**David Reinstein**

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Department of Economics **∙** University of Exeter

Updated 2020; see also [consulting CV, updated 2020](https://daaronr.github.io/markdown-cv/)

**Academic Positions**

**January 2016 - present:** Senior Lecturer, Department of Economics, University of Exeter

**2006-2015:** Lecturer (Assistant Professor equivalent), permanency granted 2011, Department of Economics, University of Essex.

**Education**

**August 2006** University of California at Berkeley, Ph.D.

**May 1998** George Washington University, B.S. Economics

**Research Interests**

Applied Microeconomics and Econometrics, Public Economics, Effectiveness in charitable giving, Other-regarding Behavior and Philanthropy, Psychology and Economics, Experimental Economics (lab and field), Economics of Education, Public Policy

**Publications**

“Empathic and Numerate Giving: The Joint Effects of Victim Images and Charity Evaluations" (with Robin Bergh (Harvard); [*Social Psychological and Personality Science*, 2020](https://journals.sagepub.com/doi/full/10.1177/1948550619893968?casa_token=lh9TRTI4ZE0AAAAA%3A45-Io9MlzUC8zhBSfb35GUYelfMIggBz6T4J_uoici0MZfOcDAP2FNq8lnlBdcrZYlQONXutzE3Z). ([Open-access pre-print](https://ore.exeter.ac.uk/repository/handle/10871/39550); [Repository of all materials, code and data](https://github.com/daaronr/dual_process_spps); [OSF project page](https://osf.io/cvrn4/wiki/home/))

“[Ex-ante Commitments to "Give if you Win" Exceed Donations After a Win](https://ore.exeter.ac.uk/repository/bitstream/handle/10871/32001/GivingProbabilityMaster1_commentsout.pdf?sequence=1&isAllowed=y)**”** (with Christian Kellner [Southampton], Gerhard Riener [Dusseldorf]); *Journal of Public Economics, 2018.*

[Losing Face](https://www.dropbox.com/s/tx4yfun1ctxuezw/LosingFace.pdf?dl=0)with ThomasGall, Southampton. *Oxford Economic Papers*, 2018

“[The Economics of the Gift](https://www.researchgate.net/publication/323116843_The_Economics_of_the_Gift?_sg=kdoPnHqZ7uaBvTUBETk0GQONoMvi6SX7w9AEiUiBGheF2hAtX2sXwi9XXAgoJT6wNR4VbiBA0-0qRNBtd4f7SsfI0y2PaPSAzqACBNmi.Gh6ObXs2qt9O2FsY3_y2HH_FuDUjSphDVOH6vuEUCNrLJy2mG02-6042BPlUKfKHyxhwRwttrlt0oQ5PnUMl_A)” in:*Gift giving and the "embedded" economy in the ancient world*, edited by Filippo Carlà and Maja Gori, Universitätsverlag Winter Heidelberg, 2014, pp. 83-99.

“[Anonymous Rituals](https://www.sciencedirect.com/science/article/pii/S0167268111001806)” (with David Hugh-Jones, UEA) *Journal of Economic Behavior and Organization*, 81, 478, 2012.

“[Decomposing Desert and Tangibility Effects in a Charitable Giving Experiment](https://www.researchgate.net/publication/227451233_Decomposing_Desert_and_Tangibility_Effects_in_a_Charitable_Giving_Experiment)” (With Gerhard Riener)., *Experimental Economics*, 1-12, 2012.

“[Reputation and Influence in Charitable Giving: An Experiment](https://www.researchgate.net/publication/226634916_Reputation_and_Influence_in_Charitable_Giving_An_Experiment)” (With Gerhard Riener, Mannheim). *Theory and Decision*, pp. 1-23, 2012.

“[Efficient Consumer Altruism and Fair Trade Products](https://www.researchgate.net/publication/239768339_Efficient_Consumer_Altruism_and_Fair_Trade_Products)” (With Joon Song, Sungkyunkwan University). *Journal of Economics and Management Strategy,* Volume 21 Number 1, Spring 2012.

“[Does One Contribution Come at the Expense of Another](https://www.researchgate.net/publication/227377867_Does_One_Charitable_Contribution_Come_at_the_Expense_of_Another)? Empirical Evidence on Substitution Among Charitable Donations.” *The B.E. Journal of Economic Analysis & Policy*, Vol. 11: Iss. 1 (Advances), Article 40, 2011.

"[The Influence of Expert Reviews on Consumer Demand for Experience Goods: A Case Study of Movie Critics](https://www.researchgate.net/publication/4992942_The_Influence_of_Expert_Reviews_on_Consumer_Demand_for_Experience_Goods_A_Case_Study_of_Movie_Critics)" with Professor C. M. Snyder, *Journal of Industrial Economics*, Vol. 53, No. 1, pp. 27-51, March 2005

**Work In Progress and In Submission**

[**Listen to the market, hear the best policy decision, but don’t always choose it**](http://www.essex.ac.uk/economics/discussion-papers/Papers-text/dp748.pdf)(with Joon Song [SKKU])

*Abstract*: Policymakers must often decide whether to pursue a policy that has uncertain benefits. The response of asset markets to proposed policy changes can be a valuable source of information for policy-setting. However, policymakers must take into account that an informed trader may anticipate this and protably manipulate the market. We show that it is optimal for policymakers to listen to asset markets, but they must commit (e.g., through political capital) to sometimes pursuing a policy even when the expected welfare effects are negative. Surprisingly, allowing traders to short-sell can make it easier for policymakers to induce truth-telling actions.

[**Does one contribution come at the expense of another? Empirical evidence on substitution between charitable donations**](https://s3.amazonaws.com/academia.edu.documents/30603591/dp64802.pdf?AWSAccessKeyId=AKIAIWOWYYGZ2Y53UL3A&Expires=1519821227&Signature=YHRCZIWQTBdbvPs0Ftv4rWMmRGc%3D&response-content-disposition=inline%3B%20filename%3DSubstitution_Among_Charitable_Contributi.pdf) *(*With Gerhard Riener [Dusseldorf] and Danielle Vance-McMullen [DePaul])

*Abstract:* Are charitable gifts are complements or substitutes; are charitable fundraisers rivals? These questions are important to fundraisers, policymakers, and economic models of generosity. However, observational data lacks shocks that are clearly specific to giving to one charity; motivating experimental variation. We report on recent experimental work (our own and others’) from a variety of laboratory and field settings, under a range of design choices providing convergent validation. Most work presents simultaneous or proximately repeated donation opportunities to subjects, with noticeably varying “prices”, promotional information, and choice sets. Here, specific shocks strongly increase giving to the targeted charities, and lead to decreased giving to the remaining charities, particularly where charities serve similar goals. However, this may be driven by experimental demand and logical responses to obvious contrasts, which may not reflect real-world behavior. Our web-based experiments offer robustness to these critiques. We pay participants for completing two surveys unrelated to charitable giving, separated by multiple weeks. Some (all) participants have the opportunity to donate from their earnings to a single charity at the end of the first (second) survey. Between subjects, we vary the number of ask, the between-ask durations, and the similarity of the first and second charities. The results offer further evidence of “expenditure substitution”, but less support for the idea that similar charities crowd out each other more, or that charitable giving is a perishable good.

[**Exclude the bad actors, or learn about the group**](http://www.essex.ac.uk/economics/discussion-papers/Papers-text/dp750.pdf) (with David Hugh-Jones [UEA] and Hannes Titeca [Exeter])

*Abstract:* Previous work finds that the threat of punishment or exclusion can increase contributions to public goods. However, not all behavior can be monitored and punished, and contributions induced under threat are less informative about true preferences. The resulting loss of information can lead conditionally-cooperative players to cooperate less when the threat is absent than they would have had there never been a threat. Our laboratory evidence -- from a two-stage public goods game with exclusion -- supports this account. Contributions under the threat of targeted exclusion were less informative of later choices than contributions made anonymously, and subjects realized this. We find evidence of conditional cooperation driven by beliefs over others' contributions. Our Anonymous treatment led to lower first-stage contributions but significantly higher second-stage contributions than our Revealed treatment. This may help explain why real world institutions often encourage anonymous contributions and loosely monitor teamwork.

**Other ongoing research projects and public research and teaching tools**

* [Increasing effective charitable giving: The puzzle, what we know, what we need to know next (with Nick Fitz, Ari Kagan, Janek Kretschmer, and Luke Arundel)](https://daaronr.github.io/ea_giving_barriers/index.html)
* “The impact of effectiveness information on fundraising” (Field experiment, wth Dean Karlan, Janek Kretschmer, and Paul Smeets)
* “Peer effects on donations in social fundraising” (with Oska Fenterm and Ben Grodeck)
* “Impact of impact information on giving: field experiments and synthesis” (with Scott Dickinson and
* “The Returns to Higher Education Institutions in the Netherlands: Estimates Based on Randomized Assignment” (with Mathias Parey [Essex] and Nathan Vellekoop [Frankfurt])
* “Does where you go to university determine where you will live afterwards?” (with Matthias Parey)
* “Does laboratory ‘real effort’ really respond to incentives?”
* “Crowding-out, Timing, Substitution, and Misallocation of Aid to Natural Disasters”
* “Price Discrimination by Income in Theory and Practice”
* “New Horizons for Data-Sharing, Transparency, and Verification in Experimental Social Science” (with Antoine Malezieux)

**Entrepreneurial and Impact Projects**

* Innovations in fundraising: ESRC-funded impact project, work partners including the Centre for Effective Altruism, Giving for Impact, City Philanthropy, Center for Advanced Hindsight; see <http://giveifyouwin.org> and [innovationsinfundraising.org](http://innovationsinfundraising.org)
* [Researching and writing for Economics students](https://daaronr.github.io/writing_econ_research/about-this-work.html): Web book and accompanying tools:
* ExpArchive: Global archive and verified registry of experiment data; working with UKDA and GESIS; advising on [X-econ](https://x-econ.org/xecon/#!ProjectDescription)
* University of Essex: Founded joint undergraduate program with SKKU Global Economics (South Korea)

**Editorial Boards and Affiliations**

* Scientific Data (Nature), [editorial board](https://www.nature.com/sdata/about/editorial-board#ap)
* Giving for Impact: [Academic review committee](http://www.givingforimpact.com/?page_id=245)
* Advisory boards (unpaid): Donor’s Voice [Academic advisory board](http://agitator.thedonorvoice.com/meet_scientist/david-reinstein/), [Sparrow Giving](https://www.sparrowgiving.com/), [Giving Alpha](https://www.givingalpha.org/)
* [Catalyst](https://www.bitss.org/people/david-reinstein/), Berkeley Initiative for Transparency in the Social Sciences

**Teaching and Administration**

* Economics undergraduate dissertation (BEE3068, Exeter; established program)
* Economic Principles and Policy (BEE2024, Exeter): 300-400 students from Business Economics and PPE
* MSc Microeconomics (BEEM101, Exeter): 60 MSc students of varying levels
* Undergraduate Economics Project Director (Ec831, Essex): Managing topics/supervisions, lecturing, introduced new components: student presentations, employer-linked projects
* Economics of Incentives, MSc (Ec951, Essex): Classical and behavioral theory and evidence on incentives and the firm.
* Public Economics (EC355, Essex): Applied and policy focus
* Advanced Microeconomics (Ec322, Essex): Game theory and modeling
* Behavioral Economics and the Economics of Altruism (SKKU international summer school)
* Economics of the UK Welfare State (Essex): Presented for Chinese and Japanese visiting delegations
* Director, ESSExLab (Interim and Deputy)
* Other administration: Student-staff liaison coordinator, director of mentoring program, seminar organizer
* PhD Chair: Stefano Alderighi, Chiara Cavaglia, Claudio Deiana, Robert Nistico, Eugenia Suarez Moran

**Awards and Grants**

**2017** Giving for Impact grant

**October 2016** ESRC Active Engagement Award (Impact Acceleration): Innovations in Fundraising

**July 2016** Above and Beyond award for service to BID research cluster (Exeter)

**June 2016** ESRC Impact Cultivation Award: Innovations in Fundraising

**July 2015** British Academy/Leverhulme Small Research Grant: “Experiments on Political Ideology, Empathy, and Charitable Giving” (Co-investigator: Patrick Lown)

**February 2014** British Council Researcher Links: “Listen to the market, hear the best policy decision, but don’t always choose it.”

**April 2013** Leverhulme Trust Visiting Fellowships Grant Scheme (Co-investigator 1, PI: Nadine Chlass)

**February 2013** Data Without Borders Grant (with Mathias Parey). Title: “The Impact of a University: Evidence from Admissions Lotteries, and Implications for Higher Education in Europe”

**May 2012** Building partnerships for Knowledge Exchange Grant for work with the UK Cabinet’s Behavioural Insights Team on randomized controlled trials involving Payroll Giving.

**December 2011** Conference co-organizer, Academy of Sciences of Heidelberg, Germany, “From Social Altruism to Commercial Exchange: Gift Economy and the Embedded Economy in the Ancient World", (23 Feb. 2012)

**February 2010** British Academy Small Research Grant. “Reputation and Influence in Charitable Giving”

**July 2007** British Academy Small Research Grant. “Experimental Evidence on Charitable Giving”

**June 2007** Teaching and Learning Innovation Fund (TALIF) award

**2005-2006** X-lab Competitive Grant, X-lab Pilot Grant, University of California, Berkeley

**Popular essays and outreach**

* [How to win the marathon](https://societycentral.ac.uk/2013/04/03/how-to-win-in-the-marathon-by-david-reinstein/) (Society Central, 2013)
* [Should we help companies tailor prices to your wage packet?](https://theconversation.com/should-we-help-companies-tailor-prices-to-your-wage-packet-47719) (The Conversation, 2015)
* [Charitable Giving: Applying and testing research insights](https://docs.google.com/document/d/1zyYYWD8Z9b_DGUeNavZazJFPeyjE75-5QbGLrEC2WMM/pub)

**Invited Seminar and Conference Presentations**

Institute for Applied Economics and Social Value, WZB Berlin, IMEBESS workshop, Center for Advanced Hindsight, EA Global London, Loughborough University London, Science of Philanthropy Initiative, Advances in Field Experiments, [London Experimental Workshop](http://economicsexp.mdx.ac.uk/lew/), [First Conference on Psychological Game Theory](https://sites.google.com/site/pateleconomics/p-games-workshop%EF%BB%BF), GW4 Game Theory Workshop, University of Exeter, M-Bees, Journées d'Economie Publique Louis-André Gérard-Varet, University of Southern California, Sheffield, TWI/Konstanz, [EC-JRC Vaccination Workshop (Ispra](https://ec.europa.eu/jrc/en/event/workshop/jrc-organises-workshop-discuss-new-ideas-how-increase-vaccination-rates)), SKKU Seoul, FUR conference, APET conference, SUNY Albany, UC Santa Barbara, Cal State SLO, University of Queensland, University of New South Wales, Royal Economics Society 2013, ESRC “Generosity and Well-Being” Workshop 2013, British Academy “[Nudge and Beyond](https://www.google.co.uk/url?sa=t&rct=j&q=&esrc=s&source=web&cd=1&cad=rja&uact=8&ved=0ahUKEwix24jbn5bNAhWED8AKHderAkoQFggdMAA&url=http%3A%2F%2Fwww.britac.ac.uk%2Fpolicy%2Fnudge-and-beyond.cfm&usg=AFQjCNFrUdgT8wUNYZNdkmYF4YzRsQIqVg&sig2=36KL3ZjbuIAPyyHhHMtjNQ)” Conference, University of Oxford, [Workshop on the Determinants and Implications of Prosocial Behavior](https://www.google.co.uk/url?sa=t&rct=j&q=&esrc=s&source=web&cd=1&cad=rja&uact=8&ved=0ahUKEwjsuLeVoJbNAhVLQBQKHV8NAvEQFggdMAA&url=http%3A%2F%2Fwww.southampton.ac.uk%2Feconomics%2Fnews%2F2011%2F01%2F12_upcoming_workshop_determinants_and_implications_of_prosocial_behaviour.page&usg=AFQjCNEX6nsdQVOdmVq18zx-3vBohEr3Dw&sig2=ZG4Hd4J6Su6s8s3z-O-O2A) (Southampton); University of St. Andrews, ALISS-INRA (Paris), [IAREP workshop (Kent](https://www.google.co.uk/url?sa=t&rct=j&q=&esrc=s&source=web&cd=1&cad=rja&uact=8&ved=0ahUKEwjZ64-soJbNAhVHrRQKHRVvAO8QFggdMAA&url=https%3A%2F%2Fwww.kent.ac.uk%2Feconomics%2Fnews%2F%3Fview%3D592&usg=AFQjCNFAGdDOgKTrGVczaJBxjHxZfJDcYw&sig2=7ed63J_JxMXexWPgIecSfA)), University of Amsterdam, University of Nottingham, Erasmus University, European Meeting of the Econometric Society, ESI Workshop (Max Planck), Warwick University, University of Bristol (CMPO), University of Guanajuato, University of San Francisco, UC Berkeley, EARIE 2008 – Toulouse, University of East Anglia, Bocconi University, University of Essex, IMT Lucca, Italy, Catholic University of Portugal, Cornerstone Research, ARNOVA (nonprofit research) conference 2006, Economic Science Association (ESA) world meeting 2007, 2008, 2012, 2016.

**Other Professional Experience**

**2005** LECG Consulting, Emeryville, CA, USA. Senior Consulting Intern.

**1998-1999** The CNA (Center for Naval Analyses) Corporation, Resource Analysis Division, Alexandria, VA, USA. Research Specialist.

**1998** Congressional Budget Office, Special Studies Division, Washington, DC.

**Referee and Editorial Activities**

BE Press, Economic Journal (4X), Empirical Economics, European Economic Review (2X), International Game Theory Review, International Journal of Nonprofit and Voluntary Sector Marketing, International Tax and Public Finance, Journal of Behavioral and Experimental Economics (2X), Journal of Economic Behavior and Organizations (2X), Journal of Economic Psychology (2x), Journal of Economics and Management Strategy (2X), Journal of Industrial Organization, Journal of International Economics, Journal of Public Economics (5X), Journal of the Economic Science Association, Nonprofit and Voluntary Sector Quarterly, NSF grant, Rand Journal of Economics, Review of Economics and Statistics (2x), Review of Economics Studies (2X), Scientific Data (Nature), Theory and Decision, Thomson-Reuters, UK ESRC grant.

**Software preferences:** R (tidyverse), Stata, Git/GitHub, Markdown/Pandoc, Latex, (neo)ViM text editor, Airtable

**Web pages**

* [davidreinstein.wordpress.com](http://davidreinstein.wordpress.com/), [business-school.exeter.ac.uk/](http://business-school.exeter.ac.uk/about/people/profile/index.php?web_id=David_Reinstein)
* [Innovationsinfundraising.org](http://innovationsinfundraising.org), [giveifyouwin.org](http://giveifyouwin.org/)
* [BITSS catalyst](https://www.bitss.org/people/david-reinstein/), [OSF](https://osf.io/qdhvt/), [GitHub](https://github.com/daaronr)

**Personal Information**

Citizenship: USA, UK, married to an EU citizen

Languages: English (native), Spanish, Portuguese