

## Joshua R. Foster

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CONTACT INFORMATION Sage Hall  
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ACADEMIC EXPERIENCE **University of Wisconsin - Oshkosh**, Oshkosh, Wisconsin USA  
*Assistant Professor of Economics* **September, 2016 - present**

**Whitman College**, Walla Walla, Washington USA  
*Assistant Professor of Economics* **September, 2014 - August, 2016**

RESEARCH INTERESTS Primary: Industrial Organization, Behavioral Economics, Experimental Economics  
Secondary: Public & Welfare Economics

EDUCATION **University of Arkansas**, Fayetteville, Arkansas USA  
Ph.D., August 2014  
Dissertation Topic: "Essays in Pro-social Behavior"  
Advisor: Cary Deck

**Bentley University**, Waltham, Massachusetts USA  
B.S., Economics, *magna cum laude*, May 2009

PUBLICATIONS Wars of Attrition with Endogenously Determined Budget Constraints.  
(Forthcoming at *B.E. Journal of Theoretical Economics*)

Defense Against an Opportunistic Challenger: Theory and Experiments.  
*European Journal of Operational Research*, 242 (2), April 2015, pp. 501-513.  
(with Cary Deck and Hongwei Song)

Putting Social Preferences to Work: Can Social Preferences Predict Real Effort Provision?  
*Journal of Economic Psychology*, 45, December 2014, pp. 128-140.

GRANTS IFREE Small Grant "Auctions for Charity and for Profit" (\$9,500), Principal Investigator, 2014.

UW-Oshkosh Faculty Development Summer Grant, 15% CAS, 2017.

PAPERS UNDER REVIEW Behavioral Demand Effects When Buyers Anticipate Inventory Shortages.  
(with Cary Deck and Amy Farmer)

The Effects of Loss Aversion and Sunk Cost Sensitivity in All-pay Auctions for Charity.

A Natural Field Experiment Comparing the Duluth and Cognitive Behavioral Therapy Treatment Options for Intimate Partner Violence Diversion Programs: The Winnebago County Experience  
(with Chad Cotti and M. Ryan Haley)

CONFERENCE  
PRESENTATIONS &  
INVITED TALKS

Behavioral Demand Effects When Buyers Anticipate Inventory Shortages.  
Wisconsin Economic Association, Stevens Point, Wisconsin, October 21, 2016.  
Washington State University, Pullman, Washington, March 6, 2015.  
Southern Economic Association, Atlanta, Georgia, November 22, 2014.

The Effects of Loss Aversion and Sunk Cost Sensitivity in All-pay Auctions for Charity.  
Science of Philanthropy Initiative, University of Chicago, September 6, 2017.  
North America ESA Conference, Dallas, Texas, October 24, 2015.  
Whitman College, Walla Walla, Washington, January 30, 2014.  
Southern Economic Association, Tampa, Florida, November 23, 2013.  
North America ESA Conference, Santa Cruz, California, October 26, 2013.  
International ESA Conference, Zurich, Switzerland, July 14, 2013.  
University of Arkansas, Fayetteville, Arkansas, April 5, 2013.

Defense Against an Opportunistic Challenger: Theory and Experiments.  
Association for Public Economic Theory, Seattle, Washington, July 11, 2014.  
BEEMA, Haverford, Pennsylvania, June 7, 2014.  
University of Memphis, Memphis, Tennessee, January 24, 2014.  
University of Arkansas, BBRL Seminar, Fayetteville, Arkansas May 3, 2012.

Putting Social Preferences to Work: Can Social Preferences Predict Real Effort Provision?  
Southern Economic Association, New Orleans, Louisiana, November 17, 2012.  
2012 International ESA Conference, New York University, New York, June 24, 2012.

PAPERS IN  
PREPARATION

Auctions for Charity and for Profit in the Field.  
(with Jeffrey Carpenter)

Behavioral Demand Effects in Shoppers on Black Friday

The Behavioral Boutique: Theory and Experiments

On the Efficiency of Crowdsourced Information Structures

TEACHING  
EXPERIENCE

**University of Wisconsin - Oshkosh**, Oshkosh, WI USA

*Primary Instructor*

**September, 2016 - Present**

Economic and Business Statistics: Fall 2016, Fall 2017.  
Industrial Organization: Fall 2016.  
Principles of Microeconomics: Spring 2017.  
Introduction to Behavioral Economics: Spring 2017.  
Behavioral Economics: Fall 2017.

**Whitman College**, Walla Walla, Washington USA

*Primary Instructor*

**September, 2014 - August, 2016**

Principles of Microeconomics: Fall 2014, Spring 2015, Fall 2015, Spring 2016.  
Intermediate Microeconomics: Spring 2015, Spring 2016.  
Industrial Organization: Fall 2014, Spring 2016.  
Behavioral Economics: Spring 2015, Fall 2015.

*Advisor of:*

Zane MacPhee (2015).

**University of Arkansas**, Fayetteville, Arkansas USA

*Primary Instructor*

**September, 2010 - Spring, 2014**

Principles of Microeconomics: Fall 2010, Spring 2011, Fall 2011, Spring 2012, Spring 2013,  
Fall 2013.

Intermediate Microeconomics: Fall 2012, Spring 2014.

*Guest Lecturer*

**September, 2011 - December, 2012**

Experimental Economics (Experiment Coding Module for Ph.D. Students): Fall 2011, Fall 2012.

SERVICE

**UW-Oshkosh Economics Club**, Oshkosh, Wisconsin USA

*Co-advisor*

**September, 2016 - Present**

**Behavioral Business Research Laboratory**, Fayetteville, Arkansas USA

*Graduate Student Representative*

**September, 2013 - August, 2014**

PROFESSIONAL  
EXPERIENCE

**Reviewer for:**

*Games and Economic Behavior, Journal of Economic Behavior & Organization, Southern Economic Journal, Management Science, Journal of Behavioral and Experimental Economics, Games*

**Member of:**

*Southern Economic Association, Economic Science Association, American Economic Association*

**Middlebury College**, Middlebury, VT USA

*Research Assistant*

**June 2011 - September 2011**

Carpenter, Jeff, Jessica Holmes and Peter Matthews: *Auctions for Charity*

HONORS, AND  
AWARDS

BΓΣ, University of Arkansas, 2014.

Doctoral Academy Fellowship (\$40,000), University of Arkansas, 2009-2013.

Walton College (Economics Department) Grant for Graduate Student Research (\$2,200), 2013.

Walton College Grant for Graduate Student Research (\$1,000), 2010.

ΟΔΕ, Bentley University, 2009.

Velente Center Research Fellowship, 2008.

WORKSHOP &  
CONFERENCE  
PARTICIPATION

NRF Retail's Academic Symposium, Chicago, IL, July 31-August 1, 2017.

Summer Institute on Field Experiments, University of Chicago, July 9-13, 2017.

American Economic Association Annual Meeting, Chicago, IL, January 6-8, 2017.

Advances with Field Experiments, University of Chicago, September 15-16, 2016.

85th Annual Meetings of the Southern Economic Association, New Orleans, LA,  
November 21-23, 2015.

International Conference on Computational Social Science, Finlandia Hall, Helsinki, Finland,  
June 8-11, 2015.

American Economic Association Annual Meeting, Philadelphia, PA, January 3-5, 2014.

Advanced Pedagogy and Course Design Workshop, La Salle University, January 2, 2014.

NEH Summer Institute on the History of Political Economy, Duke University, June 2-21, 2013.

LeeX Experimental Economics Summer School in Macroeconomics, Pompeu Fabra University,  
June 11- 15, 2012.

IFREE Graduate Student Workshop in Experimental Economics, Chapman University,  
January 8-12, 2012.

80th Annual Meetings of the Southern Economic Association, San Antonio, TX,  
November 21-23, 2009.

PROGRAMMING  
LANGUAGES

**Fluent:** R, L<sup>A</sup>T<sub>E</sub>X, z-Tree | **Conversational:** Stata, Python, Powershell |  
**Basic:** HTML, MATLAB, Mathematica

REFERENCES

Cary Deck, Professor  
University of Alabama

Email: cdeck@cba.ua.edu

Phone: 205.348.7842

Amy Farmer, Professor  
University of Arkansas

Email: afarmer@walton.uark.edu

Phone: 479.575.6093

Jeff Carpenter, Professor  
Middlebury College

Email: jpc@middlebury.edu

Phone: 802.443.3241

Salar Jahedi, Senior Economist  
Amazon

Email: sjahedi@amazon.org

Phone: 206.981.4631

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