

# Andy Brownback

Curriculum Vitae, May 2020

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## CONTACT INFO:

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## ACADEMIC POSITIONS:

2015-Present: Assistant Professor — University of Arkansas Department of Economics.  
Fayetteville, Arkansas

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## EDUCATION:

2010-2015: PhD Economics — University of California, San Diego  
2006-2010: B.A. Mathematics and Economics — Kansas State University

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## GRANTS, HONORS, and FELLOWSHIPS:

2020: Walton College Excellence in Research Award  
2019: Bank of America Research Fund Grant (Co-PI: \$10,000)  
2018: PEDL Major Research Grant (Co-PI: \$452,000)  
J-PAL Post-Primary Education Initiative pilot grant (Co-PI: \$16,660)  
2017: Robert Wood Johnson Foundation: Evidence for Action (Co-PI: \$199,000)  
2016: Laura and John Arnold Foundation Grant (Co-PI: \$312,000)  
Yankelovich Foundation Grant (Co-PI: \$20,000)  
2015: Russell Sage Foundation Small Grant in Behavioral Economics (Co-PI: \$4,730)  
2010: Phi Beta Kappa, Kansas State University

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## PUBLICATIONS:

**Improving College Instruction through Incentives** (w/ Sally Sadoff)  
(*Journal of Political Economy*, Forthcoming)

**Understanding Outcome Bias** (w/ Michael Kuhn)  
(*Games and Economic Behavior*, 2019)

**Social Desirability Bias & Polling Errors in the 2016 Presidential Election** (w/ Aaron Novotny)  
(*Journal of Behavioral and Experimental Economics*, 2018)

**A Classroom Experiment on Effort Allocation under Relative Grading**  
(*Economics of Education Review*, 2018)

**Grading on a Curve, and other Effects of Group Size on All-Pay Auctions** (w/ James Andreoni)  
(*Journal of Economic Behavior and Organization*, 2017)

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## RESEARCH IN PROGRESS:

**Behavioral Food Subsidies** (w/ Alex Imas & Michael Kuhn)

We conduct a pre-registered field experiment with low-income grocery shoppers to study how behavioral interventions can improve the effectiveness of healthy food subsidies. Our unique design enables us to elicit choices and deliver subsidies both *before* and *at* the point of purchase. We examine the effects of two non-restrictive changes to the choice environment: giving shoppers a choice over the type of subsidy they receive and introducing a waiting period before the shopping trip to prompt deliberation about the food purchase decision. Combined, our interventions substantially improve the effectiveness of subsidies, increasing healthy purchases by 61% relative to a choice-less subsidy restricted to healthy food, and 199% relative to an un-subsidized control group. We discuss how these low-cost, scalable interventions can help mitigate nutritional inequality.

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## College Summer School: Educational Benefits and Enrollment Preferences (w/ Sally Sadoff)

We examine whether summer school is a missed opportunity for colleges to accelerate completion. We randomly assign summer scholarships to community college students and link their educational outcomes to their preferences for the scholarships. The scholarships have a large impact on degree acceleration, increasing graduation within one year of the intervention by 32% and transfers to four-year colleges by over 50%. Treatment effects are concentrated among students with a preference *against* summer school. Our results suggest that educational impacts do not drive enrollment preferences. And, that many more students could benefit from summer school than the small minority who currently enroll.

## Predicting Biased Polls (w/ Nathaniel Burke & Tristan Gagnon-Bartsch)

Socially desirable responding (SDR) is a well-documented phenomenon in which poll respondents strategically conceal stigmatized behaviors or preferences in order to present a positive image. This paper examines whether observers of polling information anticipate this bias and are sophisticated enough to correct for it. We elicit information from unincentivized polls about behaviors with varying degrees of social desirability. We simultaneously elicit incentivized, revealed preferences for the same behaviors. Comparing these elicitation, we identify bias from SDR that is well-predicted by independent surveys about the social desirability of each action. We then recruit predictors to guess the incentivized choice behavior. Predictors are shown a sample of responses from either (i) the incentivized choice group itself or (ii) the unincentivized group. Predictors correctly discount unincentivized information, and their prediction accuracy is higher than a fully-naïve approach that takes unincentivized information at face value. However, they show no sophistication in predicting the direction or magnitude of the bias from SDR and, thus, fail to “de-bias” their signals.

## Increasing Access to Training, Capital, and Networks: Two Planned Field Experiments with Small Firms in Uganda (w/ Sarojini Hirshleifer, Arman Rezaee, & Benjamin Kachero)

## Time-Preferences and Grocery Purchases (w/ Alex Imas & Michael Kuhn)

## On the Elicitation of Willingness to Pay for Stigmatized Goods (w/ Tristan Gagnon-Bartsch & Shengwu Li)

### CONFERENCE and INVITED PRESENTATIONS:

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- 2020: Florida State University, Association for Public Policy Analysis & Management, North American Economic Science Association Meeting, Early Career Behavioral Economics Conference (UC San Diego), IZA/SOLE Transatlantic Meeting for Labor Economists, Bounded Rationality in Choice (Aarhus University, Denmark), Winter Workshop: Behavioral and Experimental Economics of Food Consumption (National Institute of Agricultural Research, France)
- 2019: Florida State University, Association for Public Policy Analysis & Management, North American Economic Science Association Meeting, Early Career Behavioral Economics Conference (UC San Diego), IZA/SOLE Transatlantic Meeting for Labor Economists, Bounded Rationality in Choice (Aarhus University, Denmark), Winter Workshop: Behavioral and Experimental Economics of Food Consumption (National Institute of Agricultural Research, France)
- 2018: Early Career Behavioral Economics Conference (Norwegian School of Economics), Workshop on Behavioral Game Theory (University of East Anglia)
- 2017: Kansas State University, Early Career Behavioral Economics Conference (Carnegie Mellon University), Behavioral Models of Politics Conference (Duke University), Workshop on Experimental Economics (University of Arkansas), North American Economic Science Association Meeting, International Economic Science Association Meeting

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- 2016: North American Economic Science Association Meeting, Southern Economic Association Annual Meeting
- 2015: Southern Economic Association Annual Meeting, North American Economic Science Association Meeting, Summer Institute on Field Experiments (University of Chicago), Bay Area Behavioral and Experimental Economics Workshop, University of Arkansas, University of Cologne, Amherst College
- 2014: Kansas State University, North American Economic Science Association Meeting, Stanford Institute for Theoretical Economics, Russell Sage Summer Institute in Behavioral Economics, Bay Area Behavioral and Experimental Economics Workshop
- 2013: North American Economic Science Association Meeting, Bay Area Behavioral and Experimental Economics Workshop

## REFeree SERVICE:

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Econometrica, Review of Economics and Statistics, Management Science, Games and Economic Behavior, Journal of Public Economics, Economic Inquiry, Experimental Economics, Journal of Economic Behavior and Organization, Economics of Education Review, Education Finance and Policy Journal, PLOS ONE, Games, ECBE conference referee