

Jay R. Corrigan

Professor of Economics
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AREAS OF INTEREST

Experimental and behavioral economics, public health, agricultural economics, game theory, environmental and resource economics, economic education.

EDUCATION

Ph.D. Economics, Iowa State University, 2002.

B.A. Economics, Grinnell College, 1997.

PROFESSIONAL EXPERIENCE

Kenyon College, Gambier, Ohio. Professor, 2015-present. Associate Professor, 2008-15. Assistant Professor, 2002-08. Courses taught: Principles of Microeconomics, Principles of Macroeconomics, Environmental Economics, Public Sector Economics, Game Theory, Experimental and Behavioral Economics Seminar, Behavioral Public Policy Seminar, Senior Seminar in Public Policy, Honors Seminar.

Center for Agricultural and Rural Development, Resource and Environmental Policy Division, Ames, Iowa. Visiting Collaborator, 2003-04. Research Assistant, 1997-2002.

Drake University, Des Moines, Iowa. Adjunct Instructor, Fall 2000.

Iowa State University, Ames, Iowa. Adjunct Instructor, Summer 2000.

HONORS AND AWARDS

Faculty Athletics Representative Newcomer of the Year, NCAA Division III, 2019.

Albie Award for one of 2018's ten best works on global political economy, awarded by *Washington Post* contributor Daniel Drezner.

Trustee Teaching Excellence Award, Kenyon College, 2015.

Named one of America's "Best 300 Professors" by the Princeton Review, 2012.

Outstanding Journal Article for 2008, *Journal of Agricultural and Resource Economics*.

PEER-REVIEWED ARTICLES

“Estimating the Price Elasticity of Demand for JUUL E-cigarettes among Teens” (with Bailey Hackenberry, Victoria Lambert, Matthew Rousu, James Thrasher, and David Hammond), *Drug and Alcohol Dependence*, January 2021, 108406.

“Going Once, Going Twice: Using Willingness-to-Accept Auctions to Promote Smoking Cessation” (with Amanda J. Quisenberry, Shreya Shaw, and Amy Ferketich), *Nicotine and Tobacco Research*, September 2020, 1632-35.

“Which Smokers Adopt E-cigarettes and at What Price? An Experimental Estimation of Price Elasticity of Demand and Factors Correlated with E-cigarette Adoption” (with Richard O’Connor and Matthew Rousu), *Addictive Behaviors*, June 2020.

“How Much is Social Media Worth? Estimating the Value of Facebook by Paying Users to Stop Using It” (with Saleem Alhabash, Sean Cash, and Matthew Rousu), *PLOS ONE*, 2018 13(2): e0207101. Named in the *Washington Post* as one of the year’s ten best works on political economy.

“Does Winning an Experimental Auction Change People’s Behavior? An Application to E-cigarettes” (with Richard O’Connor, Matthew Rousu, and Maansi Travers), *Journal of Economic Behavior and Organization*, October 2018, 281-85.

“Effect of Brand and Advertising Medium on Demand for E-cigarettes: Evidence from an Experimental Auction” (with Richard O’Connor and Matthew Rousu), *Preventive Medicine Reports*, September 2017, 11-15.

“Using Experimental Auctions to Examine Demand for E-cigarettes” (with Richard O’Connor, Matthew Rousu, Maansi Bansal-Travers, and Lisa Vogl), *Nicotine and Tobacco Research*, June 2017, 767-72.

“Which Deceptive Practices, If Any, Should be Allowed in Experimental Economics Research? Results from Surveys of Applied Experimental Economists and Students” (with Gregory Colson, Carola Grebitus, Maria Loureiro, and Matthew Rousu), *American Journal of Agricultural Economics*, March 2016, 610-21.

“Do Monetary Incentives Matter in Classroom Experiments? Effects on Course Performance” (with Matthew Rousu, David Harris, Jill Hayter, Scott Houser, Becky Lafrancois, Olugbenga Onafowora, Gregory Colson, and Adam Hoffer), *Journal of Economic Education*, September 2015, 341-49.

“Deception in Experiments: Towards Guidelines on Use in Applied Economics Research” (with Gregory Colson, Carola Grebitus, Maria Loureiro, and Matthew Rousu), *Applied Economic Perspectives and Policy*, September 2015, 524-36.

“Three Reasons to Use Annual Payments in Contingent Valuation Surveys: Convergent Validity, Discount Rates, and Mental Accounting” (with Kevin Egan and Daryl Dwyer), *Journal of Environmental Economics and Management*, July 2015, 123-36.

“Do Practice Rounds Affect Experimental Auction Results?” (with Matthew Rousu and Dinah Pura Depositario), *Economics Letters*, April 2014, 42-44.

“Repeated Rounds with Price Feedback in Experimental Auction Valuation: An Adversarial Collaboration” (with Andreas Drichoutis, Jayson Lusk, Rudy Nayga, and Matthew Rousu), *American Journal of Agricultural Economics*, January 2012, 97-115.

“Estimating the Impact of Pictorial Health Warnings and ‘Plain’ Cigarette Packaging: Evidence from Experimental Auctions among Adult Smokers in the United States” (with Matthew Rousu, James Thrasher, David Hammond and Ashley Navarro), *Health Policy*, September 2011, 41-48.

“Are Experimental Auctions Demand Revealing when Values Are Affiliated?” (with Matthew Rousu), *American Journal of Agricultural Economics*, January 2011, 514-20.

“The Pollution Game: A Classroom Exercise Comparing Emissions Taxes and Tradable Permits,” *Journal of Economic Education*, January 2011, 70-78.

“The Impact of Perceived Prices on Willingness to Pay in Experimental Auctions” (with Gregory Colson and Matthew Rousu), *Journal of Agricultural and Food Industrial Organization*, 2010, Article 9.

“Comparing Open-Ended Choice Experiments and Experimental Auctions: An Application to Golden Rice” (with Dinah Pura Depositario, Rudy Nayga, Ximing Wu, and Tiffany Laude), *American Journal of Agricultural Economics*, August 2009, 837-53.

“Testing Whether Field Auction Experiments are Demand Revealing in Practice” (with Matthew Rousu), *Journal of Agricultural and Resource Economics*, August 2008, 290-301. Chosen as *JARE* outstanding journal article for 2008.

“Consumer Preferences for Fair Trade Foods: Implications for Trade Policy” (with Matthew Rousu), *Choices*, 2nd Quarter 2008, 53-55.

“Estimating the Welfare Loss to Consumers When Food Labels Do Not Adequately Inform: An Application to Fair Trade Certification,” (with Matthew Rousu), *Journal of Agricultural and Food Industrial Organization*, 2008, Article 3.

“Willingness to Pay and the Cost of Commitment: An Empirical Specification and Test” (with Catherine Kling and Jinhua Zhao), *Environmental and Resource Economics*, June 2008, 285-98.

“The Effects of Selling Complements and Substitutes on Consumer Willingness to Pay: Evidence from a Laboratory Experiment” (with Matthew Rousu and Robert Beach), *Canadian Journal of Agricultural Economics*, June 2008, 179-94.

“Posted Prices and Bid Affiliation: Evidence from Experimental Auctions” (with Matthew Rousu), *American Journal of Agricultural Economics*, November 2006, 1078-90.

“The Effect of Initial Endowments in Experimental Auctions” (with Matthew Rousu), *American Journal of Agricultural Economics*, May 2006, 448-57.

“Local Residential Sorting and Public Goods Provision: A Classroom Demonstration” (with Keith Brouhle, Rachel Croson, Martin Farnham, Selhan Garip, Luba Habodaszova, Laurie Johnson, Martin Johnson, and David Reiley), *Journal of Economic Education*, Fall 2005, 332-44.

“Is the Experimental Auction a Dynamic Market?” *Environmental and Resource Economics*, May 2005, 35-45.

OTHER SCHOLARLY PUBLICATIONS

“Reply to ‘A comment on “Three reasons to use annual payments in contingent valuation”” (with Kevin Egan and Daryl Dwyer), *Journal of Environmental Economics and Management*, March 2018, 489-95.

“Aesthetic Values of Lakes and Rivers” (with Kevin Egan and John Downing), in Gene Likens ed., *Encyclopedia of Inland Waters*, 2009.

“Testing for the Internal Consistency of Choice Experiments Using Explicit Rankings of Quality Attributes” (with Chris Azevedo and John Crooker), in Franko Miranda and Luc Bernard eds., *Lake Pollution Research Progress*, 2008.

Disparities in Empirical Welfare Measures: The Effects of Information and Uncertainty, Ph.D. dissertation, Iowa State University, 2002.

“GMOs in Europe: A Genetically Modified Ordeal?” (with Giancarlo Moschini), *Iowa Ag Review*, Summer 1999.

POPULAR-MEDIA PUBLICATIONS

“How to Fix the Vaccine Rollout? Pay People to Get a Shot” (with Nick Clark and Matthew Rousu), *Barron’s*, January 21, 2021. <https://bit.ly/3qI05sT>.

“E-Cigarettes Don’t Help People Quit Smoking. Here’s What Does” (with Matthew Rousu), *Barron’s*, March 20, 2019. <http://bit.ly/2U7EopH>.

“People love Facebook so much they wouldn’t quit unless we paid them — a lot” (with Matthew Rousu), *Washington Post*, February 13, 2019. <https://wapo.st/2FBLGd4>.

“Immigration reform can help reduce inequality,” *Columbus Dispatch*, February 14, 2014. <http://bit.ly/2CH0Go2>.

PRESENTATIONS

The Ohio State University	March 2019
Agricultural and Applied Economics Association Annual Meeting	August 2013
The Ohio State University	February 2013
American Agricultural Economics Association Annual Meeting	July 2011
Heartland Environmental and Resource Economics Workshop	October 2009

Grinnell College	February 2008
Allied Social Sciences Association Annual Meeting	January 2008
Texas A&M University	December 2006
American Agricultural Economics Association Annual Meeting	July 2006
Global Conference on Business and Economics, Cambridge University	July 2006
University of Akron	April 2004
Midwest Conference on Student Learning in Economics	November 2003
Heartland Environmental and Resource Economics Workshop	September 2003
World Congress of Environmental and Resource Economists	June 2002
Conférence des Présidents d'Université, Mulhouse, France	March 2002
Kenyon College	February 2002
University of Wisconsin–Oshkosh	February 2002
University of Wisconsin–Eau Claire	February 2002
Washington College	January 2002
Macalester College	December 2001
Iowa State University	November 2001

PROFESSIONAL ACTIVITIES

Journal Referee: *Agricultural and Resource Economic Review*; *Agricultural Economics*; *American Journal of Agricultural Economics*; *Applied Economic Perspectives & Policy*; *Australian Journal of Agricultural and Resource Economics*; *Behavior Research Methods*; *Behaviour & Information Technology*; *Ecological Economics*; *Economic Inquiry*; *Environmental and Resource Economics*; *Environmental Economics and Policy Studies*; *European Review of Agricultural Economics*; *Experimental and Clinical Psychopharmacology*; *Experimental Economics*; *Food Policy*; *Intelligent Systems in Accounting*; *International Journal of Agricultural Policy and Research*; *Finance and Management*; *Journal of Agricultural and Applied Economics*; *Journal of Agricultural and Resource Economics*; *Journal of Agricultural Economics*; *Journal of Behavioral and Experimental Economics*; *Journal of Consumer Affairs*; *Journal of Dairy Research*; *Journal of Economic Education*; *Journal of Economic Psychology*; *Journal of Economic Teaching*; *Journal of Environmental Economics and Management*; *Journal of Environmental Management*; *Journal of the Association of Environmental and Resource Economists*; *Nicotine and Tobacco Research*; *PLOS One*; *Quarterly Review of Economics and Finance*; *Risk Management and Healthcare Policy*; *Resource and Energy Economics*; *Review of Agricultural, Food and Environmental Studies*.

Grant Reviewer: National Science Foundation, Netherlands Organisation for Scientific Research (NWO).

Member: American Economic Association, Agricultural and Applied Economics Association.

GRANTS AND HONORS

William A. Long Award, for outstanding contributions to developing and clarifying the role of athletics at Kenyon College, 2020.

NCAA Division III Faculty Athletics Representative Newcomer of the Year, 2019.

Albie Award, recognizing "How much is social media worth? Estimating the value of Facebook by paying users to stop using it" as one of the ten best works on global political economy, *Washington Post*, 2018.

Principal Investigator (with Amy Ferketich). "Going Once, Going Twice: Using Auctions to Determine if Personally Relevant Financial Incentives Promote Smoking Cessation," Cancer Control Program Seed Award, Ohio State University Comprehensive Cancer Center. November 2017-November 2018. \$19,474.

Trustee Teaching Excellence Award, Kenyon College, 2015.

Named one of America's "Best 300 Professors" by the Princeton Review, 2012.

Outstanding Journal Article for 2008, *Journal of Agricultural and Resource Economics*, "Testing Whether Field Auction Experiments are Demand Revealing in Practice."

Labalme Faculty Development Grant for Research Involving International Travel, Kenyon College, 2006.

Faculty Development Grant, Kenyon College, 2004, 2005, 2006.

Teaching Initiative Grant, Kenyon College, 2006.

Miller Graduate Fellowship, Iowa State University, 1997-2001.

Gamma Sigma Delta Honor Society, Iowa State University, 1999.

Premium for Academic Excellence Grant, Iowa State University, 1997.

SERVICE EXPERIENCE

Faculty Athletics Representative, 2018-present.

Co-Chair, Academic-Athletics Subcommittee, 2018-present.

Search Committee, Head Cross Country Coach, 2020.

Search Committee, Head Football Coach, 2019.

Search Committee, Department of Economics, 2003, 2005, 2007, 2008, 2012, 2016, 2018.

Chair, Search Committee, Director of Athletics, 2018.

Title IX Advisory Committee, 2016-17.

Secretary and Treasurer, Experimental Economics Section, Agricultural and Applied Economics Association, 2015-16.

Faculty Lectureships Committee, 2013-16.

Search Committee, Department of Sociology, 2014.

Chair, Search Committee, Department of Economics, 2012.

Chair, Department of Economics, 2011-14.

Co-Director, Public Policy Concentration, 2011-14.

International Studies Steering Committee, 2012-14.

Topic Leader, Behavioral Economics, Agricultural and Applied Economics Association Annual Meeting, 2012, 2013.

Faculty Advisor, Kenyon Intramural Dodgeball League, 2005-present.

Co-Director, Environmental Studies Concentration, 2004-09.

Campus Senate, 2006-07.

Long-Range Planning Committee, 2006-07.

Guest Lecturer, Introduction to Environmental Studies, 2003-06, 2009, 2012, 2013.

Internal Enrollment Planning Committee, 2005.

Truman Scholarship Faculty Representative, 2003-05.

Williams Award Selection Committee, 2003, 2004, 2005, 2014, 2019.

Search Committee, Department of Political Science, 2005.

Search Committee, Department of Mathematics, 2003.

All-University Judiciary Committee, Iowa State University, 2001.

Department Senator, Graduate Student Senate, Iowa State University, 2000-01.

Graduate Curriculum Committee, Economics Department, Iowa State University, 2000.