

DAVID GILL

September 17, 2025

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Citizenship: USA; Ireland; France; UK

PRIMARY APPOINTMENTS

Purdue University

- James Brooke Henderson Professor, Department of Economics, 2022 - to date
- Associate Professor (with tenure), Department of Economics, 2016 - 2022

University of Oxford

- Associate Professor, Department of Economics, 2014 - 2016 (with tenure 2015 - 2016)
- Roger Van Noorden Fellow in Economics, Hertford College, 2014 - 2016
- University Lecturer (tenure track), Department of Economics, 2011 - 2014
- Official Fellow, Hertford College, 2011 - 2014
- Junior Research Fellow, Trinity College, 2004 - 2007

University of Southampton

- Lecturer, Division of Economics, 2007 - 2011 (with tenure 2009 - 2011)

Lexecon Ltd. (London)

- Competition Policy Consultant, 1998 - 2001

OTHER APPOINTMENTS

Editorial Positions

- Editorial Board Member, *Oxford Economic Papers*, 2011 - to date
- Associate Editor, *Journal of Economic Behavior and Organization*, 2011 - 2016
- Editorial Board Member, *Economic Review*, 2008 - 2011

Purdue University

- Board of Directors, Center for Behavioral Economics, Experiments & Public Policy, 2023 - to date
- Faculty Affiliate, Integrative Data Science Initiative, 2020 - to date
- Member, UK Scholarships Advisory Board, 2020 - 2023 & 2024 - to date

University of Oxford

- Board of Trustees, Hertford College, 2011 - 2016
- Board of Trustees, *Oxford Economic Papers*, 2011 - 2016
- Associate Member, Nuffield Centre for Experimental Social Sciences, 2013 - 2018
- Departmental Teaching Associate, Department of Economics, 2002 - 2005

Miscellaneous

- Research Associate, CAGE Centre, University of Warwick, 2018 - to date
- Research Fellow, IZA (Institute of Labor Economics), Bonn, 2014 - to date
- Visiting Fellow, ILR School, Cornell University, 2015
- Visiting Scholar, Wharton School (BEPP), University of Pennsylvania, 2014

EDUCATION

D.Phil. (= Ph.D.) in Economics, University of Oxford (Nuffield College), 2001 - 2005

P.G.Cert. in Academic Practice, University of Southampton, 2007 - 2009

P.G.Dip. in E.C. Competition Law, University of London (King's College), 1999 - 2000

M.Phil. in Economics, University of Oxford (Nuffield College), 1996 - 1998

- George Webb Medley Prize for 1st place in examinations

B.A. in Philosophy, Politics and Economics, University of Oxford (University College), 1993 - 1996

- First Class Honours

WORKING PAPERS

Dynamic investment in teamwork skill: Theory and experimental evidence

SSRN Working Paper 5433715 (with Lucas Reddinger and Victoria Prowse)

PUBLISHED & FORTHCOMING PAPERS

How cognitive skills affect strategic behavior: Cognitive ability, fluid intelligence and judgment

Games and Economic Behavior, 149: 82-95, 2025 (with Zachary Knepper, Victoria Prowse & Junya Zhou)

Beliefs, learning, and personality in the indefinitely repeated prisoner's dilemma

American Economic Journal: Microeconomics, 16(3): 259-283, 2024 (with Yaroslav Rosokha)

The creativity premium: Exploring the link between childhood creativity and life outcomes

Journal of Political Economy Microeconomics, 2(3): 495-526, 2024 (with Victoria Prowse)

Strategic complexity and the value of thinking

Economic Journal, 133(650), 761-786, 2023 (with Victoria Prowse)

Cognitive skills, strategic sophistication, and life outcomes

Journal of Political Economy, 130(10), 2643-2704, 2022 (with Eduardo Fe and Victoria Prowse)

Using goals to motivate college students: Theory and evidence from field experiments

Review of Economics and Statistics, 102(4), 648-663, 2020 (with D. Clark, V. Prowse and M. Rush)

First-place loving and last-place loathing: How rank in the distribution of performance affects effort provision

Management Science, 65(2), 494-507, 2019 (with Zdenka Kissova, Jaesun Lee and Victoria Prowse)

Measuring costly effort using the slider task

Journal of Behavioral and Experimental Finance, 21, 1-9, 2019 (with Victoria Prowse)

Cognitive ability, character skills and learning to play equilibrium: A level- k analysis

Journal of Political Economy, 126(4), 1619-1676, 2016 (with Victoria Prowse)

Competition in posted prices with stochastic discounts

Economic Journal, 126(594), 1528-1570, 2016 (with John Thanassoulis)

Desert and inequity aversion in teams

Journal of Public Economics, 123, 42-54, 2015 (with Rebecca Stone)

Gender differences and dynamics in competition: The role of luck

Quantitative Economics, 5(2), 351-376, 2014 (with Victoria Prowse)

Cheating in the workplace: An experimental study of the impact of bonuses and productivity

Journal of Economic Behavior and Organization, 96, 120-134, 2013 (with Victoria Prowse and Michael Vlassopoulos)

A structural analysis of disappointment aversion in a real effort competition

American Economic Review, 102(1), 469-503, 2012 (with Victoria Prowse)

The optimal choice of pre-launch reviewer

Journal of Economic Theory, 147(3), 1247-1260, 2012 (with Daniel Sgroi)

Fairness and desert in tournaments

Games and Economic Behavior, 69(2), 346-364, 2010 (with Rebecca Stone)

The impact of bargaining on markets with price takers: Too many bargainers spoil the broth

European Economic Review, 53(6), 658-674, 2009 (with John Thanassoulis)

Sequential decisions with tests

Games and Economic Behavior, 63(2), 663-678, 2008 (with Daniel Sgroi)

Strategic disclosure of intermediate research results

Journal of Economics and Management Strategy, 17(3), 733-758, 2008

Soft money and hard choices: Why political parties might legislate against soft money donations

Public Choice, 123(3-4), 411-438, 2005 (with Christine Lipsmeyer)

Sequential decision-making and asymmetric equilibria: An application to takeovers

B.E. Journal of Theoretical Economics, 4(1) Topics, Art. 11, 2004 (with Daniel Sgroi)

LARGE COLLABORATIONS & REVIEW ARTICLES

Can large language models help predict results from a complex behavioural science study?

Royal Society Open Science, 11: 240682, 2024 [author list on title page: main co-authors & Emotion Expression Collaboration; collaboration members listed in appendix]

Beyond Homo Economicus: The new science of behavioural economics

Economic Review, 27(4), 12-14, 2010

TEACHING

(# indicates post-graduate level)

Purdue University

Experimental & Behavioral Economics, 2019, 2021, 2024 (#)

Experimental Economics, 2017 (#)

Game Theory, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025

University of Oxford

Behavioral & Experimental Economics, 2016 (#)
Game Theory, 2012, 2013, 2014, 2015, 2016
Industrial Organization & Competition Policy, 2011, 2012, 2013, 2014, 2015
Intermediate Microeconomics (tutorials), 2011, 2012, 2013, 2014, 2015
Microeconomics (tutorials), 2002, 2003, 2004 (#)

University of Southampton

Mathematics and Statistics, 2009 (#)
Public Economics, 2008, 2009, 2010, 2011
Introductory Microeconomics, 2007, 2008, 2009
Introductory Mathematics for Economics, 2009, 2010, 2011
Supervision of 25+ undergraduate student dissertations

Guest Lectures & Mentoring

Mentoring session at Econometric Society Australasia Meeting, 2022
IFREE Undergraduate Workshop in Behavioral and Experimental Economics, 2018
Princeton University, Labor Economics, 2014
University of Arizona, Research Methods, 2011 (#)
University of Arizona, Experimental Economics, 2010 (#)

Advising of Graduate Student Research (* indicates committee chair or co-chair)

Shabnam Rahimfallah, Ph.D., Purdue University, 2025 - to date
Yuting Chen, Ph.D., Purdue University, 2024 - to date (*)
Rui Tan, Ph.D., Purdue University, 2024 - to date (*)
Zhongheng Qiao, Ph.D., Purdue University, 2023 - to date (*)
Prerana Maheshwari, Ph.D., Purdue University, 2023 - to date
Xinxin Lyu, Ph.D., Purdue University, 2021 - 2024
Junya Zhou, Ph.D., Purdue University, 2019 - 2023
Peter Wagner, Ph.D., Purdue University, 2016 - 2022
Daniel Woods, Ph.D., Purdue University, 2018 - 2021 (*)
Martina Loderer, Ph.D., Purdue University, 2017 - 2021
Stanton Hudja, Ph.D., Purdue University, 2016 - 2020
Rustu Duran, D.Phil. & M.Phil., University of Oxford, 2012 - 2016 (*)
Annette Cerulli-Harms (visiting Ph.D. student from HEC Lausanne), U. of Oxford, 2014
Mohammad Mousavi, Ph.D., University of Southampton, 2010 - 2011
Ye Ye, M.Sc., University of Southampton, 2011
Qing Wen Gong, M.Sc., University of Southampton, 2011
Hong Wu, M.Sc., University of Southampton, 2010
Haosen Sun, M.Sc., University of Southampton, 2010
Adam Cox, M.Sc., University of Southampton, 2009
Annarita Cardoni, M.Sc., University of Southampton, 2009
Christina Charatsi, M.Sc., University of Southampton, 2008

Ph.D. Oral Examination

Neha Bose, University of Warwick, 2021
James Wisson, University of Oxford, 2016
Lingbo Huang, Nottingham University, 2015
Andre Barreira, University of Essex, 2011

REFEREEING

Journals:

American Economic Review, American Economic Journal: Applied Economics, American Economic Journal: Microeconomics, B.E. Journal of Theoretical Economics, Business Administration Review, Econometrica, Economica, Economic Inquiry, Economic Journal, Economics Letters, Economics of Education Review, Economic Theory, European Economic Review, Experimental Economics, Games and Economic Behavior, Group Decision and Negotiation, Industrial and Labor Relations Review, International Economic Review, International Journal of Business and Economics, International Journal of Industrial Organization, Journal of Behavioral and Experimental Economics, Journal of Behavioral and Experimental Finance, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of Economics and Management Strategy, Journal of Economic Theory, Journal of Human Resources, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of Political Economy, Journal of Political Economy Microeconomics, Journal of Population Economics, Journal of Public Economics, Journal of the Economic Science Association, Journal of the European Economic Association, Management Science, Manchester School, Oxford Bulletin of Economics and Statistics, Oxford Economic Papers, Oxford Review of Economic Policy, Production and Operations Management, Quantitative Economics, Quarterly Journal of Economics, RAND Journal of Economics, Research in Labor Economics, Review of Economic Studies, Scandinavian Journal of Economics, Scientific Reports, Social Choice and Welfare, Theory and Decision

Grant Application Appraisals:

Israel Science Foundation, National Science Foundation, Nuffield Foundation

Ethical Review:

External Ethics Committee Member, Nuffield CESS, University of Oxford, 2013 - 2018

Ethics Review Board Member, School of Social Sciences, University of Southampton, 2010 - 2011

Conference Abstracts / Papers:

Risk, Uncertainty and Decision Conference 2025

Subjective Probability, Utility and Decision Making Conference 2023

GRANTS, PRIZES AND SCHOLARSHIPS

(# indicates principal investigator (PI) or joint PI)

Finalist (with five others) for Exeter Prize for best paper published in 2022 in any journal in the fields of

Experimental Economics, Behavioral Economics & Decision Theory

University Faculty Scholar, Purdue University, 2019 - 2022

Blake Business Ethics Fund Grant, Krannert School of Management, Purdue University, 2018 - 2020 (#)

Krannert School of Management Distinguished Teacher Award, Purdue University, 2019

Krannert Faculty Fellow, Krannert School of Management, Purdue University, 2017 - 2019

Krannert School of Management Outstanding Teacher Award, Purdue University, 2017 & 2018

British Academy Grant, 2015 - 2017 (terminated by BA in 2016 due to departure from UK) (#)

Economic and Social Research Council Grant, 2010 - 2012 (#)

Economic Journal Referee Prize, 2012

British Academy Grant, 2009 - 2011

Social Sciences Grant, University of Southampton, 2009 - 2010 (#)

Social Sciences Grant, University of Southampton, 2008 - 2009 (#)

Economic and Social Research Council Research Studentship, 2001 - 2004

George Webb Medley Exam Prize for Best Performance in Economics M.Phil., University of Oxford, 1998

Scatcherd European Scholarship, University of Oxford, 1996 - 1998

Scholar, University of Oxford (University College), 1994 - 1996

Howarth Prize in Economics, University of Oxford (University College), 1995

P.P.E. Essay Prize, University of Oxford (University College), 1995
Business Studies Teachers' Association of Ireland Award for Best Performance in Leaving Certificate
Economics (Irish High School Final Examination), 1993

EXTERNAL PRESENTATIONS (190 IN TOTAL)

(Seminars at economics department, unless otherwise indicated)
(v indicates virtual)

2025

University College Dublin; University of Glasgow
Economic Science Association North American Meeting, Tucson
Ostrom-Smith Conference on Experimental and Behavioral Economics, Bloomington

2024

University of Virginia; Tilburg University
Maastricht Behavioral and Experimental Economics Symposium
Barcelona Summer Workshop on Preferences, Bounded Rationality, and Strategic Interactions
Lewes Meeting on Behavioral and Experimental Economics (BEEMA8)
Midwest Economics Association Annual Meeting, Chicago (two papers)
International Conference on Empirical Economics (v)

2023

University of Arizona; University of Illinois Urbana-Champaign; University College London; University of
Warwick; Simon Fraser University; Hull University (Mathematics, v)
CIRANO Workshop on Behavioral and Experimental Economics for Innovative Policy-Making, Montreal
Nordic Conference on Behavioral and Experimental Economics, Lund
SABE-IAREP Annual Conference, Nice
Economic Science Association North American Meeting, Charlotte
Subjective Probability, Utility and Decision Making Conference (v)
Economic Science Association session at WEAI International Conference (v)
Econometric Society Africa Meeting (v)

2022

Loyola Marymount University; University of Glasgow (v); VEAEBES seminar series (v)
Camden Meeting on Behavioral and Experimental Economics (BEEMA6) (*keynote speaker*)
Advances with Field Experiments Conference, Chicago
SOU Creativity Conference (v)
Econometric Society Australasia Meeting (v)
Economic Science Association Asia-Pacific Meeting (v)
Economic Science Association Buenos Aires Special Meeting (v)

2021

Florida State University (v); University of Miami (v)
Economic Science Association North American Meeting, Tucson (two papers)
Society of Labor Economists (SOLE) Annual Conference (v)
Barcelona Summer Workshop on Computational and Experimental Economics (v)
UEA Workshop on Behavioral Game Theory (v)
Learning, Evolution and Games Conference (v)
Maastricht Behavioral and Experimental Economics Symposium (v)
NeuroPsychoEconomics Conference (v)
European Meeting on Game Theory (v)
RExCon21 on Social Preferences and Social Norms (v)
Subjective Probability, Utility and Decision Making Conference (v)

SABE-IAREP Annual Conference (v)
SABE session at WEAI Annual Meeting (v)
Econometric Society North American Summer Meeting (v)
Midwest Economics Association Annual Meeting (v)
Indiana Academy of the Social Sciences Annual Conference (v)

2020

Virginia Tech (v); University of Birmingham (v)
Utah Experimental Economics Conference (v) (*invited speaker*)
Barcelona Summer Workshop on Children's Health, Wellbeing, and Human Capital Formation (v)
Society for the Advancement of Behavioral Economics (SABE) Annual Conference (v)

2019

University of Arkansas; University College London; University of Oxford (CESS); University of Southampton
briq Conference on Structural Behavioral Economics, Bonn (*invited speaker*)
CREST Workshop on Experimental Economics, Paris (*invited speaker*)
Workshop on Psychological Game Theory, Copenhagen
Economic Science Association World Meeting, Vancouver
Society for the Advancement of Economic Theory Annual Conference, Ischia
Jordan-Wabash Conference on Experimental and Behavioral Economics, West Lafayette

2018

University of Pennsylvania (PPE); University of Indiana; University of Laval; University of Warwick
Barcelona Summer Workshop on Bounded Rationality, Cognition & Strategic Uncertainty (*invited speaker*)
Conference on Data Science for Business and Economics, West Lafayette

2017

New York University; Fordham University; University of Oxford (CESS); IUPU - Indianapolis; Ivy Tech (cross-campus)
American Economic Association Annual Meeting, Chicago (presenter and session organizer)
Econometric Society North American Summer Meeting, St. Louis
Economic Science Association World Meeting, San Diego

2016

Amherst College; Royal Holloway; University of Newcastle (BENC)
Workshop on Psychological Game Theory, Gothenburg (*invited speaker*)
Workshop on Human Capital over the Life Cycle, Maastricht (*invited speaker*)
Oxford-Duke Conference on Cognitive Approaches to Law, Economics, Politics and Policy, Oxford (*invited speaker*)
Bounded Rationality in Choice Conference, Evanston
Foundations of Utility and Risk Conference, Warwick
Economic Science Association World Meeting, Jerusalem
Economic Science Association North American Meeting, Tucson
Southern Economic Association Annual Conference, Washington D.C.

2015

University of Southern California (Marshall); Purdue University; Southern Methodist University; State University of New York - Binghamton; University of Montreal; Bocconi University (BELSS); City University London; University of Bristol; University of Southampton; University of Warwick (DRG)
Workshop on Econometric Methods in Economic Experiments, Alicante

2014

Princeton University; University of Pennsylvania (Wharton); George Mason University; Erasmus University Rotterdam; Goethe University Frankfurt; University of Alicante; University of Maastricht; University of Milan Bicocca; University of St. Gallen
WZB Workshop on Cognitive Skills and Strategic Reasoning, Berlin (*invited speaker*)
Nuffield CESS - Duke Conference on Reason and Decision Making, Oxford (*invited speaker*)
American Economic Association Annual Meeting, Philadelphia
Workshop on Gender Issues in Experimental Economics, Alicante
International Symposium on Dynamic Games and Applications, Amsterdam

2013

University of Paderborn
Workshop on Behavioral Public Economics, Vienna (*invited speaker*)
Econometric Society North American Summer Meeting, Los Angeles
Haverford Meeting on Behavioral and Experimental Economics (BEEMA1), Philadelphia
Maastricht Behavioral and Experimental Economics Symposium on Theory and Experiments
French Experimental Economics Association Meeting, Lyon

2012

University of Southern California; Loyola Marymount University; University of Copenhagen; University of Gothenburg; University of Konstanz; University of Zurich
Transatlantic Theory Workshop, Evanston (*invited speaker*)
Econometric Society Winter Meeting, Chicago
FUR Conference on the Foundations and Applications of Utility, Risk and Decision-Making, Atlanta
Economic Science Association North American Meeting, Tucson

2011

Cornell University; George Mason University; University of Texas - Dallas; University of Cambridge; University of East Anglia; University of Essex; University of Oxford; Royal Holloway; St. John's College, Oxford
CIRPEE and WZB Workshop on Econometric Methods using Experimental Data, Berlin (*invited speaker*)
ZEW/Tinbergen Workshop on Behavioural Personnel Economics, Mannheim (*invited speaker*)
Economic Science Association North American Meeting, Tucson
Economic Science Association International Meeting, Chicago (2 papers)
Workshop on the Determinants and Implications of Pro-Social Behavior, Southampton
Maastricht Behavioral and Experimental Economics Symposium on Theory and Experiments
Thurgau Experimental Economics Meeting on Social Norms, Kreuzlingen
Nordic Conference on Behavioral and Experimental Economics, Lund
Allied Social Science Associations Meeting, Denver (discussant)

2010

University of Arizona (two seminars); Arizona State University; University of Nottingham; University of Oxford (CESS)
Warwick Mathematics Institute Workshop on Game Theory, Coventry (*invited speaker*)
Economic Science Association North American Meeting, Tucson
Economic Science Association World Meeting, Copenhagen
Maastricht Behavioral and Experimental Economics Symposium on Theory and Experiments

2009

University of California - Los Angeles; University of Aberdeen (Business School); University of Warwick
Workshop on Behavioral Game Theory, Stony Brook Game Theory Festival, Stony Brook
Economic Science Association European Meeting, Innsbruck
Royal Economic Society Annual Conference, Guildford.

2008

Johns Hopkins University; University of Warwick
Game Theory Society World Congress, Evanston (2 papers)
Centre for Economic Policy Research Conference on Applied Industrial Organization, Paris
Centre for Competition and Regulatory Policy Workshop, London

2007

George Mason University; Queen Mary; University of Southampton; University of Warwick
International Industrial Organization Annual Conference, Savannah
Royal Economic Society Annual Conference, Coventry

2006

University of Essex; Wissenschaftszentrum Berlin
International Industrial Organization Annual Conference, Boston
European Economic Association Annual Congress, Vienna
Econometric Society European Meeting, Vienna
CEPR & WZB Conference on Antitrust and Innovation, Berlin

2005 and earlier

Birkbeck College; University College Dublin; University of Oxford (ILP)
Econometric Society World Congress, London
Economic and Social Research Council Game Theory Conference, Coventry
Game Theory Society World Congress, Marseille
Royal Economic Society Easter School in Public Economics and Political Economy, Birmingham
Spring Meeting of Young Economists, Leuven
Spring Meeting of Young Economists, Paris
European Commission's Merger Task Force (expert witness for EMI Music)

ADMINISTRATIVE & OTHER RESPONSIBILITIES

Purdue University

Area Committee (school-level promotion & tenure), 2025 - to date
Prestigious Awards Committee, 2025 - to date
Economics Ph.D. Curriculum Committee, 2023 - 2025
Promotion & Tenure Committee (presenter), 2017 - 2021 & 2024 - 2025
Ph.D. Admissions Committee, 2018 - 2023
Economics Undergraduate Curriculum Committee, 2022 - 2023
Hiring Committee (post-doc), 2019 - 2020 & 2022 - 2023
Hiring Committee (junior), 2019 - 2021
Hiring Committee (senior & junior), 2016 - 2017

University of Oxford

Governing Body, Hertford College, 2011 - 2016
Treasury Committee, Hertford College, 2011 - 2014
Tenure Review Committee, Department of Economics, 2015 - 2016
P.P.E. Board of Examiners, Convenor for Economics, 2015 - 2016
History and Economics Board of Examiners, 2015 - 2016
Stipendiary Lecturer Hiring Committee, Chair, Hertford College, 2012 - 2013 & 2015 - 2016
P.P.E. Board of Examiners, 2013 - 2015
Stipendiary Lecturer Hiring Committee, Hertford College, 2014 - 2015
Senior Research Officer Hiring Committee, Martin School, 2013 - 2014
Post-doc Hiring Committee, Hertford College, 2012 - 2013
Microeconomics Teaching Review Committee, Department of Economics, 2012 - 2013

Workshop (Seminar Series) Organizer, Department of Economics, 2012 - 2013
Governing Body (non-voting), Trinity College, 2004 - 2007
Personnel and Domestic Committee (student representative), Nuffield College, 2002 - 2003
Treasurer, Junior Common Room, Nuffield College, 2002 - 2003

University of Southampton

Hiring Committee, Division of Economics, 2008 - 2010
Readership Interview Panel, School of Social Sciences, 2009 - 2010
Professorship University Interview Panel, 2009 - 2010
Representative for Student Feedback, Division of Economics, 2009 - 2010