

Daniel J. Lee

University of Delaware
Lerner College of Business
Horn Program in Entrepreneurship
Newark, DE 19716

☎ 847-421-8461
✉ djlee@udel.edu
<https://sites.google.com/site/danlee55>
Citizenship: USA

ACADEMIC APPOINTMENTS

University of Delaware–Lerner College of Business, Newark, DE
Assistant Professor of Entrepreneurship July 2021–Present
Sweet Briar College, Sweet Briar, VA
Assistant Professor of Economics and Leadership July 2019–July 2021
Rice University–Jones Graduate School of Business, Houston, TX
Liu Idea Lab (LILIE) Research Associate October 2017–Present
Postdoctoral Fellow in Entrepreneurship and Innovation July 2016–July 2019

EDUCATION

Georgia State University, Atlanta, GA
Doctor of Philosophy in Economics, 2016

- Dissertation: Three Essays on Social Issues in Experimental Economics
- Committee: Susan K. Laury (chair), Michael K. Price, Charles Courtemanche, John A. List

Master of Arts in Economics, 2013
Emory University, Atlanta, GA
Bachelor of Arts in Mathematics and Economics with High Honors, 2010

RESEARCH AND TEACHING INTERESTS

Entrepreneurship and Innovation, Experimental and Behavioral Economics, Applied Microeconomics

PEER-REVIEWED PAPERS

“Will Girls be Girls? Risk Taking and Competition in an All-Girls School”
with Susan K. Laury and Kurt E. Schnier, *Economic Inquiry*, 2019, Vol 57(3): 1408-1420.
DOI: <https://doi.org/10.1111/ecin.12765>

“Does Implicit Bias Predict Dictator Giving?” *Games*, 2018, Vol 9(4):73.
DOI: <https://doi.org/10.3390/g9040073>

“Culture, Compliance, and Confidentiality: A Study of Taxpayer Behavior in the United States and Italy”
with James Alm, Michele Bernasconi, Susan K. Laury and Sally Wallace, *Journal of Economic Behavior and Organization*, 2017, Vol 140: 176-196. DOI: <https://doi.org/10.1016/j.jebo.2017.05.018>

WORKING PAPERS

“Gender Bias in High Stakes Pitching: An NLP Approach”
with Indu Khurana *Revisions Requested*

“The Impact of the COVID-19 Crisis on Risk Tolerance of Innovation-Driven Entrepreneurs”
with Esther Bailey, Daniel C. Fehder, Eric Floyd, and Yael V. Hochberg *Under Review*

“When the Signaler Can Signal No More: The Case of MBA Grade Non-Disclosure”
with Eric Floyd and Sorabh Tomar, *Revisions Requested*

“Startups and Large Corporation Collaboration: Evidence from a Randomized Field Experiment”
with Daniel C. Fehder and Yael V. Hochberg. Targeting: *Strategic Management Journal*

“Regional Factors and University Technology Commercialization”
with Naomi Hausman and Yael V. Hochberg. Targeting: *Management Science*

“What Americans Care About”
with Ray Fisman, Shachar Kariv, John A. List and Michael K. Price. Targeting: *Science*
Previously circulated as “The Richness of Giving: Charity Selection and Charitable Gifts in a Large Field Experiment”

“Risk Aversion and Implicit Bias” *SSRN Paper No. 3007091*

BOOK REVIEWS AND NON-REFEREED PUBLICATIONS

Book Review: “Rise of the Thought Leader,” 2017. *Science*, Vol. 356 Issue 6333. (review of *The Ideas Industry: How Pessimists, Partisans, and Plutocrats Are Transforming the Marketplace of Ideas* by Daniel W. Drezner; Oxford University Press, 2017.)

OTHER WORKS IN PROGRESS

“Assessing the Effectiveness of Entrepreneurship Education: A Randomized Control Trial”
with Daniel C. Fehder, Eric Floyd, and Yael V. Hochberg

- *Kauffman Foundation Grant Recipient*
- *Pilot Phase Completed Summer 2016*

“Evaluation of Entrepreneurial Activity in the West Bank ”
with Daniel C. Fehder, Yael V. Hochberg, Joshua Krieger, and Rebecca Dizon-Ross

- *J-PAL Grant Recipient*
- *First Endline Phase Completed Spring 2020*

TEACHING EXPERIENCE

University of Delaware

ENTR 350: Introduction to Entrepreneurship Fall 2021

Sweet Briar College

CORE 170: Decisions in a Data Driven World Spring 2021

CORE 180: Dollars and Sense Fall 2019, 2020; Spring 2020, 2021

ECON 101: Principles of Microeconomics Spring 2020

ECON 102: Principles of Macroeconomics Fall 2019

ECON 201: Intermediate Microeconomics Fall 2020 ECON 234: Game Theory Spring 2021 ECON 342:

Environmental Economics Fall 2020

Rice University

BUSI 463: Entrepreneurial Strategy; Spring 2018

Introduction to Unit Economics (Napier Rice Launch Challenge Workshop); November 2018

Georgia State University

Introduction to Stata (Research Excellence in Economics Short Course); February 2015

ECON 3910 Intermediate Microeconomics; Summer 2014

ECON 2100: The Global Economy; Fall 2013

OTHER RELEVANT POSITIONS

Fisher College of Business, Risk Institute Fellow Ohio State University
Columbus, OH
June 2018-June 2020

Rowan Center for Innovation and Entrepreneurship, Inaugural Fellow Rowan University
Philadelphia, PA
August 2017-August 2018

<i>Becker Friedman Institute, Visiting Scholar</i>	University of Chicago
January 2015	Chicago, IL
<i>Economics Intern</i>	Federal Reserve Bank of Atlanta
August 2014-June 2016	Atlanta, GA
<i>Graduate Research Assistant for Dr. Susan K. Laury</i>	Georgia State University
August 2011-June 2016	Atlanta, GA
<i>Graduate Research Assistant for Dr. J. Todd Swarthout</i>	Georgia State University
August 2012-June 2013	Atlanta, GA
<i>Education Innovations Laboratory, Research Assistant</i>	Harvard University
Summer 2010	Cambridge, MA

GRANTS, HONORS AND AWARDS

VFIC, Mednick Fellowship	2020
J-PAL, Crime and Violence Initiative <i>Co-PI</i>	2020
Ohio State University, Risk Management Fund <i>Co-PI</i>	2018
NASA Translational Research Institute for Space Health–“Focused Investigation Program” <i>Co-PI</i>	2017
Rice University, Faculty Initiatives Fund <i>Co-Investigator</i>	2017
Innovation Growth Lab, Grants Programme <i>Co-Investigator</i>	2017
UNU-WIDER, Research Grant– “Disadvantaged Groups and Social Mobility”	2015
Georgia State University, CEAR Scholar	2011-2016
Georgia State University, CEAR Graduate Travel Grant	2014, 2015

PROFESSIONAL ACTIVITIES

Invited and Conference Presentations

Virginia Association of Economists Annual Meeting, Zoom, Remote	2021
West Virginia State University, Institute, WV (<i>Zoom</i>)	2020
Liberal Arts College Behavioral and Experimental Economics Workshop, Northfield, MN	2020 <i>Postponed</i>
Virginia Association of Economists Annual Meeting, Hampden Sydney, VA	2020 <i>Cancelled</i>
Niagara University, Niagara Falls, NY	2019
Marist College, Poughkeepsie, NY	2019
Louisiana University at Lafayette, Lafayette, LA	2019
NASA Human Research Program Investigators’ Workshop, Galveston, TX	2019
Farmingdale State College, Farmingdale, NY	2018
Baylor University, Waco, TX	2018
Economic Science Association North American Meeting, Antigua, GT;	2018
Strategic Management Society Annual Meeting, Paris, FR;	2018
INSEAD Doriot Entrepreneurship Conference (IDEC), Fontainebleau, FR;	2018
TE χ AS Experimental Association Symposium, San Antonio, TX;	2018
Southeastern International Development Economics Workshop, Atlanta, GA; (<i>Discussant</i>)	2018
Innovation Growth Lab Winter Research Meeting, Washington, DC;	2017
Economic Science Association North American Meeting, Richmond, VA;	2017
TE χ AS Experimental Association Symposium, Arlington, TX;	2017
Advances in Field Experiments, Chicago, IL;	2016
Southern Economic Association Annual Meeting, New Orleans, LA;	2015
UNU-WIDER Workshop on Discrimination and Affirmative Action, Helsinki, Finland;	2015
Economic Science Association North American Meeting, Dallas, TX;	2015
Georgia State University, Atlanta, GA; (<i>EMF Brownbag</i>)	2015
Rady Spring School in Behavioral Economics, San Diego, CA; (<i>Poster Presentation</i>)	2015
University of Chicago, Chicago, IL; (<i>Graduate Brownbag</i>)	2015
Southeastern International Development Economics Workshop, Atlanta, GA; (<i>Discussant</i>)	2014
Workshop Attendance	
NBER Summer Institute, Cambridge, MA;	2017
Summer Institute on Field Experiments, Chicago, IL;	2016
CEAR/Huebner Summer Risk Institute, Atlanta, GA;	2015
Southern Economic Association Annual Meeting, Atlanta, GA;	2014

Rady Spring School in Behavioral Economics, San Diego, CA;

2014

SERVICE

Sweet Briar College Service

Math Faculty Search Committee

Quality Enhancement Plan Subcommittee

First-Year Advisor

Business and Economics Pipeline Committee

President's Working Group on Conservation Innovation Grant Project

Rice University Service

LILIE Changemaker Summit Facilitator

Napier Rice Launch Challenge Startup Mentor

OwlSpark University Startup Accelerator Interactive Mentor

Professional and Community Service

Lynchburg Regional Business Alliance: Entrepreneur Target Advisory Group

City of Lynchburg: Business Development Council

University of Houston: Pitch Madness Judge, Battle of the Classes Judge

SXSW Interactive: On-Site Coaching

Refereeing

American Economic Journal: Economic Policy, Southern Economic Journal,

Journal of Behavioral and Experimental Economics, Academy of Management Annual Meeting,

Economics of Education Review, Journal of Economic Behavior and Organization, Sustainability,

Journal of Retailing and Consumer Services, Open Textbook Library

PROFESSIONAL AFFILIATIONS

American Economic Association, Southern Economic Association, Economic Science Association,

Academy of Management, Strategic Management Society

MEDIA INTERVIEWS AND ARTICLES

“Common test of implicit racial bias fails to predict prosocial behavior in new study,”

PsyPost.org, Eric Dolan, October 19, 2018

LANGUAGES AND SOFTWARE

Programming: Stata, Matlab, R, z-Tree, L^AT_EX, MSOffice.

Speech: English (Native), French (Fluent)

REFERENCES

Susan K. Laury

Department of Economics

Georgia State University

☎ (404) 413-0203

✉ slaury@gsu.edu

John A. List

Department of Economics

University of Chicago

☎ (773) 702-8176

✉ jlist@uchicago.edu

Yael V. Hochberg

Jones Graduate School of Business

Rice University

☎ (312) 650-9235

✉ hochberg@rice.edu