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EDUCATION

Ph.D. Candidate in Economics, University of Pittsburgh, Expected 2022

Thesis Title: “Essays in Public Economics”

Thesis Committee: Lise Vesterlund (Co-Chair), Jason Cook (Co-Chair), David Huffman,
Osea Giuntella

M.A. in Economics, University of Pittsburgh, 2018

B.A. in Psychology and Economics (with honors), Grinnell College, 2013

FIELDS OF INTEREST

Public Economics; Behavioral Economics; Experimental Economics; Labor Economics

WORKING PAPERS

“[The Gift of Giving: The Consequences of Recognizing Donors and Revealing Donation Amounts](#)”

(*Job Market Paper*)

“[Paying for What Kind of Performance? Incentive Pay and Multitasking in Mission-Oriented Jobs](#)”

with D. Jones, M. Tonin, and M. Vlassopoulos (resubmitted to *Management Science*)

“[Do Actions Speak Louder than Motives? Evaluating the Effectiveness of Image-Fundraising](#)”

“[Enter Stage Left: Immigration and the Creative Arts in America](#)” with N. Zhang

SELECTED WORKS IN PROGRESS

“Trouble Near Home Spells Trouble at School: Violent Crime, Student Misconduct, and Discipline”

“Giving Forward: A Handshake Supplement to Student Loans” with D. Danz, D. Huffman,

R. Landsman, S. Wang, L. Vesterlund and A. Wilson

“Lending a Faithful Hand: Social Resources and Refugee Outcomes” with N. Silveus and

N. Zhang

“Can Experimenter Demand Effects Change Qualitative Results?” with D. Banko-Ferran, D. Danz,

M. Lepper, G. Lezama, P. Mustafi, L. Vesterlund, Y. Wang, and A. Wilson

TECHNICAL REPORTS

“[Going Virtual: A Step-by-Step Guide to Taking the In-Person Experimental Lab Online](#)” with D.

Danz, N. Gupta, M. Lepper, and L. Vesterlund

RELEVANT POSITIONS HELD

Research Assistant to Prof. Lise Vesterlund, University of Pittsburgh; 2020-Present

TEACHING EXPERIENCE

Instructor, Introduction to Econometrics, University of Pittsburgh; 2019

Average Teaching Effectiveness: 4.7 out of 5.0

Instructor, Intermediate Microeconomics, University of Pittsburgh; 2018

Average Teaching Effectiveness: 4.7 out of 5.0

Teaching Assistant, Introduction to Microeconomic Theory, University of Pittsburgh; 2017-2019

Average Teaching Effectiveness: 4.5 out of 5.0

Teaching Assistant, Intermediate Macroeconomics, University of Pittsburgh; 2018

Average Teaching Effectiveness: N/A

FELLOWSHIPS, HONORS, AND AWARDS

Andrew Mellon Predoctoral Fellowship, University of Pittsburgh; 2019-2020

Global Studies Migrations Initiative Grant, University of Pittsburgh; 2019 (Co-PI, \$1,500)

Department of Economics Travel Grant, University of Pittsburgh; 2019

Department of Economics Summer Fellowship, University of Pittsburgh; 2018

Experimental Fellowship, University of Pittsburgh; 2017

Development Fund Fellowship, University of Pittsburgh; 2016

SEMINAR AND CONFERENCE PRESENTATIONS

17th IZA Annual Migration Workshop, Online; 2021

V Workshop on Migration, Health, and Well-being, Online; 2021

Economic Science Association GOACM-2, Online; 2021

Stanford Institute for Theoretical Economics, Stanford University; 2020

IV Workshop on Migration, Health, and Well-being, University of Pittsburgh; 2019

Rady Spring School in Behavioral Economics, UC San Diego; 2019

PROFESSIONAL ACTIVITIES

Referee: Management Science, VOLUNTAS

Membership: American Economic Association, European Economic Association, Economic Science Association

Mentorship: High School Research Mentor for Nathan Feinstein, 2020-2021; 2nd Year Ph.D. Student Mentor, 2018-2021

OTHER WORK EXPERIENCE

Alternative Investments Analyst, RBC Wealth Management; 2014-2016

Research Associate, NERA Economic Consulting; 2013-2014

PROFESSIONAL SKILLS

Software and Programming: Stata, oTree, zTree, QGIS, Matlab, L^AT_EX

Language: English (native), Thai (native), Japanese (basic), Spanish (basic)

WORKING PAPER ABSTRACTS

[“The Gift of Giving: The Consequences of Recognizing Donors and Revealing Donation Amounts”](#)

(Job Market Paper)

Publicly announcing how much individuals donate on behalf of themselves is a common fundraising strategy. For tribute gifts made on behalf of others, however, charities only reveal donor identities to the honoree with few revealing the size of their contributions. As this simple form of donor recognition remains unexplored, this paper examines the fundraising consequences of recognizing donors with and without information about their donation. I do so both for giving on behalf of oneself and in the novel domain of tribute giving. I find that revealing contribution amounts in addition to recognizing donors benefits fundraisers, irrespective of the type of giving. For tribute donations in particular I find that both the likelihood of giving on behalf of others and contribution amounts increase when honorees learn how much donors give. The results either suggest that fundraisers are leaving tribute donations on the table, or that announcing the size of these gifts may be repugnant and constrains what practices fundraisers can implement.

[“Paying for What Kind of Performance? Incentive Pay and Multitasking in Mission-Oriented Jobs”](#)

with D. Jones, M. Tonin, and M. Vlassopoulos (resubmitted to *Management Science*)

How does pay-for-performance (P4P) impact productivity, multitasking, and the composition of workers in mission-oriented job? These are central issues in sectors like education and healthcare. We conduct a laboratory experiment, manipulating compensation and mission, to answer these questions. We find that P4P has positive effects on productivity on the incentivized dimension of effort and negative effects on the non-incentivized dimension for workers in non-mission-oriented treatments. In mission-oriented treatments, P4P generates minimal change on either dimension. Participants in the non-mission sector - but not in the mission-oriented treatments - sort on ability, with lower ability workers opting out of the P4P scheme.

[“Do Actions Speak Louder than Motives? Evaluating the Effectiveness of Image-Fundraising”](#)

Charitable giving can boost an individual’s image, and organizations can capitalize on this by engaging in “image-fundraising.” Public announcements of donations give individuals the opportunity to demonstrate their generosity and are found to increase giving. This paper evaluates whether generosity inferred from charitable giving is discounted when donations are made in response to image-fundraising. I show in an experimental study that others reward larger donations, and that image-fundraising increases giving. However, others account for the conditions under which donations are made and reduce rewards for giving in an

image-fundraising environment. While image-fundraising benefits charitable organizations, individuals are not recompensed for donating more in this setting.

“[Enter Stage Left: Immigration and the Creative Arts in America](#)” with N. Zhang

To what extent have immigrants contributed to the growth of the United States creative arts economy? In this paper, we explore the impact of immigration during the Age of Mass Migration on the development of the arts in the U.S. over the past century. In the short run, our results suggest that immigration helped produce greater numbers of native artists. Over a century later, counties with greater historical immigration house more arts businesses and nonprofit organizations that generate more revenue, employ a larger proportion of the community, and have earned more federal arts grants. When evaluating potential mechanisms, we see that short run arts development was not solely attributable to immigrant artists or artists from immigrant families. Our analysis instead suggests that broader interactions between the general immigrant population and natives contributed to this growth. Our results further indicate that the arts culture that emerged during the Age of Mass Migration persisted in the long run, independent of income effects. Altogether, our results highlight the important role that immigrants played in the early development of the creative arts in America.

REFERENCES

Professor Lise Vesterlund (Co-Chair)
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