

David Lewis Dickinson

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EDUCATION

- Ph.D. in Economics, University of Arizona, 1997.
- M.A. in Economics, University of Arizona, 1993.
- B.A. in Spanish, Western Washington University, 1990.

RESEARCH INTERESTS

- Experimental and Behavioral Economics, Labor Economics, Sleep and Decision Making.

TEACHING INTERESTS

- Labor economics, Microeconomics, Experimental economics, Principles of econ.

PROFESSIONAL POSITIONS/AFFILIATIONS

- Professor of Economics, Appalachian State University*: 2010-present.
- Research Fellow, (IZA) Institute of Labor Economics, Bonn (Germany)*: 2014-present. <http://www.iza.org/profile?key=1792>
- Research Affiliate, Argyros School of Business and Economics – Economic Science Institute (ESI)*: 2015-present.
- Senior Research Fellow, CERPA (Center for Economic Research and Policy Analysis), Appalachian State University*: 2012-present.

PAST POSITIONS/AFFILIATIONS

- WCOB Dean's club professorship, Appalachian State University*: 2010-2014
- Associate Professor of Economics, Appalachian State University*: 2004-2010.
- Invited Professor, GATE – University of Lyon/CNRS affiliated (France)*, April-May 2006 and May-June 2002 (1-month each stay).
- Assistant Professor of Economics and Management & Human Resources Utah State University*, 1999-2004.
- Visiting Assistant Professor of Economics, Colgate University*, 1997-1999.

HONORS/AWARDS

- 2012: Invited Professor at University of Rennes. Teach short course for Masters and Ph.D. students and engage in collaborative research.
- 2010-2014: Dean's Club Professorship appointment: Walker College of Business, Appalachian State University (2-year appointment, renewable one)
- 2008: Excellence in Research Award: Walker College of Business, Appalachian State University (1 research award given per year).
- 2006: Invited Professor at GATE – University of Lyon/CNRS affiliated (1-month).
- 2006: Canadian Agricultural Economics Society: Outstanding journal article competition for 2005; *Honorable mention* award for the article "Traceability in the Canadian Red Meat Sector: Do Consumers Care?" (with J. Hobbs, D. Bailey, and M. Haghiri) *Canadian Journal of Agricultural Economics*, 53: 47-65.

- 2003: Management and Human Resources department Researcher of the year, Utah State University
- 2003: Invited participant: 6th Annual Japanese-American Beckman Frontiers of Science Symposium in Kanagawa, Japan (symposium co-sponsors: U.S. National Academy of Sciences, Japan Society for the Promotion of Sciences).
- 2002: Economics department Researcher of the year, Utah State University
- 2002: Management and Human Resources department Researcher of the year, Utah State University (independent election process from Econ. dept.)
- 2002: Invited Professor at GATE – University of Lyon/CNRS affiliated (1-month).
- 1999: ANBAR electronic intelligence **CITATION of EXCELLENCE*** award for highest quality rating for article “Absolute and Relative Rewards for Individuals in Team Production” co-author R. Mark Isaac, in *Managerial and Decision Economics*, 19, 1998: 299-310.

EXTERNAL GRANTS (as PI or co-PI)

- 2017-2020: *National Science Foundation, PI*, SES #1734137: \$399,038. With Dave Bruner and Dave McEvoy to study how sleep restriction impacts strategic decisions.
- 2012-2016: *National Science Foundation, PI*, BCS-1229067: \$405,628. With Todd McElroy to study how sleep restriction and circadian timing affect decision processes.
- 2008-2011: *National Science Foundation, PI*, SES #0727794: \$750,000 collaborative proposal with UC-San Diego, ASU, and US Air Force Academy to study effects of sleep deprivation on decision making under uncertainty (\$69,000 of grant directly to ASU – I was PI of the ASU grant for this collaboration).
- 2003-2004: *National Science Foundation, PI*, SES #0316414: \$44,000. With Lynn Hunnicutt to study the role of nonbinding suggestions on dispute resolution using experiments.
- 2002: *National Science Foundation, PI*, SES # 0133231: \$56,000 for research on the role of expectations in dispute rates using experimental economics.
- 2001-2003: *USDA National Research Initiative, co-PI*, with DeeVon Bailey (PI). \$160,000 for experimental work on valuing food traceability.
- 2000: *Utah Department of Agriculture and Food, co-PI*, with DeeVon Bailey and Von T. Mendenhall. \$44,670 for experimental work on valuing food traceability
- 1995: *Russel Sage Foundation Grant, PI*. \$1000 for experimental research on work team motivation.

INTERNAL GRANTS

- 2011: University Research Council, Appalachian State University. \$2250 with Scott Collier to study decision making post-exercise (using experiments)
- 2008: Research Development Award, Appalachian State University. \$25,000 with Todd McElroy to study sleep loss and circadian effects on decision making.

- 2008: Foundation Faculty Travel Study Grant, Appalachian State University. \$5500 from the endowment fund of the ASU Foundation.
- 2006: Faculty foreign matching travel grant, Appalachian State University. \$1900 from the Office of International Programs.
- 2004-2005: University Research Council, Appalachian State University. \$2,456 to study bargaining under uncertainty (using experiments).
- 2000: Utah State University *New Faculty Grant* (competitive). \$15,000 for research on arbitration and dispute resolution using experimental economics
- 1999: *Colgate University Major Grant* (competitive), with J. Tiefenthaler. \$3000 for experimental economics research on fairness

REFEREED PUBLICATIONS

- Dickinson, David L, and Todd McElroy (2017) "Sleep restriction and circadian effects on social decisions." *European Economic Review*, 97(August): 57-71.
- Dickinson, David L, Sean P. A. Drummond, and Todd McElroy (2017) "The viability of an ecologically valid chronic sleep restriction and circadian timing protocol: An examination of sample attrition, compliance, and effectiveness at impacting sleepiness and mood." *PLoS ONE*, 12(3): e0174367.
- Poudel, Govinda, Anjan Bhattarai, David L. Dickinson, and Sean P.A. Drummond (2017) "Neural correlates of decision making during a Bayesian choice task." *NeuroReport*, 28(4): 193-199.
- Castillo, Marco, David L. Dickinson, and Ragan Petrie (2017) "Sleepiness, choice consistency, and risk preferences." *Theory and Decision*, 82(1): 41-73. DOI:10.1007/s11238-016-9559-7
- Dickinson, David L, Joe Cazier, and Thomas Cech (2016) "A practical validation study of a commercial accelerometer using good and poor sleepers." *Health Psychology Open*, July-December. DOI: 10.1177/2055102916679012
- Oaxaca, Ronald L., and David L. Dickinson (2016) "Symmetric Experimental Designs: Conditions for Equivalence of Panel Data Estimators." *Journal of the Economic Science Association*, 2: 85-95.
- Dickinson, David L., Sean P. A. Drummond, and Jeffrey Dyche (2016) "Voluntary sleep choice and its effects on Bayesian decisions." *Behavioral Sleep Medicine*, 14(5): 501-513. DOI: 10.1080/15402002.2015.1028064
- Dickinson, David L., David Masclet, and Marie Claire Villeval (2015) "Norm enforcement in social dilemmas: An experiment with police commissioners." *Journal of Public Economics*, 126: 74-85.
- McElroy, Todd, David L. Dickinson, Nathan Stroh, and Christopher A. Dickinson (2015) "The physical sacrifice of thinking: Investigating the relationship between thinking and physical activity in everyday life." *Journal of Health Psychology*, 21(8): 1750-1757.
- Dickinson, David L., and John Whitehead (2015) "Dubious and Dubiouser: Contingent Valuation and the Time of Day" *Economic Inquiry*, 53(2): 1396-1400. DOI 10.1111/ecin.12161

- Dickinson, David L, and David Masclet (2015) "Emotion Venting and Punishment in Public Good Experiments." *Journal of Public Economics*, 122: 55-67.
- Dickinson, David L, Glenn Dutcher, and Courtney Rodet (2015) "Observed Punishment Spillover Effects: A Laboratory Investigation of Behavior in a Social Dilemma" *Experimental Economics*, 18(1): 136-153. DOI 10.1007/s10683-014-9399-7
- Fairbrother, Kimberly, Ben Cartner, Jessica R Alley, Chelsea D Curry, David L. Dickinson, David M. Morris, Scott R. Collier (2014) "Effects of exercise timing on sleep architecture and nocturnal blood pressure in prehypertensives." *Vascular Health and Risk Management*, 10:691-698.
- Dickinson, David L, Todd McElroy, and Nathan Stroh (2014) "Impact of Glucose on Bayesian v. Heuristic-based Decision Making" *Journal of Neuroscience, Psychology, and Economics*, 7(4): 237-247.
- Dickinson, David L, and Ronald Oaxaca (2014) "Wages, Employment, and Statistical Discrimination: Evidence from the Laboratory" *Economic Inquiry*, 52(4): 1380-1391.
- Dickinson, David L., and Todd McElroy (2012) "Circadian effects on strategic reasoning." *Experimental Economics*, 15(3): 444-459. DOI 10.1007/s10683-011-9307-3
- Dickinson, David L., and Marie Claire Villeval (2012) "Job allocation rules and sorting efficiency: Experimental Outcomes in a Peter Principle Environment." *Southern Economic Journal*, 78(3): 842-859.
- Dickinson, David L., and Robert J. Oxoby (2011) "Cognitive dissonance, pessimism, and behavioral spillover effects." *Journal of Economic Psychology*. 32(3): 295-306. DOI: 10.1016/j.joep.2010.12.004
- McElroy, Todd. and David L. Dickinson (2010) "Thoughtful days and valenced nights: How much will you think about the problem?" *Judgment and Decision Making*, 5(7): 516-523.
- Dickinson, David L. and Todd McElroy (2010) "Rationality Around the Clock: Sleep and Time-of-Day Effects on Guessing Game Responses." *Economics Letters*, 108(2): 245-248. DOI: 10.1016/j.econlet.2010.04.029
- Anderson, Clare. and David L. Dickinson (2010) "Bargaining and Trust: The Effects of 36hr Sleep Deprivation on Socially Interactive Decisions." *Journal of Sleep Research*, 19: 54-63. DOI: 10.1111/j.1365-2869.2009.00767.x
- Dickinson, David L. and Lynn Hunnicutt (2010) "Nonbinding Suggestions: The Relative Effects of Focal Points versus Uncertainty Reduction on Bargaining Outcomes." *Theory and Decision*, 69(4): 615-634. DOI: 10.1007/s11238-009-9156-0
- Dickinson, David L., and Ronald L. Oaxaca. (2009) "Statistical Discrimination in Labor Markets: An Experimental Analysis." *Southern Economic Journal*, 76(1): 16-31.

- Dickinson, David L. (2009) "The Effects of Beliefs versus Risk Attitude on Bargaining Outcomes." *Theory and Decision*, 66(1): 69-101.
- Dickinson, David L. (2009) "Experiment Timing and Preferences for Fairness." *Journal of Socio-Economics*, 38: 89-95.
- Dickinson, David L., and Marie Claire Villeval (2008) "Does Monitoring Decrease Work Effort? The Complementarity Between Agency and Crowding-Out Theories." *Games and Economic Behavior*, 63(1): 56-76.
- Dickinson, David L., and Sean P.A. Drummond (2008) "The Effects of Total Sleep Deprivation on Bayesian Updating." *Judgment and Decision Making*, 3(2): 181-90.
- McKenna, Benjamin., David L. Dickinson, Henry Orff, and Sean P.A. Drummond (2007) "The Effects of One-Night of Sleep Deprivation on Known-Risk and Ambiguous-Risk Decisions." *Journal of Sleep Research*, 16(3): 245-52.
- Dickinson, David L. (2006) "On-the-Job Leisure as a Cause of Asymmetric Observed-Effort Distributions." *Managerial and Decision Economics*, special issue: Experimental Economics, 27(6): 435-44.
- Dickinson, David L. (2006) "The chilling effect of optimism: The case of final-offer arbitration." *Journal of Socio-Economics*, 35(1): 17-30.
- Dickinson, David L., and DeeVon Bailey (2005) "Experimental Evidence on the Willingness-to-Pay for Red Meat Traceability in the United States, Canada, the United Kingdom, and Japan." *Journal of Agricultural and Applied Economics*, 37(3): 537-48. (lead article)
- Dickinson, David L. (2005) "Bargaining Outcomes with Double-Offer Arbitration." *Experimental Economics*, 8: 145-66.
- Dickinson, David L., and Lynn Hunnicutt (2005) "Does Fact-Finding Promote Settlement? Theory and a Test." *Economic Inquiry*, 43(2): 401-16.
- Hobbs., Jill E., Bailey, Deevon., Dickinson, David L., and Morteza Haghiri. (2005) "Traceability in the Canadian Red Meat Sector: Do Consumers Care?" *Canadian Journal of Agricultural Economics*, 53(March): 47-65.
- Dickinson, David L. (2004) "A Comparison of Conventional, Final-Offer, and 'Combined' Arbitration for Dispute Resolution" *Industrial and Labor Relations Review*, 57(2): 288-301.
- Parkhurst, Gregory, Jason Shogren, and David L. Dickinson (2004) "Negative Values in Vickrey Auctions." *American Journal of Agricultural Economics*, 86(2): 222-35.
- Dickinson, David L. (2003) "An Illustrated Example of the Effects of Risk Preferences and Expectations on Bargaining Outcomes." *Journal of Economic Education*, 33(2): 169-180.
- Bailey, DeeVon, Eluned Jones, and David L. Dickinson (2002) "Knowledge Management: A New Frontier in the Global Food System: Knowledge Management and Comparative International Strategies on

- Vertical Information Flow in the Global Food System." *American Journal of Agricultural Economics*, 84(5) (December 2002): 1337-1344.
- Dickinson, David L., and J. Tiefenthaler (2002) "What is Fair? Experimental Evidence." *Southern Economic Journal*, 69(2): 414-28.
 - Dickinson, David L., and DeeVon Bailey (2002) "Meat Traceability: Are U.S. Consumers Willing To Pay for It?" *Journal of Agricultural and Resource Economics* 27(2): 348-364.
 - Dickinson, David L. (2002) "A Bargaining Experiment to Motivate Discussion on Fairness." *Journal of Economic Education*, 33(2): 136-51.
 - Dickinson, David L., and R. Verbeek (2002) "Wage Differentials between College Graduates With and Without Learning Disabilities." *Journal of Learning Disabilities*, 35(2): 175-184.
 - Dickinson, David L. (2001) "The Carrot vs. the Stick in Work Team Motivation" *Experimental Economics*, 4(1): 107-124.
 - Dickinson, David L. (2000) "Ultimatum Decision-Making: A Test of Reciprocal Kindness." *Theory and Decision*, 48: 151-177.
 - Dickinson, David L. (1999) "An Experimental Examination of Labor Supply and Work Intensities." *Journal of Labor Economics*, 17(4), part 1: 638-670.
 - Dickinson, David L., and R. Mark Isaac (1998) "Absolute and Relative Rewards for Individuals in Team Production." *Managerial and Decision Economics*, 19: 299-310
 - Dickinson, David L (1998) "The Voluntary Contributions Mechanism with Uncertain Group Payoffs." *Journal of Economic Behavior and Organization*, 35(4): 517-33.

OTHER PUBLICATIONS/POSTERS/CONFERENCE PAPERS/BOOK CHAPTERS

- Dickinson, David L (2014) "Dispute Resolution: The importance of Procedural details and information in determining a procedure's usefulness." in *IZA World of Labor*. Edited by K.F. Zimmermann. DOI 10.15185/izawol.71
- Dickinson, David L. and Todd McElroy (2010) "Paper Airplane Producers: Morning types vs. Evening types." *Annals of Improbable Research*, 16(1): 10-12.
- Kaur, S., McKenna, B.M., Dickinson, D.L., Drummond, S.P.A. (2010) "Gender differences in the impact of sleep deprivation on risky decisions." Abstract in *Sleep*, 33(suppl), pA92.
- Drummond, S.P.A., Jonelis, M.B., McKenna, B.S., Wang, R., Dickinson, D.L. (2009) "Impact of Sleep Deprivation on Decision Making: Behavior and Brain Function." Poster presented at the Military Health Research Forum, September 1, 2009.
- Cherry, Todd, and David L. Dickinson. (2008) "The Effect of Multiple Public Goods on Voluntary Contributions." in Experimental Methods, Environmental Economics, eds, Todd Cherry, Jason Shogren, Stephan Kroll: Routledge publishers, pp. 184-93.

- Drummond, S.P.A., Dickinson, D.L., Orff, H.J., McKenna, B.S. (2006) "Risk tolerance and decision making during total sleep deprivation." *Sleep*, 29(suppl1): A139.
- Dickinson, David L. and DeeVon Bailey (2002) "A Comparison Between U.S. and European Consumer Attitudes and Willingness to Pay for Traceability, Transparency, and Assurance for Port Products." In *Paradoxes in Food Chains and Networks* – Proceedings of the 5th International Conference on Chain and Network Management in Agribusiness and the Food Industry. Wageningen Academic Publishers, pp. 229-37
- Dickinson, David L. (2000) "Using Experiments to Highlight the Fairness/Efficiency Distinction." In proceedings of *Economics and the Classroom Conference*: Irwin/McGraw-Hill, pp. 51-61.

INVITED PRESENTATIONS (Econ dept. research seminar, unless otherwise noted)

- 2017: LISER labor economics institute (Luxembourg); GATE – University of Lyon and CNRS affiliated; Monash University (sleep science seminar); Monash University (economics department seminar); Queensland University of Technology (Brisbane).
- 2016: Chapman University (Economic Science Institute); University of Luxembourg (Institute for Health and Behavior); Appalachian State University; George Mason University; Texas A&M.
- 2015: University of Auckland; University of Canterbury; University of Sydney; University of Technology Sydney; Monash University (sleep science seminar)
- 2014: North Carolina State University; Chapman University; Florida Gulf Coast University; UC-San Diego (Sleep and Behavioral Neuroscience seminar), University of Rennes (France).
- 2013: University of Rennes (France); GATE – University of Lyon and CNRS (France) affiliated.
- 2012: University of Rennes (France); Appalachian State University.
- 2011: Davidson College (invited general lecture to Economics Majors); University of Rennes (France); University of Luxembourg (Dept. of Law, Economics, and Finance). Appalachian State University.
- 2010: JECO (*Journées de l'économie*). Invited speaker and panelist for session on "Emotions and Economic Decisions" (Lyon, France); GATE—University of Lyon and CNRS affiliated; University of Rennes (France).
- 2009: Invited symposium presentation at *SLEEP 2009* – the annual meetings of the Associated Professional Sleep Societies, LLC (APSS) (Seattle, WA); Davidson College (invited general lecture to Economics Majors); George Mason University (ICES lecture); Emory University; Appalachian State University (general lecture series on health related research)
- 2008: GATE – University of Lyon and CNRS affiliated; University of Luxembourg (Dept. of Law, Economics, and Finance); University of Calgary (Psychology dept. seminar); University of Arizona (Institute for Behavioral Economics);

- UC-San Diego (Sleep and Behavioral Neuroscience seminar); Davidson College (invited general lecture to Economics Majors)
- 2007: United States Air Force Academy (Behavioral Science and Leadership/Economics departments brown bag seminar); Virginia Commonwealth University; Utah State University
 - 2006: Quinnipiac-Yale Dispute Resolution Workshop; UC-San Diego (Sleep and Behavioral Neuroscience seminar); GATE – University of Lyon and CNRS affiliated; TEAM – University of Paris (Sorbonne/Pantheon) and CNRS affiliated
 - 2005: University of Alabama; University of Calgary; Appalachian State University
 - 2004: GATE – University of Lyon and CNRS affiliated; Appalachian State University
 - 2003: Florida State University; University of Arkansas; Utah State University
 - 2002: GATE – University of Lyon and CNRS affiliated; University of Saskatchewan (department of Agricultural Economics)
 - 2001: University of Arizona; Utah State University; CIRANO (University of Montreal affiliated); Colgate University/Hamilton College
 - 2000: University of Arizona
 - 1999: Colgate University/Hamilton College; Utah State University

CONFERENCE/WORKSHOP PRESENTATIONS

- 2016 *Economic Science Association* fall regional meetings in Tucson, AZ.
- 2015 *Society for Judgment and Decision Making*, Chicago, IL.
- 2014 *Society for Judgment and Decision Making*, Long Beach, CA.
- 2014 *Appalachian Regional Business Symposium*, Johnson City, TN.
- 2013 *Economic Science Association* fall regional meetings in Santa Cruz, CA.
- 2013 *Florence Workshop on Experimental Economics*, Florence, Italy
- 2012 *Economic Science Association* fall regional meetings in Tucson, AZ.
- 2011 *Economic Science Association* fall regional meetings in Tucson, AZ.
- 2010 *National Science Foundation Human and Social Dynamics* awardee conference (Washington, D.C.)
- 2010 *Economic Science Association* international meetings (Copenhagen, Denmark).
- 2009 *Economic Science Association* international meetings (Washington, D.C.).
- 2008 *Economic Science Association* fall European meetings at GATE (Lyon, France).
- 2007: *Economic Science Association* fall regional meetings in Tucson, AZ.
- 2007: *Economic Science Association* international meetings in Rome, Italy.
- 2006: *Economic Science Association* fall regional meetings in Tucson, AZ.
- 2006: *Economic Science Association* international meetings in Atlanta, Georgia.
- 2005: *Economic Science Association* international meetings in Montreal, Canada
- 2004: *Economic Science Association* international meetings in Amsterdam, the Netherlands.
- 2003: *6th Annual Japanese-American Frontiers of Science Symposium*. Kanagawa, Japan. Poster presentation as invited participant by National Academy of Sciences.
- 2003: *Economic Science Association* regional meetings in Tucson, AZ.

- 2003: *Society for the Advancement of Behavioral Economics*, annual meetings in Lake Tahoe.
- 2003: *Economic Science Association* international meetings in Pittsburgh, PA.
- 2001: *Economic Science Association* regional meetings in Tucson, AZ.
- 2001: *Economic Science Association* annual meetings, Barcelona, Spain.
- 2001: *Western Economic Association* annual meetings, San Francisco, California.
- 2000: *Economic Science Association* annual meetings, New York, New York.
- 2000: *Western Economic Association* annual meetings, Vancouver, B.C., Canada.
- 2000: *Economics in the Classroom* meetings, Pocatello, Idaho.
- 1999: *Economic Science Association* Fall meetings, Grenoble, France.
- 1998: *Economic Science Association* Fall meetings, Tucson, AZ.
- 1997: *Economic Science Association* Fall meetings, Tucson, AZ.
- 1996: *Economic Science Association* Fall meetings, Tucson, AZ.
- 1996: *Public Choice Meetings*, Houston, TX.
- 1995: *Economic Science Association* Fall meetings, Tucson, AZ.

OTHER/PROFESSIONAL SERVICE

- Ad Hoc journal article reviewer for: *Science; PLOS ONE; American Economic Review; Journal of Political Economy; Quarterly Journal of Economics; Review of Economic Studies; The Economic Journal; Games and Economic Behavior; Experimental Economics; Journal of Labor Economics; European Economic Review; Industrial and Labor Relations Review; Psychological Science; Journal of Neuroscience, Psychology, and Economics; Journal of Law, Economics, and Organization; Journal of Economic Behavior and Organization; Psychological Science; Theory and Decision; Economic Inquiry; Management Science; Journal of Public Economics; Economic Theory; Journal of Economic Psychology; Public Choice; Journal of the Economic Science Association, The Journal of Legal Studies; International Review of Law and Economics; Southern Economic Journal; Journal of Socio-Economics; Journal of Public Economic Theory; Journal of Agricultural and Resource Economics; Labour Economics; International Game Theory Review; Games; Managerial Economics; Eastern Economic Journal; B.E. Press Journal of Economic Analysis and Policy; Judgment and Decision Making; Social Choice and Welfare; Journal of Empirical Legal Studies; Economics and Human Behavior; Revue Economique; Journal of Behavioral and Experimental Economics; European Review of Agricultural Economics.*
- Ad Hoc grant proposal reviewer for: *The National Science Foundation, Social Sciences and Humanities Research Council of Canada*
- Special Editor for Research in Experimental Economics, Volume 6.
- Podcast interview for the Emergency Medical Service Agency Research Network for Quality and Safety Improvement (EMSARN).
- Live (in Spanish) interview for Blu Radio (Bogotá, 2017)