

Curriculum Vitae

Lise Vesterlund

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- 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** Public Economics, Applied Microeconomics, Behavioral and Experimental Economics.
- Employment** Assistant Professor, Iowa State University, 1997-present
Visiting Assistant Professor, Center of Philanthropy and Dept. of Econ. at IUPUI, Fall 1999.
Visiting Assistant Professor, Harvard Business School, Aug. 2000-2001.
- Publications** “Which is the Fair Sex? On Male-Female Differences in Altruism,” with James Andreoni,
forthcoming *Quarterly Journal of Economics*.
- “Are Children Better Behaved than Adults? Age, Experience, and the Endowment Effect” with
William Harbaugh and Catherine Krause, *Economics Letters*, 2001, 175-181.
- Working Papers**
- “The Informational Value of Sequential Fundraising,” second revise and resubmit at *Journal of
Public Economics*.
- “What Makes an Allocation Fair? Some Experimental Evidence,” with J. Andreoni and P. Brown,
February 1999, revise and resubmit at *Games and Economic Behavior*.
- “Probability Weighting by Children and Adults,” with William Harbaugh and Catherine Krause,
under review.
- “Provision Point Mechanism: A Case of Over Provision of Public Goods” with Massimo Morelli,
under review.
- “The Carrot or the Stick: Rewards, Punishments, and Cooperation” with James Andreoni and
William Harbaugh.
- “Cascades and Strategic Manipulation,” with Subir Bose.
- “The Effects of Risk Aversion on Job Matching: Can Differences in Risk Aversion Explain the
Wage Gap?” December 1997.
- “Is WTA-WTP Larger for a Quantity Change than for a Price Change?” June 1997.

Work in Progress

“Optimal Pricing in Cascade-Prone Environments,” with Subir Bose and Gerhard Orosel.

“Donations over Time - Learning or Original Intent?” with Martin Sefton and Richard Steinberg.

“Signaling the Quality of a Public Good,” with Martin Sefton.

“Couples and Risk Aversion” with William Harbaugh and Catherine Krause.

“Company Generosity and Matched Contributions,” with Laura Razzolini.

“A Simple Test of Regressive Probability Weighting and Cumulative Prospect Theory,” with William Harbaugh and Catherine Krause.

Book chapters:

“Why do People Give?” in R. Steinberg and W. W. Powell eds., *The Nonprofit Sector*, 2nd edition, in progress.

Grants:

National Science Foundation Grant, on sequential fundraising, 1999-2001.

MacArthur Foundation Grant, on risk, w/ W. Harbaugh and K. Krause, 1999-2001.

Russell Sage Foundation, grant awarded to arrange conference on behavioral economics, 1999.

Invited Scholar at the Center of Philanthropy and the Economics Department at IUPUI, Fall 1999.

Knud Hoejgaards Scholarship, 1993.

University of Copenhagen, University Scholarship, 1992.

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 and Fall 1995.

Presentations at Conferences

“The Carrot or the Stick: The Role of Rewards and Punishments in Enforcing Fairness in Experiments,” Economics Science Association, Tucson 2000, ASSA, 2001

“Probability Weighting by Children and Adults,” Economics Science Association, Tucson 2000.

“Provision Point Mechanism: A Case of Over Provision of Public Goods,” ARNOVA 1999, Midwest Math Econ, October 1999, Econometrics Society Winter Meetings, 2000.

“What Makes an Allocation Fair? Some Experimental Evidence,” Economics Science Association Meetings, May 1999, WINE, June 1999, RSF Conference on Behavioral Economics, Aug. 1999.

“The Endowment Effect in Children,” Economics Science Association Meetings, October 1998.

“The Informational Value of Sequential Fundraising,” invited, Annual Midwest Economics Meeting, March 1998. JPET conference, May 1998. NASM conference, June 1998. Midwest Math Econ, October 1998.

“Fairness, Selfishness and Selfish Fairness: Experiments on Games with Unequal Payoffs,” Economics Science Association Meetings, September 1997.

“Which is the Fair Sex? On Male-Female Differences in Altruism,” Economics Science Association Meetings, October 1996. Behavioral Economics Summer Institute, July 1997. AEA, January 1999

“The Effects of Risk Aversion on Job Matching: Can Differences in Risk Aversion Explain the Wage Gap?” Invited, Southern Economics Meeting, November 1998. Invited, MacArthur Foundation Risk Meeting, January 1999.

“On Games with Unequal Payoffs: Experiments on the Sequential Provision of Public Goods,” invited, ASSA Meetings, January 1997.

Other Professional Activities:

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

Co-Organizer of RSF Conference on Behavioral Economics.

Referee for The American Economic Review, National Science Foundation, Economic Inquiry, Economic Theory, Journal of Public Economic Theory, RAND, Journal of Human Resources, Experimental Economics, and Southern Economic Journal.

Teaching Experience

Iowa State University

Graduate Public Finance, Spring 1998, 2000
Intermediate Microeconomic Theory, Fall 1997, Spring 1999
Undergraduate Public Finance, Spring 2000

University of Wisconsin-Madison:

Graduate Microeconomic Theory (Teaching Assistant), Fall 1994-Fall 1995.
Quantitative Methods for Public Policy (Teaching Assistant), Spring 1994.

Copenhagen Business School

Micro and Macro Economics for MBA's (Lecturer)

University of Copenhagen:

Introductory Micro Economics (Teaching Assistant).

References:	James Andreoni University of Wisconsin 1180 Observatory Drive Madison, WI 53706	Alvin Roth Harvard University 316 Littauer Hall Cambridge, MA 02138	Al Slivinski University of Western Ontario Dept. of Economics London, CANADA N6A 5C2
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