

JONATHAN SMITH

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EDUCATION

Ph.D., Economics, Boston University, Boston MA, May 2011

Dissertation Title: Three essays on the economics of education

Dissertation Committee: Kevin Lang, Marc Rysman, and Daniele Paserman

M.A., Economics, Boston University, Boston, MA, 2010

B.A., Economics, Tufts University, Medford, MA, 2002

FIELDS OF INTEREST

Education Economics, Labor Economics, Behavioral Economics, Applied Econometrics

WORK EXPERIENCE

Assistant Professor, Georgia State University, 2017-

Usury Workplace Research Group, 2017-

Georgia Policy Labs, Faculty Affiliate, 2017-

Faculty Research Fellow, College Board, 2016-

Policy Research Scientist, 2015-2016

Associate Policy Research Scientist, 2011-2015

Visiting Scholar, University of Washington (public policy), Summer 2015

Research Associate, University of California - Santa Cruz (economics), Spring 2015

Adjunct Professor, George Washington University – Trachtenberg School of Public Policy and Public Administration, 2012-2016

Research Assistant for Professor Marc Rysman, 2008-2010

Statistician, Department of Justice, Antitrust Division, 2003-2006

Research Assistant, Economic Consulting Services, 2002-2003

Intern, PG&E National Energy Group, Risk Management, 1997-2001

TEACHING EXPERIENCE

Georgia State University – Ph.D. Labor Economics, Fall 2017; Undergraduate Econometrics, Spring 2017, Fall 2018.

Adjunct Professor, Econometrics (MA/PHD), George Washington University – Trachtenberg School of Public Policy and Public Administration, Fall 2012-2014, Spring 2016

Instructor, Industrial Organization, Boston University, Summer 2008

Teaching Fellow, Macroeconomic Theory, Boston University, Fall 2007-Spring 2008

Instructor, Perspectives, Tufts University, Fall 2001

PUBLISHED PAPERS

- “The Impact of Prior Learning Assessments on College Completion and Financial Outcomes” (with Angela Boatman, Michael Hurwitz, and Jason Lee), Accepted at *Journal of Human Resources*.
- “The Impact of Highly Publicized Campus Scandals on College Outcomes” (with Patrick Rooney). Accepted at *Contemporary Economic Policy*.
- “Shifting College Majors in Response to Advanced Placement Exam Scores” (with Christopher Avery, Michael Hurwitz, and Oded Gurantz) *Journal of Human Resources*, 2018, 53(4): 918-956.
- “The Sequential College Application Process,” *Education Finance and Policy*, Fall 2018, 13(4): 545-575.
- “Updating Human Capital Decisions: Evidence From SAT Score Shocks and College Applications” (with Timothy Bond, George Bulman, and Xiaoxiao Li), *Journal of Labor Economics*, July 2018, 36(3): 807-839.
- “Every Little Bit Counts: The Impact of High-Speed Internet on the Transition to College” (with Lisa Dettling and Sarena Goodman), *Review of Economics and Statistics*, May 2018, 100(2): 260-273.
- “Student Responsiveness to Earnings Data in the College Scorecard” (with Michael Hurwitz), *Economic Inquiry*, April 2018, 56(2): 1220-1243.
- “Competition Among Colleges for Students Across the Nation” (with Matea Pender and Jessica Howell), *Southern Economic Journal*, January 2018, 84(3): 849-878.
- “Access to Four-Year Public Colleges and Degree Completion” (with Joshua Goodman and Michael Hurwitz), *Journal of Labor Economics*, July 2017, 35(3): 829-867.
- “College Enrollment and Completion Among High-Achieving Hispanic Students” (with Oded Gurantz and Michael Hurwitz), *Journal of Policy Analysis and Management*, Winter 2017, 36(1): 126-153.
- “Giving College Credit Where it is Due: Advanced Placement Exam Scores and College Outcomes” (with Michael Hurwitz and Christopher Avery). *Journal of Labor Economics*, January 2017, 35(1): 67-147.
- “A New Measure of College Quality to Study the Effects of College Sector and Peers on Degree Attainment” (with Kevin Stange), *Education Finance and Policy*, Fall 2016, 11(4): 369-403.
- “The Relationship Between Siblings’ College Choices: Evidence From One Million SAT-Taking Families” (with Joshua Goodman and Michael Hurwitz). *Economics of Education Review*, October 2015, 48: 75-85.
- “Strategic Disclosure: The Case of Business School Rankings” *Journal of Economic Behavior & Organization* (with Michael Luca). April 2015, 112: 17-25.
- “Screening Mechanisms and Student Responses in the College Market,” *Economics of Education Review* (with Michael Hurwitz and Jessica Howell), February 2015, 44:17-28.
- “Student Age and the Collegiate Pathway,” *Journal of Policy Analysis and Management* (with Michael Hurwitz and Jessica Howell), Winter 2015, 34(1): 59-84.
- “The Maine Question: How is Four-Year College Enrollment Affected by Mandatory College Entrance Exams?” *Educational Evaluation and Policy Analysis* (with Michael Hurwitz, Sunny Niu, and Jessica Howell). March 2015, 37(1): 138-159.
- “The Effect of College Applications on Enrollment” *B.E. Journal of Economic Analysis & Policy, Contributions*, December 2013, 14(1): 151-188.
- “Ova and Out: Using Twins to Estimate the Educational Returns to Attending a Selective College,” *Economics of Education Review*, October 2013, 36: 166-180.
- “Peers, Pressure, and Performance at the National Spelling Bee,” *Journal of Human Resources*, Spring 2013, 48(2): 265-285 (lead article).
- “Salience in Quality Disclosure: Evidence from the U.S. News College Rankings,” *Journal of Economics & Management Strategy* (with Michael Luca), Spring 2013, 22(1): 58-77.

“The Full Extent of Academic Undermatch,” *Economics of Education Review* (with Matea Pender and Jessica Howell), February 2013, 32: 247-261.

WORKING PAPERS

- “Take Two! SAT Retaking and College Enrollment Gaps” (with Joshua Goodman and Oded Gurantz). Revision requested by *American Economic Journal - Policy*.
- “Heat and Learning” (with Joshua Goodman, Michael Hurwitz, and Jisung Park). Revision requested by *American Economic Journal - Policy*.
- “The Impact of Facebook Advertisements: Evidence from Field Experiments” (with Christopher Avery, Ben Castleman, Michael Luca, and Lindsay Page). Revision requested by *Journal of Economic Behavior & Organization*.
- “The Impact of College Outreach to Students – Results From Over 1,000 ‘Experiments’” (with Jessica Howell and Michael Hurwitz)
- “Labor Market Signaling and the Value of College: Evidence From Resumes and the Truth (with Daniel Kreisman and Bondi Arifin)
- “Names and Education” (with Daniel Kreisman)

WORKS IN PROGRESS

- “Oh Brother, Where Start Thou?: The Impact of Older Siblings' College Choices on Younger Siblings' College Choices” (with Joshua Goodman and Michael Hurwitz)
- “Students’ Reports of Parental Income: Error, Misperception, and College Enrollment”
- “The Impacts of SNAP Distribution on Student Achievement” (with Timothy Bond, Jillian Carr, and Analisa Packham)
- “Sibling Effects on High School Exam Taking and Performance” (with Michael Hurwitz and Oded Gurantz)
- “Best and Brightest? International Students’ Decision to Attend College in the U.S.” (with Mingyu Chen and Jessica Howell)
- “Evaluation of Achieve Atlanta” (with Carycruz Bueno and Lindsay Page)
- “Using Existing School Messaging Platforms to Inform Parents About Their Child's Attendance”

OTHER WRITING/POPULAR WRITING/OP-EDS

- TheConversation* – “Should you apply to a college that has had a recent scandal?” – 4/17/19 (republished in *San Francisco Gate*, *Houston Chronicle*, *Business Insider*, *SeattlePI*).
- VoxEU* – “Take two! SAT retaking and college enrolment gaps” – 11/4/18.
- The Hill* – “Heat isn't just a nuisance to students; it's a barrier to learning” – 6/14/18.
- TheConversation* – “Helping Military Service Members Complete College” – 5/23/17 (republished in *San Francisco Gate* and *Houston Chronicle*).
- EducationNext* - “Boosting Hispanic College Completion” – Summer 2017, 17(3).
- Forbes* – “The High School Senior's Dilemma: Where Should I Go to College?” (with Michael Luca and Scott Kominers) 4/22/14.
- PACE Blog* – “Are Students Affected by Colleges’ Small Application Barriers?” (with Jessica Howell and Michael Hurwitz) 1/13/15.
- “The Effect of State Policy on College Choice and Match” (with Joshua Goodman and Michael Hurwitz), in *Matching Students to Opportunity*, Edited by Kelly, A. J. Howell, and C. Sattin-Bajaj, 2016, Harvard Education Press: Cambridge. [*Washington Post* 2018 recommended summer reading list]

MEDIA COVERAGE – *The Atlantic*, *Axios*, *BBC News*, *Bloomberg*, *Canada TV*, *Chalkbeat*, *Chronicle of Higher Education*, *Detroit Free Press*, *Diverse Issues in Higher Education*,

Education Week, ESPN, FiveThirtyEight, Forbes, The Guardian, Harvard Business Review, Hechinger Report, Houston Chronicle, Huffington Post, Inside Higher Ed, MarketWatch, Military Times, NPR Marketplace, New England Public Radio, New York Times, Philadelphia Tribune, Quartz, San Francisco Gate, Telegraph (UK), ThinkProgress, Times Higher Education, U.S. News & World Report, Wall Street Journal, Washington Examiner, Washington Monthly, Washington Post

POLICY WORK

PUBLICATIONS

- “A review of the causes and consequences of students’ postsecondary choices” (with Matea Pender, Michael Hurwitz, and Jessica Howell) *Literature Brief*. College Board – Advocacy & Policy Center. October 2012.
- “College choice: Informing students’ trade-offs between institutional price and college completion” (with Matea Pender, Michael Hurwitz, and Jessica Howell) *Policy Brief*. College Board – Advocacy & Policy Center. October 2012.
- “The role of high schools in students’ postsecondary choices” (with Matea Pender, Michael Hurwitz, and Jessica Howell) *Research Brief*. College Board – Advocacy & Policy Center. October 2012.
- “Getting into college: Postsecondary academic undermatch” (with Matea Pender, Jessica Howell, and Michael Hurwitz). *The College Keys Compact*. College Board – Advocacy & Policy Center. May 2012.
- “Can applying to more colleges increase enrollment rates?” *Research Brief*. College Board – Advocacy & Policy Center. October 2011.
- “Getting into college: A cross-cohort examination of college preparations by lower-SES” (with Jessica Howell). *The College Keys Compact*. College Board – Advocacy & Policy Center. October 2011.

INITIATIVES/INTERVENTIONS

Apply to Four or More, College Board.

MISCELLANEOUS

Research cited in White House’s Reports

“Investing in Higher Education: Benefits, Challenges, and the State of Student Debt,” July 2016

“Economic Costs of Youth Disadvantage and High-Return Opportunities for Change,” July 2015.

“Increasing College Opportunity for Low-Income Students,” January 2014.

Research highlighted in *National College Access Network*, “Better Data Needed to Accurately Rate Colleges,” Policy Briefing. 9/10/2013.

CONFERENCES AND PRESENTATIONS

University of South Carolina, April 2019

Brigham Young University, January 2019

CESifo Area Conference on Energy and Climate Economics, October 2018

Purdue University, September 2018

University of Memphis, March 2018

Montana State University, February 2018

New York Federal Reserve Board, October 2017

Vanderbilt Empirical Applied Microeconomics Festival, May 2017

University of Georgia, April 2017

Southern Economic Association, November 2016, 2018

Georgia State University – March 2016

American University – January 2016

University of Virginia – November 2015
 Harvard Business School – STAR Lab Conference, October 2015
 Carnegie Mellon University / University of Pittsburgh, September 2015
 American Enterprise Institute, Undermatch Conference, August 2015
 University of Washington – Evans School, July 2015
 Western Economic Association International Conference, July 2015
 Educational Outcomes among Latino, Immigrant and Disadvantaged Students Workshop, UC Santa Cruz, June 2015
 Public Policy Institute of California, May 2015
 Stanford University (CEPA), April 2015
 UC Santa Cruz (economics), April 2015
 UC – Davis, Poverty Center Spring Conference, March 2015
 Michigan State University, October 2014
 Seton Hall University, Undermatching to Post-Secondary Education, June 2013
 Harvard Business School, May 2013
 Society for Research on Educational Effectiveness (SREE), March 2013, 2014, 2017, 2019
 Association for Education Finance and Policy, March 2012, 2014, 2015, 2018, 2019
 Association for Public Policy & Management (APPAM) November 2011, 2012, 2013, 2014, 2015, 2016
 College Board's Forum, New York, October 2011, 2013, 2018
 Society of Labor Economists, Vancouver, 2010, 2011, 2013, 2014, 2016, 2017, 2018
 Green Line Labor Meeting, Boston College, December 2010
 Canadian Economic Association Annual Meeting, Quebec, May 2010
 7th World Congress on Health Economics, Bei Jing, China, July 2009
 Econometric Society, North American Summer Meeting, Boston, June 2009
 International Industrial Organization Conference, Northeastern University, April 2009

REFeree EXPERIENCE: *American Economic Journal: Applied Economics, Applied Economics, B.E. Journal of Economic Analysis & Policy, Contemporary Economic Policy, Economic Inquiry, Economics of Education Review, Education Evaluation and Policy Analysis, Educational Researcher, Education Finance and Policy, European Economics Review, Journal of Economic Behavior and Organization, Journal of Consumer Affairs, Journal of Human Resources, Journal of Labor Economics, Journal of Policy Analysis and Management, Journal of Population Economics, Journal of Public Economics, Research in Higher Education, Sociology of Education, Southern Economic Journal, World Bank Economic Review*

OTHER WORK

U.S. Department of Education, National Center for Education Statistics, Technical Review Panel - *NPSAS 16; BPS 12/17*
 AEFPP 2018 Program Committee
 SREE 2017 Program Section Chair
 APPAM 2014 Program Committee
 SREE 2014, 2015 Submission Reviewer
 Organizer of Washington, DC Economics of Education Working Group

FELLOWSHIPS, AWARDS, AND GRANTS

Evaluation of Achieve Atlanta, 2017-2018
 Research Fellowship, Boston University, Spring 2011
 Summer Research Grant, Boston University, 2009, 2010
 Industry Studies Program Seed Grant, Boston University, 2009
 Teaching Fellow, Boston University, Fall 2007-Spring 2008
 Special Achievement Award, Department of Justice Antitrust Division, 2004
 Golden Key National Honor Society, Tufts University, 2002

April 2019