

Chase S. Eck

Department of Economics
The University of Arizona
Email: eckcs1@email.arizona.edu
Phone: (417) 872-7227

EDUCATION

The University of Arizona

Ph.D. in Economics

M.A. in Economics

Tucson, AZ

Expected: June 2021

January 2018

Northwestern University

B.A. in Economics and Mathematical Methods in the Social Sciences

B.S. in Mathematics

Certificate in Managerial Analytics, Kellogg School of Management

Evanston, IL

June 2014

RESEARCH

Published Papers

“The “Fixed” Pie Perception and Strategy in Dyadic versus Multiparty Negotiations” with Molly Kern, Laurie Weingart, and Jeanne Brett. *In Press*, *Organizational Behavior and Human Decision Processes*.

Mixed-motive negotiations are strategically, socially, and motivationally complex. Theorists argue that multiparty negotiations exacerbate these complexities leading to inefficient outcomes. In contrast, we propose that multiparty negotiators respond to the complexities of their negotiation context by using strategy differently than dyadic negotiators and that one reason why is that they arrive at the negotiation table with weaker fixed pie perceptions than dyadic negotiators. Results across three studies showed that multiparty negotiators had weaker fixed pie perceptions compared to dyadic negotiators. Multiparty negotiators also engaged in more integrative strategic behavior and used more complex complementary and structural sequences of behavior than dyadic negotiators. These differences in use of strategy helped multiparty negotiators achieve Pareto efficient outcomes equal to those of dyads. To obtain a conservative estimate of the effect size of context on fixed pie perceptions, we conducted an internal meta-analysis of our file drawer.

“Misclassification error when identifying job stayers in the Current Population Survey.” *Economics Bulletin* 38, no. 2 (2018): 1077-1082.

I evaluate the degree of misclassification error when identifying job stayers in the Current Population Survey using the method proposed by Card and Hyslop (1997). I find that even though their method misclassifies approximately onethird of hourly workers, these errors do not substantially impact estimates of downward nominal wage rigidity, a common application. However, I find that misclassification error influences the results in studies that require estimating the share of the population that are job stayers and changers and their wage changes, such as studies of wage adjustment, and develop a correction for it.

Research Papers

“Who wins when hospitals become more cost-efficient? Evidence from APRN scope of practice laws”

The high cost of healthcare delivery is a major driver of high medical spending in the United States. Recognizing this issue, policymakers have tried to provide incentives for medical providers to reduce their costs and operate more efficiently. While these efforts may increase the efficiency of healthcare delivery, providers may not pass on these benefits to consumers if they have sufficient market power. I use plausibly exogenous variation in the strictness of Scope-of-Practice laws for Advanced Practice Registered Nurses (APRNs) to shed light on how changes in costs are passed on to consumers. SOP laws restrict the ability of APRNs to practice independently. I estimate the effect of granting CNMs full independence on hospital facility costs at the department-level, using administrative data from the Centers for Medicare and Medicaid Services (CMS). I find that removing barriers to CNM practice substantially reduces hospital facility costs for the labor and delivery room. Additionally, cost declines are larger for rural hospitals, hospitals in less competitive markets, and hospitals that do not have a neonatal intensive care unit (NICU). On average, CNM independence reduces the price per patient-day at the same rate as cost per patient day. This suggests that most of the cost-savings are passed through via price declines. However, rural hospitals, those in less competitive markets, and hospitals without NICUs only partially pass on cost savings via lower prices.

“The Effect of Electronic Benefit Transfer Cards on the Food Consumption of SNAP Recipient”, *under review*.

The Supplemental Nutrition Assistance Program (SNAP) provides food assistance to nearly 44 million Americans each year. I document a substantial increase in the program’s ability to stimulate food consumption from 1990 to 2010, as measured by the marginal propensity to consume food (MPCf) out of SNAP. I provide the first evidence for a mechanism driving this increase: the transition from paper coupons to Electronic Benefit Transfer (EBT) cards. Using plausibly exogenous variation over states and time I estimate that the introduction of EBT doubles the MPCf out of SNAP and accounts for 25 percent of its observed increase.

“Adverse Life Events and Intergenerational Transfers,” with Jessamyn Schaller

While there has been broad interest in the direct effects of major life events on older households that experience them, little attention has been paid to the intergenerational transmission of those effects—how negative shocks in parents’ households affect the outcomes of their adult children—or to the role that grown children play in helping their parents to recover from adverse events. We use regression and event study approaches to examine within-family changes in monetary transfers and informal care following wealth loss, involuntary job displacement, spousal death, and health shocks in retirement-aged households. We find that giving to adult children is responsive to changes in parents’ wealth and earned income. We document large reductions in the likelihood of making financial transfers to children following wealth loss and job displacement, particularly in households with low accumulated wealth. We also find that parents increase their transfers following spousal death and reduce them with the onset of disability or poor health. We find that upstream transfers are also responsive to life events—children, particularly those with low-wealth parents, increase their financial transfers and in-kind assistance following adverse shocks in their parents’ households.

Work in Progress

“Why does SNAP improve infant health? Evidence from the EBT rollout”

“Evaluating care coordination initiatives in an outpatient setting”

Presentations

ASHEcon 2019; The University of Arizona Labor Brownbag

Research Assistant

Jessamyn Schaller, Ph.D., University of Arizona	Summer 2018 & 2019
Diane Schanzenbach, Ph.D., Northwestern University	Summer 2013
Jeanne Brett, Ph.D., Northwestern University	Fall 2011 - Spring 2014

TEACHING EXPERIENCE

Sole Instructor of Record

Econ 481: Economics of Wage Determination	Fall 2019
Econ 300: Microeconomic Analysis for Business Decisions (Online)	Winter 2018, Summer 2019, & Summer 2020
Econ 300: Microeconomic Analysis for Business Decisions (In-Person)	Summer 2018
Econ 200: Basic Economic Issues (Online)	Winter 2017 & Spring 2018

Teaching Assistant

Econ 200: Basic Economic Issues (Online)	Spring 2020
Econ 325: Historical Development of Financial and Economic Institutions	Spring 2019
Econ 460: Industrial Organization	Fall 2018 & Spring 2019
Econ 323: Economics of Sports	Fall 2018
Econ 300: Microeconomic Analysis for Business Decisions	Fall 2017
Econ 200: Basic Economic Issues	Spring 2017
Econ 150: An Economics Perspective	Fall 2016 & Fall 2017

FELLOWSHIPS AND AWARDS

Eller Center for Management Innovations in Healthcare Research Grant	2020
Graduate and Professional Student Council REAP Grant (\$1500)	2019
Ed Zajac Prize for the best third year paper (departmental award)	2019
Steve Manos Prize for best second year paper (departmental award)	2018
Thomas R. Brown Fellowship	2016
Highest Order of Excellence at Northwestern University	2014

PROFESSIONAL AND INSTITUTIONAL SERVICE

Institute Director for UA Graduate and Professional Student Council	2017-2018
Chair of The Undergraduate Budget Priorities Committee	2011-2014
Member of the search committee for Northwestern's CFO	2014
Member of the executive committee of the Norris Student Center Renovation study	2014
Fellow - Northwestern Chapter of the Roosevelt Institute	2011-2013

WORK EXPERIENCE

Associate at TGG Group	9/2014 - 8/2016
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- Worked under the direction of Daniel Kahneman to design and build a behaviorally-informed evaluation and compensation system for a Fortune 50 company
- Worked under the direction of Daniel Kahneman and Steve Levitt to redesign and build an insurance sales website for a large insurer, focusing on improved choice architecture
- Developed materials for a world-wide, research-based negotiation training for a Fortune 50 company