

## CONTACT INFORMATION

Rawls College of Business  
Energy Commerce and Business Economics  
Texas Tech University  
Lubbock, TX 79409

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## EDUCATION

- Ph.D. in Economics – University of Arizona, May 2012
  - Advisor: Martin Dufwenberg
- M.A. in Economics – University of Arizona, December 2009
- B.A. in Economics – University of California at San Diego, June 2006

## ACADEMIC APPOINTMENTS

- Associate Professor (with tenure) – Energy Commerce and Business Economics in the Rawls College of Business, Texas Tech University, September 2019 – Present
- Assistant Professor – Energy Commerce and Business Economics in the Rawls College of Business, Texas Tech University, September 2013 – 2019
- Assistant Professor – Department of Economics, Rochester Institute of Technology, August 2012 – May 2013

## PUBLISHED PAPERS

### RCOB Ranking

- 5\* [1] Cardella, E. (2012). Learning to make better strategic decisions. *Journal of Economic Behavior & Organization*, 84(1), 382-392. (*alphabetical*)
- 4 [2] Cardella, E., & Chiu, R. (2012). Stackelberg in the lab: the effect of group decision making and “cooling-off” periods. *Journal of Economic Psychology*, 33(6), 1070-1083. (*alphabetical*)
- 5 [3] Cardella, E., & Depew, B. (2014). The effect of health insurance coverage on the reported health of young adults. *Economics Letters*, 124(3), 406-410. (*alphabetical*)
- 4 [4] Cardella, E. (2016). Exploiting the guilt aversion of others: do agents do it and is it effective?. *Theory and Decision*, 80(4), 523-560. (*alphabetical*)
- 4 [5] Cardella, E., & Seiler, M. J. (2016). The effect of listing price strategy on real estate negotiations: An experimental study. *Journal of Economic Psychology*, 52, 71-90. (*alphabetical*)
- 5 [6] Cardella, E., & Kitchens, C. (2017). The impact of award uncertainty on settlement negotiations. *Experimental Economics*, 20(2), 333-367. (*alphabetical*)

- 5\* [7] Cardella, E., Ewing, B. T., & Williams, R. B. (2017). Price volatility and residential electricity decisions: Experimental evidence on the convergence of energy generating source. *Energy Economics*, 62, 428-437. (*alphabetical*)
- 5 [8] Cardella, E., Kalcheva, I., & Shang, D. (2018). Financial markets and genetic variation. *Journal of International Financial Markets, Institutions and Money*, 52, 64-89. (*alphabetical*)
- 5 [9] Cardella, E., & Depew, B. (2016). Testing for the ratchet effect: Evidence from a real-effort work task. *Games and Economic Behavior* 107, 182-202. (*alphabetical*)
- N/A [10] Parent, M. C., Kalenkoski, C. M., & Cardella, E. (2017). Risky business: Precarious manhood and investment portfolio decisions. *Psychology of Men and Masculinity* 19, 195-202.
- 5 [11] Cardella, E., Kugler, T., Anderson, J., & Connolly, T. (2019). Is greed contagious? Four experimental studies. *Journal of Behavioral Decision Making* 32, 579-598.
- 5\* [12] Cardella, E., Ewing, B., & Williams, R. (2022) Green is Good – The Impact of Information Nudges on the Adoption of Voluntary Green Power Plans. *The Energy Journal* 43(1) (*alphabetical*)

### **WORKING PAPERS AND SUBMITTED PAPERS**

- “Our Bark is Bigger than Our Bite: Stated Preferences over the Distribution of Wages and the Effect on Productivity” (with Alex Roomets) *under review*
- “Less is *not* More: Information Presentation Complexity and 401(k) Planning Choices” (with Charlene Kalenkoski & Mike Parent) *revise and resubmit*
- “Inequality as an Incentive” (with Jeffrey Butler) *under review*

### **WORK IN PROGRESS**

- “Emotions and Ingroup Bias: Fear Increases Ingroup Love, Anger Increases Outgroup Hate” (with Tamar Kugler)
- “Rank-and-Yank: How do Distribution Rating Systems Affect Employees’ Group-Oriented Behaviors?” (with Tamar Kugler and Kyle Mao)

### **COURSES TAUGHT:**

- Course taught at Texas Tech University (2013-Present):
  - *Honors Applied Business Economics* (BECO 4310H)
  - *Applied Business Economics* (BECO 4310)
  - *Economic Analysis for Business* (BECO 5310) - Distance Course
  - *Economic Analysis for Business* (BECO 5310) – PMBA Course
- Courses taught at Rochester Institute of Technology (2012-2013):
  - *Principles of Microeconomics* (ECON 211)

- *Game Theory with Economic Applications* (ECON 464)
- *Behavioral and Experimental Economics* (ECON 468)
- Courses taught at the University of Arizona (2007-2012):
  - *Game Theory and Decisions* (ECON 431)
  - *Microeconomics for Business* (ECON 300)
  - *Global and Financial Economics and Strategies* (BNAD 301)

#### **DISSERTATION COMMITTEES:**

- John Statzer (committee member), current student
- Hainan Sheng (committee member), Graduated May 2017, Dissertation topic: Option measures and stock return predictability
  - Initial placement: University of Northern Iowa
- Eric Sisneros (committee member), Graduated August 2016
  - Initial placement: Oklahoma State University (visiting)

#### **STUDENT SUPERVISION:**

- Independent Study (undergraduate), Rose Stocks, Spring 2017

#### **EXTERNAL GRANT PROPOSAL SUBMISSIONS**

- PI, National Science Foundation (DRMS program), August 2013, \$177,071 requested over 3 years, *not funded*
- PI, National Science Foundation (DRMS program), January 2015, \$116,484 requested over 3 years, *not funded*
- PI, Oak Ridge Associated University, November 2013, \$5,000 Powe Grant, *not funded*
- PI, Russel Sage Foundation, December 2013, \$4,800 requested, *not funded*
- PI, Russel Sage Foundation, February 2014, \$7,350 requested, *not funded*
- PI, Hurricane Resilience Research Institute (HuRRI), May 2018, \$75,000 requested, *not funded*
- PI, Russel Sage Foundation, August 2018, \$34,902 requested, *not funded*
- PI, TIAA, September 2018, \$66,099 requested, *not funded*

#### **GRANTS, FELLOWSHIPS, AND AWARDS**

- Rawls College of Business Summer Research Grant, 2016, 2017, 2018, 2019, 2020
- Texas Tech University Transdisciplinary Research Academy (TRA) grant, April 2016
- Texas Tech University Proposal Stimulus Program (PSP) grant, April 2016
- Texas Tech University Scholarship Catalyst Program (SCP) small grant, November 2015
- Rawls College of Business Summer Small Grant, April 2015
- Rawls College of Business Summer Small Grant, April 2014, Best Proposal

- Center for Leadership Ethics Small Grant, 2013
- RIT College of Liberal Arts Faculty Research Grant, November 2012
- Lindau Nobel Laureate Meetings in Economic Sciences, NSF Fellow, August 2011
- International Foundation for Research in Exp. Economics (IFREE) Graduate Workshop in Experimental Economics, Chapman University, January 2011
- Donald Wells Fellowship for excellence in teaching, August 2011
- Steven Manos prize for best second-year paper, runner-up, September 2009
- George W. Coleman Scholarship recipient, August 2007

## **ACADEMIC SERVICE**

- Ad hoc referee for: *Economica*; *Economics Bulletin*; *Economic Inquiry*; *Energy Economics*; *Energy Journal*; *Experimental Economics*; *Frontiers in Psychology*; *Games and Economic Behavior*; *Group & Organization Management*; *International Journal of Housing Markets and Analysis*; *Journal of Behavioral Decision Making*; *Journal of Behavioral and Experimental Economics*; *Journal of Economic Behavior and Organization*; *Journal of Economic Psychology*; *Journal of Institutional Economics*, *Journal of Institutional and Theoretical Economics*; *Journal of Labor Economics*; *Journal of Real Estate Research*; *Review of Behavioral Economics*; *Review of Economics of the Household*, *Theory and Decision*
- Area Peer Teaching Evaluation Committee 2019 – present
- Area Merit Committee 2019 – present
- Graduate Council, 2019 – present
- Rawls Research Advisory Council 2018 – present
- Leverage taskforce, 2018
- TTU Institutional Review Board (IRB) reviewer, 2015-present
- Faculty Mentor for Rawls Business Leadership Program (SBLP), 2013-present
- Faculty Supervisor for SBLP Service Learning Project, 2016-present
- Faculty Mentor for Delta Sigma Phi, 2017-present
- Bloomberg Business Week Advisory Board, 2015-2020
- STEM MBA admissions committee, 2018-present
- Journal list taskforce, 2015-2018
- Working families and women in business taskforce, 2015-2016
- Search Committee Co-chair (tenure-track hire), 2014-2015
- BECO 4310 Standardized Evaluation Committee, 2014-2015
- Online Course Development for Economic Analysis for Business (BECO 5310), 2014
- Dean’s Representative for dissertation defense (6 times)

## CONFERENCE PRESENTATIONS AND INVITED SEMINARS

- *Economic Science Association Conference*, Los Angeles CA, October 2019
- *Western Economic Association Conference*, San Francisco CA, June 2019
- *International Conference on Social Dilemmas (ICS D)*, Sedona, June 2019
- *Texas Experimental Economics Symposium*, Baylor, March 2019
- Appalachian State University (invited talk), October 2018
- *Public Choice Society Meetings*, March 2018
- *Economic Science Association Conference*, October 2017
- *Western Economic Association Conference*, San Diego CA, June 2017
- Louisiana State University (invited talk), November 2016
- *Economic Science Association Conference*, November 2016
- Florida State University (invited talk), January 2016
- *Southern Economic Association Conference*, New Orleans LA, November 2015
- *Economic Science Association Conference*, Dallas TX, October 2015
- University of Arizona (invited talk), September 2015
- *Culture and Finance Conference* (invited talk), Wake Forest, March 2015
- *Texas Experimental Economics Symposium*, UT Dallas, March 2015
- *Southern Economic Association Conference*, Atlanta GA, November 2014
- *Economic Science Association Conference*, Ft. Lauderdale FL, October 2014
- *Economic Science Association Conference*, Santa Cruz CA, October 2013
- *Western Economic Association Conference*, Seattle WA, June 2013
- University of Mississippi (invited talk), November 2012
- *Economic Science Association Conference*, Tucson AZ, November 2012
- *New York State Economics Association*, SUNY Farmingdale, October 2012
- *Bay Area Behavioral and Experimental Economics Workshop*, Santa Clara University, May 2012
- Bowdoin College (invited talk), February 2012
- University of Wisconsin-Eau Claire (invited talk), February 2012
- Rochester Institute of Technology (invited talk), January 2012
- University of Arizona (invited talk), November 2011
- *Economic Science Association Conference*, Tucson AZ, November 2011
- University of Arizona Economics Society (guest speaker), October 2011

- *Economic Science Association Conference*, Tucson AZ, November 2010