

Daniel J. Lee

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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

“Making the Grade (But Not Disclosing It): How Withholding Grades Affects Student Behavior and Employment?” with Eric Floyd and Sorabh Tomar, *Forthcoming - Management Science*

“Gender Bias in High Stakes Pitching: An NLP Approach”
with Indu Khurana, *Small Business Economics*, 2022,
DOI: <https://doi.org/10.1007/s11187-021-00598-y>

“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

“The Effect of Workers’ Compensation Laws on Entrepreneurial Activity”
with Indu Khurana, *Under Review*

“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*

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

“University Research, Technological Commercialization, and Location”
with Daniel C. Fehder, Naomi Hausman and Yael V. Hochberg.
The Center for Growth and Opportunity Working Paper, May 2022, Targeting: *Organization 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

Special Issue Editorial: “Integrating Cross-Field Views on Intergroup Conflict” 2022. *Journal of Economic Psychology*. DOI: <https://doi.org/10.1016/j.joep.2022.102494>

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 Esther Bailey, Daniel C. Fehder, Eric Floyd, and Yael V. Hochberg

- *Kauffman Foundation Grant Recipient*
- *Data Collection Completed Fall 2020*

“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*

EDITORIAL SERVICE

Review Editor, *Frontiers in Behavioral Economics* 2022-Present

Guest Editor, *Journal of Economic Psychology*, special issue on “Intergroup Conflict” Fall 2021

Article Editor, *SAGE Open*

TEACHING EXPERIENCE

University of Delaware

ENTR 350: Introduction to Entrepreneurship; Fall 2021, 2022; Spring 2022, 2023

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

<i>Fisher College of Business, Risk Institute Fellow</i>	Ohio State University
June 2018-June 2020	Columbus, OH
<i>Rowan Center for Innovation and Entrepreneurship, Inaugural Fellow</i>	Rowan University
August 2017-August 2018	Philadelphia, PA
<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

University of Delaware, GUR Grant	2022
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**

Society for the Advancement of Behavioral Economics Annual Meeting, Stateline, NV;	2022
Southern Economic Association Annual Meeting, Houston, TX;	2021
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
TEXAS 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
TEXAS 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

University of Delaware Service

Entrepreneurship Faculty Search Committee (2022-2023)
 Operations Faculty Search Committee (2021-2022)
 Faculty Coordinator: Hen Hatch and Pitch Party
 ENTR Learning Assessment Committee

Sweet Briar College Service

Assessment Committee
 Math Faculty Search Committee (*2x*)
 Quality Enhancement Plan Subcommittee
 Faculty Advisor: First Year at Sweet Briar, FAN Club, Ethics Bowl
 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

Entrepreneurship Theory and Practice, Review of Economics and Statistics, 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 Orga-
 nization, 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

“New Study Explores The Role of Grades In MBA Recruiting”
Poets and Quants, Greg Yang September 26, 2022
 “What Happens When M.B.A. Students Dont Tell Recruiters Their Grades?”
Wall Street Journal, Chris Kornelis, September 17, 2022
 “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
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Georgia State University
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Department of Economics
University of Chicago
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Jones Graduate School of Business
Rice University
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