

Cary A. Deck

425 WCOB
Department of Economics
Sam M. Walton College of Business
University of Arkansas
e-mail: cdeck@walton.uark.edu
phone: (479) 575-6226
fax: (479) 575-3241
website: comp.uark.edu/~cdeck

Education

Ph.D. in Economics, The University of Arizona, under Vernon Smith, May 2001

M.S., Economics, The University of Wisconsin-Madison, December 1997

B.S., Economics, The University of Alabama, May 1996, Summa cum Laude

Professional Experience

University of Arkansas

Professor, Department of Economics (Fall 2011 – Present)

Director, Behavioral Business Research Laboratory (Fall 2010 – Present)

Associate Professor, Department of Economics (Fall 2007 – Spring 2011)

Assistant Professor, Department of Economics (Fall 2001 – Spring 2007)

University of Alaska Anchorage

Rasmuson Distinguished Chair in Experimental Economics (Fall 2015 – Spring 2016)

Chapman University

Research Professor, Economic Science Institute (Fall 2012 – Present)

Visiting Research Associate, Economic Science Institute (Fall 2008 - Spring 2009)

University of Melbourne

Visiting Research Scholar, Faculty of Business and Economics (Spring 2008)

Georgia State University

Visiting Researcher, Andrew Young School of Policy Studies (Spring 2008)

Editorial Service

Southern Economic Journal, Co-Editor (2011 – Present)

Journal of Behavioral and Experimental Economics, Associate Editor (2013 – Present)

Research in Experimental Economics, Editorial Board (2013 – Present)

Publications

(68) “Arousal and Economic Decision Making.” *Journal of Economic Behavior and Organization*, forthcoming with Salar Jahedi and Dan Ariely.

(67) “Experimenting with Contests for Experimentation.” *Southern Economic Journal*, forthcoming with Erik Kimbrough.

- (66) "An Experimental Investigation of Simultaneous Multi-battle Contests with Strategic Complementarities." *Journal of Economic Psychology*, forthcoming. with Sudipta Sarangi and Matt Wisser.
- (65) "The Effects of Alcohol Use on Economic Decision Making." *Southern Economic Journal*, forthcoming with Klajdi Bregu, Lindsay Ham, and Salar Jahedi
- (64) "State Dependent Price Setting Rules under Implicit Thresholds: An Experiment." *Journal of Economic Dynamics and Control*, forthcoming with Justin LeBlanc, Andrea Civelli, and Klajdi Bregu.
- (63) "An Experimental Investigation of Procurement Auctions with Asymmetric Sellers." *Production and Operations Management*, forthcoming. with John Aloysius, Ryan French, and Li Hao.
- (62) "You are Close to Your Rival and Everyone Hates a Winner: A Study of Rivalry in College Football." *Economic Inquiry*, forthcoming. with Sarah Quintanar, Javier Reyes, Sudipta Sarangi
- (61) "Encouraging Replication of Economics Experiments." in Research in Experimental Economics Volume 18: Replication in Experimental Economics. Emerald: 2015. with Enrique Fatas and Tanya Rosenblat.
- (60) "Reducing Choice Overload without Reducing Choices." *Review of Economics and Statistics* 97(4), October 2015, pp. 793-802. with Tibor Besedeš, Sudipta Sarangi, and Mikhael Shor.
- (59) "Do Prediction Markets Aid Defenders in a Weak-Link Contest?" *Journal of Economic Behavior and Organization* 117, September 2015, pp. 248-258. with Li Hao and David Porter.
- (58) "The Effect of Cognitive Load on Economic Decision Making: A Survey and New Experiments." *European Economic Review* 78, August 2015, pp. 97-119. with Salar Jahedi.
- (57) "Single- and Double-Elimination All-Pay Tournaments." *Journal of Economic Behavior and Organization*, 116, August 2015, pp. 416-429. with Erik Kimbrough.
- (56) "Alliances in Defense Against an Opportunistic Opponent: Theory and Experiments." *European Journal of Operational Research*, 242(2), April 2015, pp. 501-513. with Josh Foster and Hongwei Song.
- (55) "Risky Business: an Analysis of Teacher Risk Preferences." *Education Economics* 23(4), 2015, 470-480. with Daniel Bowen, Stuart Buck, Jonathan Mills, James Shuls.
- (54) "Time Discounting in Strategic Contests" *Journal of Economics and Management Strategy* 24(1), Spring 2015, pp. 151-164. with Salar Jahedi.
- (53) "An Experimental Investigation of Time Discounting in Strategic Settings." *Journal of Behavioral and Experimental Economics* 54, February 2015, pp. 95-104. with Salar Jahedi.
- (52) "Are Subjects Making Financial Decisions in Lab Auctions or Are They Just Gambling?" *Applied Economics Letters* 22(3), 2015, pp. 228-232. with Jungmin Lee and Javier Reyes.
- (51) "Experimenting with Purchase History Based Price Discrimination." *International Journal of Industrial Organization* 37, November 2014, pp. 229-237. with Zuzana Brokesova and Jana Peliova.
- (50) "Effort and Performance: What Distinguishes Interacting and Non-Interacting Groups from Individuals?" *Southern Economic Journal* 81(2), October 2014, pp. 294-322. with Tibor Besedeš, Sarah Quintanar, Sudipta Sarangi, and Mikhael Shor.

- (49) "Consistency of Higher Order Risk Preferences." *Econometrica* 82(5), September 2014, pp. 1913-1943. with Harris Schlesinger.
- (48) "Double Bubbles in Assets Markets with Multiple Generations" *Journal of Behavioral Finance*, 15(2), April 2014, pp. 79-88. with Dave Porter and Vernon Smith.
- (47) "Paying for Express Checkout: Competition and Price Discrimination in Multi-Server Queuing Systems" *PLOS one*, 9(3), 2014, e92070. with Erik Kimbrough and Steeve Mongrain.
- (46) "Decision Making in a Sequential Game: The Case of Pitting in NASCAR" *Journal of Sports Economics*, 15(2), April 2014, pp. 132-149. with Alan Deck and Zhen Zhu.
- (45) "Investing versus Gambling: Experimental Evidence of Multi-Domain Risk Attitudes" *Applied Economics Letters*, 21(1), 2014, pp. 19-23. with Jungmin Lee and Javier Reyes.
- (44) "Do Market Incentives Crowd Out Charitable Giving?" *Journal of Socio-Economics*, 47, December 2013, pp. 16-24. with Erik Kimbrough.
- (43) "Do People Keep Socially Unverifiable Promises?" *Experimental Economics*, 16(4), December 2013, pp. 597-607. with Maroš Servátka and Steven Tucker
- (42) "Prediction Markets in the Laboratory." *Journal of Economic Surveys*, 27(3), July 2013, pp. 589-603. with David Porter.
- (41) "Sequential Pricing of Multiple Products: Leveraging Revealed Preferences of Retail Customers Online and with Auto-ID Technologies" *Information Systems Research*, 24(2), June 2013, pp. 372-393. with John Aloysius and Amy Farmer.
- (40) "An Experimental Analysis of Dynamic Incentives to Share Knowledge" *Economic Inquiry*, 51(2), April 2013, pp. 1622-39. with Nisvan Erkal
- (39) "A Failed Attempt to Explain Within Subject Variation in Risk Taking Behavior Using Domain Specific Risk Attitudes" *Journal of Economic Behavior and Organization*, 87, March 2013, pp. 1-24. with Jungming Lee, Javier Reyes, and Chris Rosen
- (38) "Using Laboratory Experiments in Logistics and Supply Chain Research" *Journal of Business Logistics*, 34(1), March 2013, pp. 6-14. with Vernon Smith
- (37) "Affecting Policy by Manipulating Prediction Markets: Experimental Evidence" *Journal of Economic Behavior and Organization* 85(1), January 2013, pp. 48-62. with Shengle Lin and Dave Porter
- (36) "Price Increasing Competition? Experimental Evidence" *Journal of Economic Behavior and Organization* 84(3), December 2012, pp. 730-740. with Jingping Gu.
- (35) "Fight or Flight? Defending Against Sequential Attacks in the Game of Siege" *Journal of Conflict Resolution* 56(6), December 2012, pp. 1069-1088. with Roman Sheremeta
- (34) "Price Bundling in Competitive Markets." *Journal of Revenue and Pricing Management* 11(6), November 2012, pp. 661-672. with John Aloysius and Amy Farmer.
- (33) "Risk Taking Behavior: An Experimental Analysis of Individuals and Pairs" *Southern Economic Journal* 79(2), October 2012, pp. 277-299. with Jungmin Lee, Javier Reyes, and Chris Rosen.

- (32) "Age Effects and Heuristics in Decision Making" *Review of Economics and Statistics* 94(2), May 2012, pp. 580-595. Tibor Besedeš, Sudipta Sarangi, and Mikhael Shor.
- (31) "Perfect and Imperfect Real-Time Monitoring in a Minimum-Effort Game" *Experimental Economics*, 15(1), March 2012, pp. 71-88. with Nikos Nikiforakis.
- (30) "Decision-making Strategies and Performance among Seniors" *Journal of Economic Behavior and Organization*, 81(2), February 2012, pp. 524-533. with Tibor Besedeš, Sudipta Sarangi, and Mikhael Shor.
- (29) "A Comparison of Bundling and Sequential Pricing: Experimental Evidence" *International Journal of the Economics of Business*, 19(1), February 2012, pp. 25-51 with John Aloysius and Amy Farmer.
- (28) "Exploring Higher-Order Risk Effects" *Review of Economic Studies*, 77(4), October 2010, pp. 1403-1420. with Harris Schlesinger
- (27) "An Experimental Investigation of Trust and Sequential Trade" *Southern Economic Journal*, 76(4), April 2010, 993-1004.
- (26) "Arbitration and Bargaining Across the Pacific" *Southern Economic Journal*, 76(1), July 2009, 183-197. with Amy Farmer and Dao-Zhi Zeng
- (25) "Strategic Bidding and Investments in Final Offer Arbitration: Theory and Experimental Evidence" *Journal of Economic Behavior and Organization*, 70(1-2), May 2009, pp. 361-73. with Amy Farmer
- (24) "An Experimental Analysis of Cooperation and Productivity in the Trust Game" *Experimental Economics*, 12(1), March 2009, pp. 1-11.
- (23) "Inducing Imperfect Recall in the Lab" *Journal of Economic Behavior and Organization*, 69(1), January 2009, pp. 64-74. with Sudipta Sarangi
- (22) "Fixed Revenue Auctions" *Economic Inquiry*, 46(3), July 2008, pp. 342-354. with Bart Wilson
- (21) "Experimental Gasoline Markets" *Journal of Economic Behavior and Organization*, 67(1), July 2008, pp. 134-149. with Bart Wilson
- (20) "An Experimental Investigation of Moral Hazard in Costly Investments" *Southern Economic Journal*, 74(3), 2008, pp. 725-746. with Javier Reyes
- (19) "Risk Attitudes in Large Stake Gambles: Evidence from a Game Show" *Applied Economics*, 40(1), 2008, pp. 41-52. with Jungmin Lee and Javier Reyes
- (18) "Amended Final Offer Arbitration over an Uncertain Value: A Comparison with CA and FOA" *Experimental Economics* 10(4), 2007, pp. 439-544. with Amy Farmer and Dao-Zhi Zeng
- (17) "Amended Final-offer Arbitration Outperforms Final-offer Arbitration" *American Law and Economics Review* 9(2), Fall 2007, pp. 384-407. with Amy Farmer and Dao-Zhi Zeng
- (16) "Bargaining Over an Uncertain Value: Arbitration Mechanisms Compared" *Journal of Law, Economics and Organization*, 23(3), October 2007, pp. 547-579. with Amy Farmer.
- (15) "Bargaining and Arbitration with Asymmetric Uncertainty" *Research in Labor Economics* 26, Aspects of Worker Well-Being, eds. Polacheck and Bargain, 2007, pp. 415-445. with Amy Farmer.

- (14) "A Laboratory Comparison of Arbitration Mechanisms: FOA and AFOA" Developments on Experimental Economics. (2007). pp. 257- 262 ed. Oda, Springer: New York, NY. with Amy Farmer and Dao-Zhi Zeng.
- (13) "Why Stable Fiat Money Hyperinflates: Evidence from an Experimental Economy" *Journal of Economic Behavior and Organization*, 61(3), November 2006, pp. 471-86. with Kevin A. McCabe and David P. Porter.
- (12) "Assigning Intentions when Actions are Unobservable: the Impact of Trembling in the Trust Game" *Southern Economic Journal*, 73(2), October 2006, pp. 307-14. with James C. Cox
- (11) "When are Women More Generous than Men?" *Economic Inquiry*, 44(4), October 2006, pp. 587-98. with James C. Cox
- (10) "Tracking Customer Search to Price Discriminate" *Economic Inquiry*, 44(2), April, 2006, pp. 280-95. with Bart J. Wilson.
- (9) "Auction Markets for Evaluations" *Southern Economic Journal*, 72(1), July 2005, pp. 42-62. with Bart J. Wilson.
- (8) "On the Nature of Reciprocal Motives" *Economic Inquiry*, 43(3), July 2005, pp. 623-35. with James C. Cox.
- (7) "Link Bidding in a Laboratory Network" *Review of Economic Design*, 8 (4), April 2004, pp. 359-72. with Cathleen Johnson.
- (6) "Avoiding Hyperinflation: Evidence from a Laboratory Economy" *Journal of Macroeconomics*, 26, March 2004, pp. 147-70.
- (5) "Automated Pricing Rules in Electronic Posted Offer Markets" *Economic Inquiry*, 41(2), April 2003, pp. 208-23. with Bart J. Wilson.
- (4) "The Effectiveness of Low Price Matching in Mitigating the Competitive Pressure of Low Friction Electronic Markets" *Electronic Commerce Research* 2, 2002, 385-398. with Bart J. Wilson.
- (3) "A Test of Game Theoretic and Behavioral Models of Play in Exchange and Insurance Environments" *American Economic Review* 91(5), December 2001, pp. 1546-1555.
- (2) "Interactions of Automated Pricing Algorithms: An Experimental Investigation" *Proceedings of the ACM Conference on Electronic Commerce 2000*. with Bart J. Wilson
- (1) "Students' Perceptions of Traditionally Male and Traditionally Female Occupations" *Journal of Business and Behavioral Sciences* 2(1), Fall 1996, pp. 56-68. with John G. Marcis.

Edited Volumes

Research in Experimental Economics Volume 18: Replication in Experimental Economics. Emerald: 2015. Co-edited with Enrique Fata and Tonya Rosenblat.

Funded Grants

James H. Penick Endowment Grant, "Acquiring Costly Information in Asset Markets" Summer 2010.

Provost's Collaborative Research Grant, The University of Arkansas, "The Effects of Alcohol Use on Economic Decision Making" 2014-2015, with Klajdi Bregu, Lindsay Ham, and Salar Jahedi.

Sutton Research Grant, The University of Arkansas, "Time is Money" Spring 2011, with Erik Kimbrough.

James H. Penick Endowment Grant, "The Role of Liquidity in Causing Bubbles in Asset Markets" Summer 2010, with Dave Porter and Vernon Smith.

Sutton Research Grant, The University of Arkansas, "The Acquisition of Equipment to Measure Physiological Response in the Behavioral Business Research Laboratory" Spring 2009.

National Institutes of Health – National Institute of Aging #R21AG030184, "Confusion from Profusion" Spring 2008-Winter 2010, with Mike Shor (PI), Tibor Besedes, and Sudipta Sarangi.

Information Technology Research Institute, The University of Arkansas "Using RFID to Price Goods" Fall 2006, with John Aloysius.

National Science Foundation # SES-0350709. "An Examination of Dispute Resolution Mechanisms when Agents Make Decisions Under Uncertainty" March 2004- March 2005 with Amy Farmer. Research Experience for Undergraduates Supplement awarded. East Asia and Pacific Supplement awarded.

Baum Teaching Academy Grant, The University of Arkansas "Teaching Quantitative Material in Economics" Summer 2004.

Federal Trade Commission, "Price Dispersion in Retail Gasoline Markets and Experiments" Summer 2003, with Bart Wilson (PI).

Center for Retailing Excellence, The University of Arkansas, "The Impact of Marketing on Consumers' Willingness to Pay" Summer 2002, with Norma Mendoza.

Walton College Research Grant, The University of Arkansas, "Arbitration with an Uncertain Surplus" Spring and Fall 2002, with Amy Farmer.

Walton College Research Grant, The University of Arkansas, "Gender Differences in Reciprocal Behavior" Fall 2001.

Professional Service

Southern Economic Association, Board Member (Fall 2014 – Present)

International Foundation for Research in Experimental Economics, Board of Directors (2016 – Present)

National Science Foundation Panelist

Affiliations, Honors and Awards

Dean's Research Excellence Fund Recipient – Walton College

Fulbright Specialist – University of Economics in Prague

Erskine Fellow – University of Canterbury

Faculty Excellence in Research Award – Walton College (2008 & 2014)

Outstanding Mentor – University of Arkansas

International Foundation for Research in Experimental Economics
Arthur Cinader Pre-Doctoral Fellow (Summer 1999, Summer 2000)