

TUFTS UNIVERSITY

Department of Economics
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ACADEMIC POSITIONS:

Tufts University: Medford, MA
Associate Professor (with tenure), 2019 – present
Assistant Professor, 2013 – 2019
MIT Sloan School of Management: Cambridge, MA
Visiting Scholar, Fall 2016
Harvard Kennedy School: Cambridge, MA
Women and Public Policy Program (WAPPP) Fellow, Spring 2017
Harvard Business School: Boston, MA
Visiting Scholar, Spring 2017

EDUCATION:

University of California San Diego, La Jolla, CA
PhD, Department of Economics, 2013
Dissertation: Essays about group dynamics and social networks
Advisor: J. Andreoni; Committee Members: J. Cullen, G. Dahl, J. Fowler, U. Gneezy
Barnard College: Columbia University, New York, NY
Bachelor of Arts, Economics, Cum Laude, 2004
London School of Economics, London, UK
Junior Year Abroad, 2002–03

PUBLICATIONS IN REFEREED JOURNALS (students underlined):

1. Gee, Laura K., Michael Schreck, and Ankriti Singh. “From lab to field: Social distance and charitable giving in teams” *Economics Letters* (2020): 109128.
2. DeAngelo, Gregory, and Laura K. Gee. “Peers vs. police: Detection and punishment in the provision of public goods.” *Games and Economic Behavior* 123 (2020): 210-227.
3. Gee, Laura K., “The more you know: Information effects on job application rates in a large field experiment.” *Management Science* 65 no. 5, (2019): 2077-2094.
4. Gee, Laura K., and Michael Schreck, “Do beliefs about peers matter for donation matching?: Experiments in the field and laboratory.” *Games and Economic Behavior* 107 (2018): 282–297.
5. Gee, Laura K., Marco Migueis, and Sahar Parsa. “Redistributive choices and income inequality: Experimental evidence for income as a signal of deservingness.” *Experimental Economics* 20, no. 4 (2017): 894–923.
6. Gee, Laura K., Jason J. Jones, Christopher J. Fariss, Moira Burke, and James H. Fowler. “The paradox of weak ties in 55 countries.” *Journal of Economic Behavior & Organization* 133 (2017): 362–372.

7. Gee, Laura K., Jason Jones, and Moira Burke. "[Social networks and labor markets: How strong ties relate to job finding using Facebook's social network.](#)" *Journal of Labor Economics* 35, no. 2 (2017): 485–518.
8. Gee, Laura K., Xinxin Lyu, and Heather Urry. "[Anger management: Aggression and over-punishment in the provision of public goods.](#)" *Games* 8.1 (2017): 5.
9. Andreoni, James, and Laura K. Gee. "[Gunning for efficiency with third party enforcement in threshold public goods.](#)" *Experimental Economics* 18, no. 1 (2015): 154–171.
10. Andreoni, James, and Laura K. Gee. "[Gun for hire: Delegated enforcement and peer punishment in public goods provision.](#)" *Journal of Public Economics* 96, no. 11 (2012): 1036–1046.
11. Gee, Laura K. "[The nature of giving time to your child's school.](#)" *Nonprofit and Voluntary Sector Quarterly* 40, no. 3 (2011): 552–565.

OTHER PUBLICATIONS:

12. Gee, Laura K. and Jonathan Meer. Invited Chapter on "[The Altruism Budget: Measuring and Encouraging Charitable Giving](#)" in *The Nonprofit Sector: A Research Handbook*, 3rd Edition, Stanford University Press, (2020).
13. Agan, Amanda, Bo Cowgill, and Laura K. Gee. "[Do Workers Comply with Salary History Bans? A Survey On Voluntary Disclosure, Adverse Selection, and Unraveling](#)" *AEA Papers and Proceedings*, 110 (2020): 215-19.

SELECTED WORKS IN PROGRESS:

14. "Pivotal or popular: The effects social information and feeling pivotal on taking an action in laboratory and field experiments" (with Michael Schreck)
15. "Salary History and Employer Demand: Evidence from a Two-Sided Audit" (with Amanda Agan and Bo Cowgill) *under submission*
16. "Salary History Bans and Unravelling: Psychological Costs and Coarse Beliefs" (with Amanda Agan and Bo Cowgill)
17. "The effect of observation and deception in field experiments: Evidence from a two-sided audit study" (with Amanda Agan and Bo Cowgill)
18. "Who Ya Gonna Call?: Investigating gender differences in demand for parental involvement" (with Kristy Buzzard and Olga Stoddard)

PRESS COVERAGE, APPEARANCES, AND NOTES:

Press coverage for “The more you know: Information effects on job application rates in a large field experiment.” *Management Science*, (2019).

- [Dow Jones Moneyish](#), “Adding this one simple thing to job postings could help boost women in your workforce”
- [Silicon Republic](#), “Diversity gets a serious boost if you tell jobseekers this one thing”
- [Phsyorg](#), “Telling job seekers how many other people have applied increases applications, could boost diversity”
- [Liberation.fr](#), (Daily French Newspaper), “Savoir et pouvoir: l’inégalité hommes – femmes “ (translation “Knowledge and power: gender inequality”)
- Mentioned in *What Works: Gender Equality by Design*, by Iris Bohnet (Harvard University Press, 2016)
- Mentioned in [Bloomberg](#), [Entrepreneur](#)
- Featured in the Harvard Kennedy School [Gender Action Portal](#)

Press coverage for “Do beliefs about peers matter for donation matching?: Experiments in the field and laboratory.” *Games and Economic Behavior* (2018).

- [Nonprofit Quarterly](#), “Research shows the passionate economics of incentive fundraising”
- [Philanthropy Daily](#), “How to get the biggest bang out of matching funds”

Press coverage for “Social networks and labor markets: How strong ties relate to the labor market using Facebook’s social network.” *Journal of Labor Economics* (2017).

- [Forbes](#), “Your Best Friends Are Still Your Best Way to Get a New Job”
- [Fast Company](#), “Why certain Facebook friends can boost your chance of landing a new job”
- [Business News Daily](#), “Finding the Facebook friends who will help you find a job”
- [CBS News](#), “How people use Facebook social connections to find work”
- [Brit + Co](#), “This Facebook study will change how you find a new job”
- [Entrepreneur](#), “Having a lot of Facebook friends can help you land a new job”
- [Tufts Now](#), “Social networks and the job hunt”

Press coverage for “The paradox of weak ties in 55 countries.” *Journal of Economic Behavior & Organization* (2017).

- [ScienceDaily](#), “Which Facebook ‘friends’ help most when looking for a job? Depends where you live in the world”
- [NPR](#), The Academic Minute, “Social ties and job hunting”

Press coverage for “Gun for hire: Delegated enforcement and peer punishment in public goods provision.” *Journal of Public Economics* (2012).

- [VOX](#), “How can small groups put a stop to bad behaviour? Make it a race for second place”

Guest on “[You’re the Expert](#)” National Public Radio WBUR 90.9, taped Nov. 2, 2016.

Guest on “[The Generosity Freakshow](#)” Podcast, taped April 2020.

Guest on “Under the Radar with Callie Crossley” National Public Radio WGBH, Dec. 2020 & Feb 2021

Speaker at IVY the Social University, Calderwood Theater, June 25, 2018.

Speaker at [TEDxCambridge](#) Salon, August 2018.

Speaker at One Day University, October 2018.

[VoxEU](#), “Salary history and employer demand”

[NBER Digest](#), “How Knowledge of Salary History Affects Wage Offers and Hiring”

[The Conversation](#), “How to get the biggest bang out of matching funds”

[The Conversation](#), “Which Facebook ‘friends’ can help you land a job?”

The Center on Philanthropy at Indiana University: [Women Leading Through Philanthropy Blog](#), “Time is money or is it?”

KEYNOTE PRESENTATIONS (* indicates presentation not given yet):

2021-22: IZA Conference on Matching Firms and Workers Online

INVITED PRESENTATIONS (including scheduled, * indicates postponed due to COVID-19):

2022-23: Cornell University, University of Rochester

2021-22: Bureau of Economic Analysis, RAND Corporation (Santa Monica)

2020-21: George Mason University ICES

2019–20: The Federal Reserve Board, Florida State University, Barnard College at Columbia University, Nuffield College at Oxford University, Naveen Jindal School of Management University of Texas Dallas, University of Missouri, Rensselaer Polytechnic Institute*, RAND Corporation (Washington DC)*

2018–19: Methods in Experimental Economics Research, Boston College, University of Connecticut, SUNY Albany, Dartmouth (Psychological & Brain Sciences), NBER Summer Institute (co-author presentation)

2017–18: University of Alabama, Wesleyan University, Texas A&M, Brown University, Gender and Technology Conference at Harvard Kennedy School, The Nonprofit Handbook Conference (Stanford)

2016–17: University of Pittsburgh, MIT Sloan, Duke Strategy Conference, Appalachian State University, Fordham University, Rutgers University, Harvard Kennedy School, Smith College, Brigham Young University, MIT, Georgetown University McDonough School of Business, University of California Santa Barbara, Claremont Graduate University, Boston University, Boston Federal Reserve, Bi-Annual Social Dilemmas Conference, NBER Summer Institute

2015–16: Facebook

2014–15: Bureau of Labor Statistics, University of Michigan Ann Arbor, University of Massachusetts Amherst (Resource Economics), University of San Francisco, University of Massachusetts Lowell, Bi-Annual Social Dilemmas Conference, University of California San Diego

2013–14: Harvard Business School, George Mason University ICES, Northeastern (Economics), Ben-Gurion University, NBER Summer Institute, Northeastern (NU-Lab), Bentley University

2012–13: Pomona College, George Mason University ICES, Clemson University, Bryn Mawr College, Tufts University, Quinnipiac University, USC Marshall, Queens College CUNY, Hofstra University, University of Toronto Rotman, Santa Clara University, NBER Summer Institute, LinkedIn

2010–11: Bi-Annual Social Dilemmas Conference

OTHER PRESENTATIONS (including scheduled):

2021–22: ESA (Economic Science Association), AEA (American Economic Association)

2020–21: ESA (Economic Science Association), AEA (American Economic Association)

2019–20: ESA (Economic Science Association), AEA (American Economic Association, co-author presentation)

2018–19: Advances in Field Experiments

2017–18: New England Experimental Economics Workshop (NEEEW)

2016–17: Advances in Field Experiments, ESA (Economic Science Association), AEA (American Economic Association)

2015–16: AEA (American Economic Association), Experimental Methods in Policy Conference, New England Experimental Economics Workshop (NEEEW)

2014–15: ESA (Economic Science Association)

2013–14: ESA (Economic Science Association), BABEEW (Bay Area Behavioral and Experimental Economics Workshop), BEEMA (Behavioral and Experimental Economists of the Mid-Atlantic)

OTHER PRESENTATIONS (including scheduled) continued:

2012–13: ESA (Economic Science Association), APPAM (Association for Public Policy Analysis and Management), BABEEW (Bay Area Behavioral and Experimental Economics Workshop)
2011–12: ARNOVA (Assoc. for Research on Non-Profit Organizations and Voluntary Action), SCCAM (Southern California Conference in Applied Microeconomics), WEAI (Western Economics Association International), Political Networks, BABEEW (Bay Area Behavioral and Experimental Economics Workshop)
2010–11: ESA (Economic Science Association), SWET (Southwestern Economic Theory)

MEMBERSHIP IN PROFESSIONAL ASSOCIATIONS (past and present):

American Economic Association, Economic Science Association, The Econometric Society, European Economic Association, Society of Labor Economists

HONORS, AFFILIATIONS, AND FELLOWSHIPS:

2016–present: Institute for the Study of Labor (IZA), Research Affiliate
2017: Harvard Kennedy School Women and Public Policy Program Fellow
2013: Tufts University Neubauer Faculty Fellow
2011: UCSD Award for Outstanding Undergraduate Teaching by a Graduate Student Instructor
2010: UCSD Walter P. Heller Award for Outstanding Third-Year Paper
2010: The Women’s Philanthropy Institute, Indiana University Dissertation Fellow
2007–11: UCSD Cota Robles Fellow

GRANTS & AWARDS:

2020: IR Undergraduate Research Fellows Program (\$3,500)
2019: Facebook Economic Opportunity and Digital Platforms - Research Award (\$50,000)
2019: W.E. Upjohn Institute for Employment Research (\$4,500)
2018: Tufts Graduate Summer Scholars Award (\$3,000)
2017: Tufts Faculty Research Awards (FRAC) Open Access Publishing (\$500)
2017: Tufts Undergraduate Summer Scholars Award (\$5,500)
2016: Oregon Jewish Community Foundation Donor Advised Fund, Tufts University (\$33,500)
2016: Tufts Faculty Research Awards Committee (FRAC) Research in Aid Award (\$1,480)
2015: Oregon Jewish Community Foundation Donor Advised Fund, Tufts University (\$11,000)

PROFESSIONAL SERVICE:

Organizational Officer Positions, Boards and Committees:

2021-2024: Board Member (appointed), *Association for the Study of Generosity in Economics*
2020- 2023: Executive Committee Member (elected), *Economic Science Association*

Editorial Positions:

2018- present: Associate Editor *Economic Inquiry*

Textbook Reviewer (alphabetical):

Oxford University Press, Routledge/Taylor and Francis

Grant Reviewer:

National Science Foundation - Future of Work Panel 2018

National Science Foundation - 2021

Conferences Organized:

ESA World Conference 2022, MIT Sloan

Social Dilemmas 2022, MIT Sloan

Journal Referee (alphabetical):

American Economic Review, American Economic Review: Insights, Econometrica, Economics Bulletin, Economic Inquiry, The Economic Journal, Economics Letters, European Economic Review, Experimental Economics, ILR Review, International Journal of the Commons, Journal of Development Economics, Journal of Economic Behavior & Organization, Journal of Economic Dynamics and Control, Journal of Economic Psychology, Journal of Human Resources, Journal of Labor Economics, Journal of Law and Economics, Journal of Legal Studies, Journal of Political Economy, Journal of Public Economics, Journal of Public Economic Theory, Journal of the Economic Science Association, Management Science, Nonprofit and Voluntary Sector Quarterly, PLOS ONE, Quarterly Journal of Economics, Review of Economics and Statistics, Review of Economics of the Household, Science, Social Psychology Quarterly, Southern Economic Journal

Discussant:

AEA Annual Conference, ESA Junior Faculty Webinar, NBER Summer Institute, NBER Artificial Intelligence

2021 - present: CSWEP liaison for Tufts University

2021: 3rd and 4th Year PhD Women's Mentoring Workshop, Boston University

2021: Tufts CELT Equity and Inclusion Fellows Program

2021: CSWEP Econopalooza Networking Event, Senior Participant

2021: CSWEP Junior Mentoring Breakfast, Mentor

2020: CSWEP CeMENT Mentoring Workshop, Mentor

2020: University of Missouri Economics Department, Diversity Guest Speaker

2019: Beyond Barnard, Guest Speaker

2017: *Management Science* Distinguished Reviewer Award

2017: Session Organizer and Chair AEA Annual Conference

2016: Participant at NSF "Data and Modeling Workshop on Graduate Education Investments and STEM Career Outcomes"

2016: Participant CSWEP CeMENT Mentoring Workshop

2016: Summer School Instructor Summer Empirical Workshop

2015: Session Chair at AEA Annual Conference

UNIVERSITY & DEPARTMENTAL SERVICE:

2021–present: Tufts University, Faculty Research Awards Committee (FRAC)
2021–present: Tufts Economics Department, Undergraduate Curriculum Committee
2020–present: Tufts Economics Department, Diversity Equity and Inclusion Committee (Chair)
2020–21: Tufts Economics Department, Seminar Committee (Chair)
2020–21: Tufts Economics Department Tenure & Promotion Sub-Committee
2019–present: Tufts University, Cummings Center Art Sub-Committee
2019–2020: Tufts Economics Department, Graduate Math Camp Online Committee
2018–2021: Tufts Economics Department, Work Life Committee Liaison
2016–present: Tufts University, International Relations Core Faculty
2016–present: Tufts Economics Department, New Building Committee
2020: Tufts Economics Department, Virtual Celebration of 2020 Graduates Committee
2014–19: Tufts University, IT Committee
2014–15: Tufts Economics Department, External Seminar Committee
2013–14: Tufts Economics Department, Wellington-Burnham Lecture Committee
2013–14: Tufts Economics Department, Search Committee
2013–14: Tufts Economics Department, Junior Faculty Seminar Committee (joint with Fletcher)

TEACHING EXPERIENCE:

Tufts University “Behavioral Economics” (undergraduate): Fall 2013, Spring 2015, Spring 2016,
Spring 2018, Fall 2018, Spring 2019, Fall 2019, Fall 2020, Spring 2021, Fall 2021
Tufts University “Intermediate Economics” (undergraduate): Fall 2013, Spring 2014, Fall 2014
UCSD “Introductory Macroeconomics” (undergraduate): Spring 2011
Academic Connections Program UCSD “Introductory Macroeconomics” (high school): Summer 2010
and Summer 2011

ADVISING:

Doctoral committees:

2019: Jamilah Welch, PhD candidate at Tufts Fletcher School (committee member)

2018: Sarah Hijaz, DrPH at Tufts School of Medicine (committee member)

Masters theses:

2019: Ankriti Singh (advisor)

2016: Xinxin Lyu (advisor)

2016: Shihang Wang (reader)

2014: Tyler Hoppenfeld (reader), Samantha Katagiri (reader)

Undergraduate theses:

2022: Anoushka Kiyawat (advisor)

2021: Ty Vinick (advisor), Benjamin MacLean (reader)

2019: Noah Weinflash (reader)

2016: Kyoko Yamamoto (reader), Barnard College

2015: Joseph Reiff (reader)

2014: Janet Rubin (reader), Emily Rourke (reader)

Undergraduate senior projects/independent studies:

2020: Rebecca Baron

2019: Zachary Sebak

2015: Eitan Schenthal

2014: Maxwell Levitin, Darcy Covert, Thomas Taglifero, Nicole Schilling, Isabelle Vrod

RELEVANT POSITIONS HELD:

2018–present: Barnard College, Columbia University: Class Agent team member

2004–07: Research Associate, LECG Corporation: Expert Services and Consulting Firm