

## Curriculum Vitae

### Lise Vesterlund

University of Pittsburgh  
4919 Posvar Hall  
Pittsburgh, PA 15260  
phone: 412-648-1794  
fax: 412-648-1793  
[vester@pitt.edu](mailto: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, Labor and Public Economics

### Principal Employment

Andrew W. Mellon Professor, University of Pittsburgh, Sept. 2009-  
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  
Assistant Professor, Iowa State University, Sept. 1997- Aug. 2001

### Other Appointments

WAPP Fellow, Kennedy School, Harvard University, Sept-Oct 2025  
Visiting Professor, Department of Economics, UC Berkeley, Nov-Dec 2025  
Behavioral Economics Design Initiative (BEDI): Founding Director, 2022-  
Pittsburgh Experimental Economics Laboratory (PEEL): Director, 2015-2025  
National Bureau of Economic Research: Research Associate, 2011-  
Amazon Scholar, Jan 2023 – May 2024  
Visiting Professor, FAIR- NHH Norwegian School of Economics, January 2018-  
Chair, Department of Economics, University of Pittsburgh, Sept. 2015-August 2018  
Geoff Harcourt Visiting Professor, University of Adelaide October 2014  
Affiliate Faculty, Center for Experimental Economics, University of Copenhagen, 2008-  
2011  
Associate Member, Center of Economic and Business Research, Copenhagen Business  
School, 2005-2010  
Visiting Assistant Professor, HBS, Harvard University, Aug. 2000- July 2001  
Visiting Assistant Professor, Center of Philanthropy and Dept. of Econ., IUPUI, Fall  
1999

### Editorial Positions

*Journal of Economic Perspectives*, Associate Editor (2022- )  
*Journal of Economic Behavior and Organization*, Honorary Editor (2022- )  
*Experimental Economics*, Associate Editor (2009- )  
*Journal of the Economics Science Association*, Associate Editor (2014- )  
*American Economic Journal: Policy*: Associate Editor (2018 - 2021)

*American Economic Review*, Associate Editor (2011 - 2014)  
*Journal of Public Economics*, Associate Editor (2008-2010), Co-Editor (2010-2012), Guest Editor 2013.  
*Journal of Economic Literature*, Board of Editors (2010 - 2013)  
*Journal of the European Economic Association*, Associate Editor (2010 - 2011)  
*Journal of Economic Behavior and Organization*, Associate Editor, (2005-2010)  
*Journal of Public Economic Theory*, Guest Editor 2010

## Books

“The No Club: Putting a Stop to Women’s Dead-End Work,” with Linda Babcock, Brenda Peyser, and Laurie Weingart, 2022, Simon and Schuster (also published in the UK by Little Brown, 2022; in the Netherlands by Business Contact, 2022; in Denmark by Lindhardt og Ringhoff, 2023; in China by China Machine Pres, forthcoming).

## Honors

Keynote, *Economic Science Associate European Meetings*, 2008, Lyon  
 Keynote, Maastricht Behavioral and Experimental Economics Symposium, 2012, Maastricht  
 Keynote, 8th *Nordic Conference* on Behavioral and Experimental Economics, Stockholm, September 2013.  
 Speaker, Professional Business Women of California, 25<sup>th</sup> anniversary, San Francisco, May 2014.  
 Keynote, *The Australia and New Zealand Workshop on Experimental Economics*, Adelaide October 2014  
*Geoffrey Harcourt Lecture*, University of Adelaide, October 2014  
 The Association Lecture, *The Southern Economic Association Meeting*, Atlanta, November 2014  
 Distinguished Speaker, CESifo Venice, 2016, *The Economics of Philanthropy*  
 Keynote, Tiber 2016, Tilburg  
 Distinguished Lecture NSF/SBE, 2017  
 Distinguished visitor, UCSD, San Diego 2017  
 Keynote, the 4<sup>th</sup> Science of Philanthropy Initiative Conference, University of Chicago, 2017  
 Keynote, the Science of Diversity and Inclusion Initiative Conference, University of Chicago, 2017  
 Plenary speaker, Canadian Economics Association, McGill University, Montreal, June 2018  
 Keynote, Annual DGPE Workshop, Denmark, 2018  
 Eminent Research Scholar, Melbourne, The University of Melbourne, December 2018  
 Keynote, Asia-Pacific Meeting of the Economics Science Association, January 2019  
 Public Lecture, NYUAD Institute, January 2019  
 University Lecture, Claremont Graduate School and Claremont Colleges, February 2019  
 Public Lecture, University of Massachusetts, Amherst, March 2019  
 Keynote speaker, Bogotá Experimental Economics Conference (BEEC), 2020  
 Keynote, Economic Science Association World Meeting, New York, May 2020, moved to ESA Global virtual meetings September 2020  
 Keynote, 25th Annual Latin American and Caribbean Economic Association (LACEA) Meeting, November 2020  
 Keynote, "Women in Economics - where to go from here", University of Copenhagen, Denmark, November 2020  
 Chancellor’s Distinguished Research Award, University of Pittsburgh 2021  
 Keynote Unicredit Gender Inequality Conference, Bocconi, Milan, October 2022  
 Keynote, Annual Meeting of the Italian Economic Society, Turin, October 2022  
 Keynote, ECONnect, Zurich, November 2022

Keynote, Female Empowerment Maastricht Conference, Maastricht, December 2022  
 Keynote, Copenhagen Business School, Copenhagen, December 2022  
 Keynote, Japanese Economic Association keynote, May, 2023  
 Keynote, European Economic Association Congress, Barcelona, August 2023  
 Kavli Plenary Lecture, The Annual Society for Neuroeconomics Conference, Vancouver, October 2023  
 Keynote 5th GeFam Conference, São Paulo, Brazil, September 2024  
 London School of Economics Public Lecture, November 2024  
 Honorary Doctorate, Copenhagen Business School, March 2025  
 Annual Lecture, Smith College, March 2025  
 Keynote, Trends in Psychology Summit (TiPS), Harvard University, May 2025  
 Keynote, ESA World Meeting, Beijing, China, June 2025  
 Keynote, BEAT, Beijing, China, June 2025

## Talks

**Academia:** Alabama, Berkeley, Bocconi, Boston University, Brown, Caltech, Case Western, Carnegie Mellon, Chatham, Chicago, Copenhagen Business School, Cornell, Duke, Federal Reserve, Florida, Florida State, George Masson University, George Washington, Georgia State, Harvard, HBS, Harvard Kennedy School, Indiana, Iowa State University, Iowa, IUPUI, Johns Hopkins, Kenyon, King's College, London School of Economics, London Business School, Maryland, Melbourne, Michigan, Michigan State University, Minnesota, Mississippi, Monash, NHH, NYU, NY Fed, Ohio State, Oregon, Oxford, Penn State, Queensland, Rutgers, Stockholm School of Economics, Stockholm, SDU, Smith College, SUNY Albany, Syracuse, Tennessee, Texas A&M, UBC, UCSB, UCSD, USC, UT Dallas, UCLA, UMass Amherst, VCU, Vienna University of Economics and Business, Wharton, Wisconsin, Zurich.

**Sample organizations:** Accenture, Activision, Amazon, Deloitte, DM, Facebook, Genetech, Gilbarco Veeder-Root, Google, Grundfos, LinkedIn, Keller Williams, Mount Sinai Hospital, Naval Nuclear Laboratory, Novo Nordisk, Novozymes, O'Melveny & Myers LLP, PayPal, PNC, Price Waterhouse Cooper, Rockwool, Wintershall Dea, UPMC, Vanguard.

## Google Scholar

17,995 citations; 41 h-index, 46 i10-index

## Article Publications

"Experimenter Demand Effects," with Jonathan de Quidt and Alistair Wilson. *Forthcoming Handbook of Experimental Methods in the Social Sciences*, Edward Elgar Publishing. Edited by Alex Rees-Jones.

"Evaluating Behavioral Incentive Compatibility: Insights from Experiments." with David Danz and Alistair Wilson, *Journal of Economic Perspectives*, 2024, 38 (4): 131–54.

"Gender differences in negotiation: Can interventions reduce the gap?" with Maria Recalde. *Annual Review of Economics*, 2023, 15: 633-657.

"Motives to Give in Economics and Psychology: A Step Toward Unification," with Mark Wilhelm. *Journal of Economic Behavior and Organization*, 2023, 216: 354-365.

"Belief Elicitation and Behavioral Incentive Compatibility," with David Danz and Alistair J. Wilson. *American Economic Review*, 2022, 112 (9): 2851-83.

“Gender differences in negotiation and policy for improvement” with Maria Recalde, *Bargaining: Current Research and Future Directions*, edited by Kyle Hyndman and Emin Karagozoglu, 1st ed. 2022 edition Palgrave MacMillan

“Gender Differences in Negotiation: Evidence from the Real-Estate Market,” with Steffen Andersen, Julie Marx, Kasper Meisner Nielsen, *Economic Journal*, 131 (638), August 2021, p 2304-2332.

“Knowing When to Ask: The Cost of Leaning In” with Christine Exley and Muriel Niederle. *Journal of Political Economy*, 128, no. 3 (March 2020): 816-854

“Experimenter Demand Effects,” (with Johnathan de Quidt and Alistair Wilson). Published July 2019 *Handbook of Research Methods and Applications in Experimental Economics* (Edward Elgar Pub., edited by Arthur Schram and Aljaz Ule)

“Error Prone Inference from Response Time: The Case of Intuitive Generosity,” with Maria Recalde and Arno Riedl, *Journal of Public Economics*, 160, 2018, pp. 132-147.

“Charitable Giving in the Laboratory Advantages of the Piecewise Linear Public Goods Game, with Michael Menietti and Maria P. Recalde, *Economic of Philanthropy* - MIT Press. Edited Mirco Tonin and Kimberley Scharf. July 2018.

“Why Do People Give? Testing Pure and Impure Altruism,” with Mark Ottoni-Wilhelm and Huan Xie, *American Economic Review*, 107(11), November 2017, pp. 3617-33.

“Mixed Signals: Charity Reporting When Donations Signal Generosity and Income,” with Anat Bracha, *Games and Economic Behavior*, July 2017, Volume 104, p. 24-42.

“Gender Differences in the Allocation of Low-Promotability Tasks: The Role of Backlash,” with Linda Babcock and Maria Recalde, *American Economic Review, P&P*, May 2017.

“Gender Differences in Accepting and Receiving Requests for Tasks with Low Promotability,” with Linda Babcock, Maria Recalde and Laurie Weingart, *American Economic Review*, March 2017, Volume 107, 3, p 714-747

“Using Experimental Methods to Understand Why and How We Give to Charity,” in J. Kagel and A. Roth (eds.), *The Handbook of Experimental Economics*, Vol. 2, Princeton: Princeton University Press, 2016.

“The Slider Task: An Example of Restricted Inference on Incentive Effects” with Felipe Augusto De Araujo, Erin Carbone, Lynn Conell-Price, Marli W. Dunietz, Ania Jaroszwicz, Rachel Landsman, Diego Lamé, Stephanie Wang, and Alistair J. Wilson, *Journal of the Economic Science Association*, May 2016, Volume 2, Issue 1, pp 1–12.

“The External Validity of Laboratory Experiments: The Misleading Emphasis on Quantitative Effects,” with Judd Kessler in *Handbook of Experimental Economic Methodology*, edited by Guillaume Frechette and Andrew Schotter, Oxford University Press, 2015.

“Gender differences in bargaining outcomes: A field experiment on discrimination” with Marco Castillo, Ragan Petrie and Maximo Torero, *Journal of Public Economics*, Volume

99, March 2013, Pages 35–48

“How Costly is Diversity? Affirmative Action in Light of Gender Differences in Competitive Attitudes,” with Muriel Niederle and Carmit Segal, *Management Science*, January 2013, 59, Pages 1-16

“Gender and Competition” with Muriel Niederle, *Annual Review of Economics*, September 2011, Vol. 3, pp. 601-630

“Seeds to Succeed? Sequential Giving to Public Projects,” with Anat Bracha and Michael Menietti, *Journal of Public Economics*, June 2011, 95 (5-6), 416-427

“The Effect of Status on Charitable Giving,” with Cagri Kumru, *Journal of Public Economic Theory*, August 2010, 12(4), 709-735

“The Fourfold Pattern of Risk Attitudes in Choice and Pricing Tasks,” with William Harbaugh and Kate Krause, *Economic Journal*, June 2010, v 120, 595-611

“Explaining the Gender Gap in Math Test Scores: The Role of Competition. *Journal of Economic Perspectives*, June 2010, 24(2): 129–44.

“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.

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

“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.

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

“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.

“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.

“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 publications**

“Saying No in Science Isn’t Enough” with Linda Babcock, Brenda Peyser, and Laurie Weingart, *Nature*, November 2022.

“Female Faculty: Beware the Non-Promotable Task” with Linda Babcock, Brenda Peyser, and Laurie Weingart, *Chronicle of Higher Education*, October 2022.

“Are You Taking on Too Many Non-Promotable Tasks?” with Linda Babcock, Brenda Peyser, and Laurie Weingart, *Harvard Business Review: Ascend*, April 2022

“Why Women Volunteer for Tasks that Don’t Lead to Promotions,” with Linda Babcock and Maria Recalde, *Harvard Business Review*, July 2018

“Introduction to issue on Leadership, Altruism and Social Organization” with Parkesh Chander and John Conley, *Journal of Public Economic Theory*, August 2010 (special issue edited with Ted Bergstrom, Parkash Chander, and John Conley)

#### **Working papers**

“The Effect of Work Assignment on Compensation and Negotiation” with Rania Gihleb and Rachel Landsman, *R&R Management Science*

“The Female Sensitivity Hypothesis: Evidence from Experimental Economics” with Felipe Araujo and Neeraja Gupta

“The Effect of Experimenter-Demand on Inference Across Populations” with David Danz, Marissa Lepper, Guillermo Lezama, Priyoma Mustafi, Lise Vesterlund, Yinxiao Wang Alistair J. Wilson K. Pun Winichakul

“Running Behavioral Lab Experiments Online: A Procedural Primer,” David Danz, Neeraja Gupta, Marissa Lepper, Lise Vesterlund, K. Pun Winichakul

“He'll Cheat Without Scruple, Who Can Without Fear: Gender Differences in Tax Evasion” with Steffen Andersen and Kasper Meisner Nielsen

“Gender and Competition: Evidence from Congressional Redistricting” with Daniel Jones and Randy Walsh

“Well Excuse Me! Replicating and Connecting Excuse-Seeking Behaviors” with Beatriz Ahumada, Yufei Chen, Neeraja Gupta, Kelly Hyde, Marissa Lepper, Will Mathews, Neil Silveus, Taylor Weidman, Alistair Wilson, K. Pun Winichakul and Liyang Zhou), February 2022

“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?”

### **Work in Progress**

“Early Onset of Gendered Work Assignments” with Alexander Cappelen, Sissel Jensen, Maria Recalde, Kjell Salvanes, and Bertil Tungodden

“Happiness as a Status Symbol” with Anat Bracha and Priyoma Mustafi

“Gendered Traits” with Maria Recalde

“Gender Differences in Debt Renegotiation” with Steffen Andersen, Thomas Krause, and Kasper Meisner Nielsen

“The Pure-Incentives Test: Applications to Proper Scoring Rules, Auctions, and Matching Markets, with David Danz and Alistair Wilson.

“Paying it forward: An experiment on an experimental college financing initiative,” with D. Danz, D. Huffman, R. Landsman, L. Vesterlund, S. Wang, A. Wilson, and K. Winichakul

“Collective Discrimination,” with Sevgi Yuksel and Shanti Manian

“Gender Bias in Group Decision Making” with Jay Schwarz, Pittsburgh

“Asking twice: An experimental investigation of a non-Stackelberg giving,” with David Klinowski

## **Grants**

National Science Foundation Grant, Collaborative Proposal: Time Allocation: Gender Differences in Propensity to Receive and Agree to Work-Related Requests, 2013-2016 (\$223,201)  
Science of Philanthropy Initiative, Sequential Giving, with David Klinowski, 2013-2014, (\$10,741)  
National Science Foundation Grant, Charitable Giving and Cooperation, 2010-2013 (\$276,640)  
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**

ESA Executive Committee. Section Head of Political Economy, 2004-2007, Member 2012-2015.

Association for the Study of Generosity in Economics (ASGE), Advisory Board member, 2013-

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

National Council for Research on Women, Corporate Circle Advisory Board Member, New York City, 2009-2012

National Science Foundation, Review Panel, 2004- 2006, 2021-

Econometric Society Program Committee (2004 North American Summer Meeting, 2014 Winter Meetings, 2015 World Congress)

Co-Organizer of "Women in the Workplace: Navigating the Labyrinth," CMU, Sept., 2015

Co-Organizer of conference on Experimental Economics, Stanford Institute for Theoretical Economics (2004-2025)

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

### **Student Advising (\*chair or co-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), Marie-Pierre Dagnies (Paris School of Economics Ph.D. 2009), Jipeng Zhang (Pitt Ph.D. 2011), Jonathan Lafky (Pitt Ph.D. 2011), Michael Menietti\* (Pitt Ph.D. 2011), Jay Schwarz\* (Pitt Ph.D. 2011), Daniel Jones\* (Pitt Ph.D. 2013), Steven Bosworth\* (Pitt Ph.D. 2013), Michael Legower (Pitt Ph.D. 2014), Maria Recalde\* (Pitt Ph.D. 2014), Hong Wu (Pitt Ph.D. 2015), David Klinowski\* (Pitt Ph.D. 2016), Rachel Landsman\* (Pitt Ph.D. 2018), Philip Rosenbaum (CBS Ph.D. 2019), Felipe Augusto de Araujo, Felipe (Pitt Ph.D. 2020), Mallory Avery (Pitt Ph.D. 2020), Pun Winichakul\* (Pitt Ph.D. 2022), Neeraja Gupta\* (Pitt Ph.D. 2023), Marissa Lepper\* (Pitt Ph.D. 2023), Priyoma Mustafi\* (Pitt Ph.D. 2025), Jiawei Lyu (Expected Pitt Ph.D. 2026).