

Joshua R. Foster

CONTACT INFORMATION	Sage Hall Department of Economics University of Wisconsin - Oshkosh Oshkosh, WI 54914	Voice: 920.424.7155 Fax: 920.424.7413 E-mail: fosterj@uwosh.edu Web: about.me/joshuafoster
ACADEMIC EXPERIENCE	University of Wisconsin - Oshkosh , Oshkosh, Wisconsin USA <i>Assistant Professor of Economics</i>	September, 2016 - present
	Whitman College , Walla Walla, Washington USA <i>Assistant Professor of Economics</i>	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, <i>magna cum laude</i> , May 2009	
PUBLICATIONS	Wars of Attrition with Endogenously Determined Budget Constraints. (Forthcoming at <i>B.E. Journal of Theoretical Economics</i>) Defense Against an Opportunistic Challenger: Theory and Experiments. <i>European Journal of Operational Research</i> , 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? <i>Journal of Economic Psychology</i> , 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.
 Marquette University, Milwaukee, Wisconsin, October 13, 2017.
 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

Motivating Membership in Non-profit Organizations: A Behavioral Approach

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

ΒΓΣ, 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^AT_EX, 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

Last updated: October 15, 2017