

# JENNIFER PATE, PH.D.

ASSOCIATE PROFESSOR AND CHAIR

Loyola Marymount University  
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## Education

Ph.D. Economics	Purdue University Krannert School of Management Major Professors: John M. Barron, Dan Kovenock Committee: Timothy Cason, Stephen Martin	August 2005
M.S. Economics	Purdue University Krannert School of Management	December 2002
B.A. Economics	University of California, Davis Graduated with High Honors Minors: German and Organizational Studies	June 2001

## Academic Employment

Chair, Department of Economics  
Loyola Marymount University, May 2011-present

Associate Professor of Economics  
Loyola Marymount University, May 2011-present

Assistant Professor of Economics  
Loyola Marymount University, August 2005–May 2011

## Research and Teaching Expertise

Industrial Organization, Applied Microeconomics, Experimental and Behavioral Economics, Public Economics, Health Economics

## Grants

*Loyola Marymount University* Summer Research Grant, 2006, 2007, and 2009.  
*Loyola Marymount University* Faith and Justice Research Grant, 2008.  
*Russell Sage Foundation* Small Grants Program in Behavioral Economics, 2006.  
*Purdue Research Foundation* Dissertation Research Grant for 2004-2005.  
*Burton D. Morgan Center for Entrepreneurship* Experimental Research Grant, 2004.

## Teaching Areas and Experience

Econ 450: Industrial Organization

Econ 434: Experimental and Behavioral Economics

Econ 105: Accelerated Introduction to Economics (1-semester, Micro and Macro)

Econ 398: Oxford University Study Abroad Program, Summer 2007

Econ 110: Principles of Microeconomics

Econ 252: Principles of Macroeconomics (Purdue University)

Advised the Honors Thesis of Christopher Villela, "The Volunteer's Dilemma: Rewarding the Volunteer," Spring 2008

## Awards & Honors

- Loyola Marymount University *Economics Teacher of the Year*, 2011
- LMU *Crimson & Blue Awards, Outstanding Professor*, 2011
- Loyola Marymount University *Economics Teacher of the Year*, 2009
- Loyola Marymount University *Economics Teacher of the Year*, 2006
- Purdue University *CETA Excellence in Teaching Award*, 2005
- *Robert W. Johnson Award for Distinguished Research Proposal*, 2004
- Inducted as *Associate Fellow into the Purdue University Teaching Academy*, 2004
- *Krannert Award for Distinguished Teaching*, Spring 2002, 2003, 2004 & Fall 2002
- *Purdue University Graduate Student Distinguished Teaching Award*, Spring 2004
- *Krannert Deans Office Doctoral Service Award*, December 2003
- *Purdue University Award for Outstanding Teaching*, Fall 2002
- *Purdue University Ross Fellow*, 2001-2002
- *Omicron Delta Epsilon, Economics Honor Society*, Fall 2000
- *Golden Key National Honor Society*, Fall 2000
- *Order of Omega Honor Society*, Fall 2000

## Scholarship

Published peer-reviewed work

"Can Teams Help to Close the Gender Competition Gap?" with Andrew Healy, forthcoming at *Economic Journal*.

"Internet Auctions and Frictionless Commerce: Evidence from the Retail Gift Card Market," with Lesley Chiou, 2010, *Review of Industrial Organization*, v. 36, 295-304.

"An Experimental Examination of Competitor-Based Price Guarantees," with Shakun Datta, 2009, *Journal of Economic Behavior and Organization*, v. 70, 342-360.

"Asymmetry and Incomplete Information in an Experimental Volunteer's Dilemma," with Andrew Healy, 2009, In Anderssen, R.S., R.D. Braddock and L.T.H. Newham (eds) 18th World IMACS Congress and MODSIM09 International Congress on Modelling and Simulation, pp. 1459-1462. ISBN: 978-0-9758400-7-8.

Contributed "The Consumer Price Index" to the *Encyclopedia of American Government and Civics*, New York: Facts on File, 2009.

"Markets: Gift Cards," 2007, *The Journal of Economic Perspectives*, 21(2), 227-238.

#### Work in progress

"Cost Asymmetry and Uncertainty in the Volunteer's Dilemma," with Andrew Healy, completed manuscript.

"Trust and Expected Value Bidding Behavior in Internet Auctions," with Lesley Chiou.

"The Volunteer's Dilemma: Rewarding the Volunteer," with Andrew Healy.

"The Economics of Gift Cards," in progress.

"Consumer Preference for Convenience, Adoption of Card Reader Technology, and Effect on Volume of Sales," with Jack Barron and John Umbeck.

"Welfare Implications of Gift Cards and the New Market for Store Credit: Theory and Evidence from Internet Auctions," completed manuscript.

#### **Conferences/Presentations**

- "Asymmetry and Incomplete Information in an Experimental Volunteer's Dilemma." Presented at the *18th World IMACS/MODSIM09 International Congress on Modeling and Simulation*, Cairns, Australia, July 2009.
- Invited participant at the *CeMent Regional Conference*, New York, NY, February 2007

- “Asymmetry and Incomplete Information in an Experimental Volunteer’s Dilemma.” Presented at the *Economic Science Association* meeting, Tucson, AZ, October 2007
- Commentator at the *Industrial Organization* meeting, Berkeley, CA, October 2006
- “An Experimental Examination of Competitor-Based Price Guarantees.” Presented at the *Economic Science Association* meeting, Tucson, AZ, September 2005
- “An Experimental Examination of Competitor-Based Price Guarantees.” Presented at the *Southwest Economic Association Annual Meeting*, Corpus Christi, TX, March 2004

## Service

### Loyola Marymount University

- President’s Strategic Planning Committee, May 2011-present.
- Faculty Senate Executive Board (Secretary), June 2008-December 2009.
- Faculty Senate Representative (Social Sciences), August 2006-present.
- Committee on the Comprehensive Evaluation of Teaching, Co-Chair, October 2009-present.
- Faculty Handbook Committee, August 2009-present.
- University Technology Council, August 2009-present.
- Advisor for Alpha Phi, August 2007-present.
- Student Evaluation of Teaching Committee, August 2007-May 2009.
- Participated in the 2009 President’s Institute, “Beauty and Justice in the Twenty-first Century.”

### Bellarmino College of Liberal Arts

- Interviewed and photographed for BCLA recruitment materials, 2008
- Participant in the Teaching and Pedagogy Workshop, 2006-2007

### Departmental Service

- Curriculum and Assessment Committee, August 2005-present.
- Course Development: created Economics 105, a 1-semester accelerated course in Microeconomics and Macroeconomics
- Participant in the Economics Department Seminar series, 2005-present

## Professional Service

- Member of the Board of Advisors for a new principles textbook in development at McGraw-Hill
- Referee for the *International Journal of Industrial Organization*
- Referee for the *Journal of Economics and Management Strategy*
- Member of the *American Economic Association*, *Economic Science Association* and the *Committee on the Status of Women in the Economics Profession*

## **Research Noted in the Media**

- *SFGate*, Lisa Schmeiser, "The Case Against Gift Cards," November 27, 2009.
- *The Undercover Economist*, Tim Harford, "The Best Christmas Present," December 20, 2008.
- *RTT News*, "Are Gift Cards the Best Way to Spread Holiday Cheer?" December 21, 2007.
- *BBC News Radio*, "The Economics of Gift Cards," [www.bbc.co.uk/moreorless](http://www.bbc.co.uk/moreorless).
- *BBC News*, "The Economics of Gift Cards," December 17, 2007.
- *ESPN.com*, "The Gift Card Conspiracy," December 12, 2007.
- *The Undercover Economist*, Tim Harford, "Simple Giving: C'mon, You Can Do Better than a Gift Card," December 8, 2007.
- *Financial Times*, "Present and Correct," December 1, 2007.
- *Reach MD*, Satellite Radio XM157, AM News, November 29, 2007.
- *American Medical News*, "Gift Cards turn Health Care into Stocking Stuffer," November 26, 2007.
- *The Everyday Economist*, "The Economics of Gift Cards," June 8, 2007.
- *Daily News* (Los Angeles), "Online Auctions of Gift Cards Offer Bargains," December 16, 2006.
- *The Discount Blog*, "Gift Cards Auctioned for Discounted Amounts," December 12, 2006.