetings*, 2008, Lyon

Student Advising (*chair)

Massahiro Kondo (ISU MS 1998)
Hirofumi Shimizu (ISU Ph.D.1999)
Jay R. Corrigan (ISU Ph.D. 2002)
Russell McCulloch (ISU Ph.D. 2003)
Chetan Dave (Pitt Ph.D. 2004)
Mana Komai (Virginia Tech Ph.D. 2004)
SK Han (Pitt Ph.D. 2008)
Cagri Kumru* (Pitt Ph.D. 2006)
Huan Xie* (Pitt Ph.D. 2008)
Katherine Johnson Wick (Pitt Ph.D. 2008)
Ernest K. Lai (Pitt Ph.D. 2009)
Jipeng Zhang (Pitt Ph.D. expected 2010)
Jonathan Lafky (Pitt Ph.D. expected 2010)
Michael Menietti (Pitt Ph.D. expected 2011)

Invited for Seminars

Alabama, Arizona, Berkeley, Brown, Case Western, Carnegie Mellon, Cornell, Duke, Florida, Florida State, Georgia State, Harvard, Indiana, Iowa State University, Iowa, IUPUI, Maryland, Michigan, Minnesota, Mississippi, NYU, Ohio State, Oregon, Penn State, Rutgers, SUNY Albany, Syracuse, Tennessee, Texas A&M, UCSB, UCSD, VCU, Wharton, Wisconsin.

Recent Presentations at Conferences

“Bargaining in the Field” 2009 Gender in Negotiation and Decision Making, Harvard, ESA 2008
“The Role of Seed Money when Public Projects have Fixed Costs,” Individual Decision Making Behavioral Approach, Tel Aviv, 2009, SITE, 2009.
“Fundraising Rules of Thumb: The Influence of Inequity and Status.”Relativity, Inequality and Public Policy, Edinburgh, 2009.

“Bargaining in the Field,” ESA 2008.

“Public Goods: A Survey of Experimental Results,” Stony Brook, 2007.

“What are the Costs of Diversity? An Experimental Investigation of Affirmative Action,”
ESA 2006, NBER 2007, AEA 2008, ESA 2008, NSF-DFG Contextualizing Economic
Behavior, NYC 2008.

“An Experimental Test of the Impure Altruism Model of Giving,” ASSA 2007,
Measuring Preferences in a Social Context, UT-Dallas, 2007, ASSA, 2008, Conference
on behavioral and experimental economics, UCSB, 2008, Social Dilemmas Conference,
FSU, 2008, ESA, Caltech, 2008

Teaching Experience

University of Pittsburgh

Seminar in Experimental Economics
Seminar in Microeconomics
Graduate Public Finance
Graduate Experimental Economics
Intermediate Microeconomic Theory

Iowa State University

Graduate Public Finance
Intermediate Microeconomic Theory
Undergraduate Public Finance

University of Wisconsin-Madison:

Graduate Microeconomic Theory (Teaching Assistant)
Quantitative Methods for Public Policy (Teaching Assistant)

Copenhagen Business School

Micro and Macro Economics for MBA's (Lecturer)