

Cary A. Deck

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Department of Economics, Finance, and Legal Studies
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Education

Ph.D. in Economics, The University of Arizona, 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

The University of Alabama

Professor, Department of Economics, Finance, and Legal Studies (Fall 2017 – Present)

Director, The Interactive Decision Experiment (TIDE) Laboratory (Fall 2017 – Present)

Bidgood Chair in Economics and Finance (Fall 2017 – Present)

The University of Arkansas

Professor, Department of Economics (Fall 2011 – Spring 2017)

Director, Behavioral Business Research Laboratory (Fall 2010 – Spring 2017)

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

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

Chapman University

Research Professor, Economic Science Institute (Fall 2012 – Spring 2020, Spring 2022 – Present)

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

The University of Alaska Anchorage

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

The 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

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

Geneva Risk and Insurance Review, Guest Editor 2017, Associate Editor (2017-Present)

Journal of Behavioral and Experimental Economics, Associate Editor (2013 – 2022)

Southern Economic Journal, Co-Editor (2011 – 2021)

Publications

- (94) "Indefinitely Repeated Contests with Incumbency Advantage" *Journal of the Economic Science Association*, forthcoming with Zack Dorobiala and Paan Jindapon.
- (93) "Collective Action and Intra-Group Conflict: An Experiment" *Defence and Peace Economics*, forthcoming with Chizhe Cheng and Wonjong Kim.
- (92) "Gerrymandering in the Laboratory" *Southern Economic Journal*, forthcoming with SunAh An and Michael Anderson
- (91) "Experimental Analysis of Impatience in Bilateral and Multilateral Negotiations" *Journal of Economic Psychology*, forthcoming with Nathaniel Burns and Charles Thomas.
- (90) "When Do Security Markets Aggregate Dispersed Information?" *Management Science*, forthcoming with Brice Corgnet, Mark DeSantis, Kyle Hampton, and Erik Kimbrough.
- (89) "Emotional Differences between Isomorphic Auctions" *Journal of Behavioral Finance* 23(4), 2022, 427-437. with Adriana Breaban and Erik Johnson.
- (88) "An Examination of the Effect of Inequality on Lotteries for Funding Public Goods" *Journal of Public Economic Theory* 24(4), August 2022, pp.733-755. with Christopher Oconnor and Li Zhang.
- (87) "Attention and Choices with Multiple States and Actions: A Laboratory Experiment" *Journal of Economic Behavior and Organization* 199, July 2022, pp.86-102. forthcoming with Andrea Civelli and Antonella Tutino.
- (86) "Forecasting Skills in Experimental Markets: Illusion or Reality?" *Management Science* 68(7), July 2022, pp. 5216-5232. with Brice Corgnet, Mark DeSantis, and Dave Porter.
- (85) "High Time to Study the Relationship between Marijuana Use and Economic Behavior" *Journal of Economic Behavior and Organization* 198, June 2022, pp. 1-14. with Jennifer Pate.
- (84) "Pull-to-Center is Not Just for Newsvendors" *PLoS One*, 17(2), February 2022, e0264183. with Zuzana Brokesova and Jana Peliova.
- (83) "Social Comparison and Wealth Inequality in a Leveraged Asset Market." *Journal of Behavioral Finance*, 22(4), November 2021, pp. 382-402. with Li Hao, Weineng Xu, and Timothy Yeager.
- (82) "On the Consistency of Cognitive Load." *European Economic Review* 134, May 2021, 103695. with Salar Jahedi and Roman Sheremeta.
- (81) "Contests for Shares of an Uncertain Resource." *Journal of Environmental Economics and Management* 107, May 2021, 102429. with Lance Howe, Matthew Reimer, Jonathan Alevy, and Kyle Borash.
- (80) "Cognitive Ability and Bidding Behavior in Second Price Auctions: An Experimental Study." *American Journal of Agricultural Economics* 102(5), October 2020, pp. 1494-1510. with Ji Yong Lee, Rodolfo Nayga, and Andreas Drichoutis.
- (79) "Designing Call Auction Institutions to Eliminate Price Bubbles: Is English Dutch the Best?" *American Economic Review: Insights* 2(2), June 2020, pp. 225-236. with Maroš Servátka and Steven Tucker
- (78) "Using Experiments to Compare the Predictive Power of Models of Multilateral Negotiations." *Intentional Journal of Industrial Organization* 70, May 2020, 102612. with Charles Thomas.

- (77) “Do Economic Inequalities Affect Long-Run Cooperation & Prosperity?” *Experimental Economics*, 23(1), March 2020, pp. 53-85. with Gabriele Camera and David Porter.
- (76) “Auctions in Near Continuous Time.” *Experimental Economics*, 23(1), March 2020, pp. 110-126. with Bart Wilson.
- (75) “The Tug-of-War in the Laboratory.” *European Journal of Political Economy*, 60, December 2019. with Roman Sheremeta.
- (74) “Behavioral Demand Effects When Buyers Anticipate Inventory Shortages.” *European Journal of Operational Research*, 276(1), July 2019, pp. 217-234. with Josh Foster and Amy Farmer.
- (73) “Optimizing Choice Architectures.” *Decision Analysis*, 16(1), March 2019, pp. 2-30. with Mark Schneider, Tibor Besedeš, Sudipta Sarangi, and Mikhael Shor.
- (72) “Donors Change Both Their Level and Pattern of Giving in Response to Contests among Charities.” *European Economic Review* 112, February 2019, pp. 91-106. with James Murphy.
- (71) “Information (Non)Aggregation in Markets with Costly Signal Acquisition.” *Journal of Economic Behavior and Organization* 154, October 2018, pp. 286-320. with Brice Corgnet, Mark DeSantis, and David Porter.
- (70) “A Flexible and Customizable Method for Assessing Cognitive Abilities.” *Review of Behavioral Economics*, 5(2), 2018, pp. 123-147 with Andrea Civelli.
- (69) “On the Robustness of Higher Order Risk Preferences.” *Journal of Risk and Insurance* 85(2), June 2018, pp 313-333. with Harris Schlesinger.
- (68) “An Experimental Investigation of Simultaneous Multi-battle Contests with Strategic Complementarities.” *Journal of Economic Psychology* 63, December 2017, pp. 117-134. with Sudipta Sarangi and Matt Wiser.
- (67) “Experimenting with Contests for Experimentation.” *Southern Economic Journal* 84(2), October 2017, pp. 391-406. with Erik Kimbrough.
- (66) “Comparing Risky Choice: in the Field and across Lab Procedures.” *Journal of Economic Psychology* 61, August 2017, pp. 203-212. with Zuzana Brokesova and Jana Peliova.
- (65) “The Effects of Alcohol Use on Economic Decision Making.” *Southern Economic Journal* 83(4), April 2017, pp. 886-902. with Klajdi Bregu, Lindsay Ham, and Salar Jahedi.
- (64) “Arousal and Economic Decision Making.” *Journal of Economic Behavior and Organization* 134, February 2017, pp. 165-189. with Salar Jahedi and Dan Ariely.
- (63) “An Experimental Investigation of Procurement Auctions with Asymmetric Sellers.” *Production and Operations Management* 25(10), October 2016, pp. 1763-1777. with John Aloysius, Ryan French, and Li Hao.
- (62) “State Dependent Price Setting Rules under Implicit Thresholds: An Experiment.” *Journal of Economic Dynamics and Control* 68, July 2016, pp. 17-44. with Justin LeBlanc, Andrea Civelli, and Klajdi Bregu.

- (61) "You are Close to Your Rival and Everyone Hates a Winner: A Study of Rivalry in College Football." *Economic Inquiry* 53(4), October 2015, pp. 01908-1918. with Sarah Quintanar, Javier Reyes, Sudipta Sarangi
- (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 and Symposia

Special Issue in Honor of Harris Schlesinger: New Developments in the Study of Risk Preferences. *The Geneva Risk and Insurance Review* 43(1), May 2018

Symposium on Contests and Innovation *Southern Economic Journal* 84(2) October 2017

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

Funded Grants

International Foundation for Research in Experimental Economics, International Workshops in Experimental Economics, Summer 2019 (Vietnam and Thailand), Summer 2022 (Ecuador and Peru)

International Foundation for Research in Experimental Economics, Undergraduate Workshop, Spring 2016, 2018, 2019, 2022.

James H. Penick Endowment Grant, “Acquiring Costly Information in Asset Markets” Summer 2015.

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

Economic Science Association, Treasurer (2017 – 2022)

International Foundation for Research in Experimental Economics, Board of Directors (2016 – 2022)

Southern Economic Association, Board Member (Fall 2014 – Fall 2018)

National Science Foundation Panelist

Honors and Awards

Board of Visitors Research Achievement Award – University of Alabama

Fulbright Specialist – University of Economics in Prague

Erskine Fellow – University of Canterbury

Faculty Excellence in Research Award – Walton College

Outstanding Mentor – University of Arkansas

International Foundation for Research in Experimental Economics, Arthur Cinader Pre-Doctoral Fellow

Austin Cup – University of Alabama