MARSHALL DRAKE

270 Bay State Rd.
Office B04
Boston MA 02245
Email: mhdrake@bu.edu
Website: https://mhdrake.github.io/

EDUCATION

Ph.D., Economics, Boston University, Boston MA, May 2023 (Expected)
Dissertation Title: *Essays on Behavioral & Experimental Economics*
Dissertation Committee: Raymond Fisman, Linh T. Tô, and Jawwad Noor

B.A., Economics and Mathematics *(Highest Honors)*, The University of Texas at Austin, Austin TX, 2017

B.S., Neuroscience *(Highest Honors)*, The University of Texas at Austin, Austin TX, 2017

FIELDS OF INTEREST

Behavioral & Experimental Economics, Labor Economics, Public Economics

WORKING PAPERS

"Wage Differentials and the Price of Workplace Flexibility" **Job Market Paper.** October 2022. (with Neil Thakral and Linh T. Tô)

WORK IN PROGRESS

"Effects of Prior Support and Information on Charitable Giving"
"Bayesian Adaptive Choice Experiments" (with Fernando Payró, Neil Thakral, and Linh T. Tô)
"Social Insurance Programs and Preferences for Redistribution: A Bayesian Adaptive Choice Experiment" (with Neil Thakral, Linh T. Tô, and Valeria Zurla)
"Prescriber History and the Effectiveness of Continuing Medical Education" (with Alex Hoagland)

PRESENTATIONS

Society of Labor Economists (SOLE) Minneapolis, MN 2022
Boston University, Applied Micro Dissertation Workshop, 2019, 2020, 2021, 2022
**Selected Conference Presentations by Co-authors*
*AEA/ASSA Annual Meeting 2022
*NBER Summer Institute – Labor Studies 2021

FELLOWSHIPS AND AWARDS

Teaching Fellowship, Boston University, 2018 – 2022
Institute for Economic Development Student Research Award, Boston University, 2022
Dean's Fellowship, Boston University 2017 – 2018
Salam Fayyad Excellence Award in Economics, The University of Texas at Austin, 2017

Dean's Honored Graduate, College of Natural Sciences, The University of Texas at Austin, 2017

WORK EXPERIENCE

Research Assistant for Prof. Linh T. Tô, Boston University, Spring 2020, Fall 2022
Course Specialist Consultant, Undergraduate Writing Center, UT Austin, 2016 – 2017
Undergraduate Research Assistant for Prof. Kristen Harris, UT Austin, 2016 – 2017
Undergraduate Research Assistant at Meadows Center for Preventing Educational Risk, 2015

TEACHING EXPERIENCE

Teaching Fellow, Econometrics (Master's), Boston University, Spring 2022
Teaching Fellow, Introductory Microeconomic Analysis, Boston University, Fall 2021, Fall 2018, Spring 2018
Teaching Fellow, Behavioral Economics, Boston University, Summer 2021, Spring 2021, Fall 2019
Teaching Fellow, Introductory Macroeconomic Analysis, Boston University, Spring 2021
Course Specialist Consultant, Neuromuscular Control, UT Austin, Spring 2017
Course Specialist Consultant, Functional Synaptic Neuroanatomy, UT Austin, Fall 2016

LANGUAGES: English (Native), Spanish (Basic)

COMPUTER SKILLS: R, Python, STATA, PostgreSQL, JavaScript, MongoDB, LaTeX, Git

CITIZENSHIP: United States of America

REFERENCES

Professor Raymond Fisman
Department of Economics
Boston University
Phone: (617) 353-6821
Email: rfisman@bu.edu

Professor Linh T. Tô
Department of Economics
Boston University
Phone: (617) 358-4535
Email: linhto@bu.edu

Professor Jawwad Noor
Department of Economics
Boston University
Phone: (617) 353-4436
Email: jnoor@bu.edu

MARSHALL DRAKE

Wage Differentials and the Price of Workplace Flexibility (Job Market Paper, *with Neil Thakral and Linh T. Tô*)

This paper studies the interplay between how much workers value workplace flexibility, whether they have such amenities, and how the presence of amenities affects their wages. To overcome the challenge of eliciting quantitative measures of willingness to pay (WTP) at the individual level, we propose the use of dynamic choice experiments, a method which we call the Bayesian Adaptive Choice Experiment (BACE). We implement this method to collect data on the joint distribution of wages, work arrangements, and WTP for different forms of flexibility. We then introduce and estimate a model in which workers may face different prices for job amenities depending on their productivity, extending the Rosen (1986) model of compensating differentials. The model captures key patterns in the data, including (i) the relationship between wages and having amenities, (ii) inequality in workplace amenities across the earnings distribution even when workers value these amenities similarly, and (iii) the tradeoffs across different forms of flexibility. We use the estimates to explore the welfare consequences of workers facing different amenity prices.

Effects of Prior Support and Information on Charitable Giving

I study how past support for a charity affects how people acquire and respond to information about its quality. I conjecture that past giving motivates donors to process information about a charity that they have already supported more favorably, relative to non-donors. I test this hypothesis in a series of online experiments in which subjects are randomly assigned to complete a real-effort task that can generate a donation to a non-profit. Prior to allocating money between themselves and charity, subjects receive different information about the relative impact of two charities. Without new information, prior support does not influence giving across charities. However, when subjects learn which charity is more effective, those who already supported the more effective charity respond more positively to this information. This study demonstrates that prior support can influence future giving by changing how people respond to the information present in donation requests. I also examine how past support affects demand for information and beliefs about relative quality.

Bayesian Adaptive Choice Experiments *(with Fernando Payró, Neil Thakral, and Linh T. Tô)*

We propose the use of dynamic choice experiments to efficiently elicit preferences, a method which we call the Bayesian Adaptive Choice Experiment (BACE). BACE improves upon existing discrete choice experiments which are widely used to elicit preferences both in hypothetical and incentivized settings. We show conditions under which BACE achieves convergence, and that BACE can significantly improve convergence rates relative to methods with randomly generated choices as well as those using optimal static designs. We address computational challenges in implementing BACE in practice by using Bayesian Monte Carlo techniques. The separation between a front-end survey interface and a back-end computational server allows the BACE package to be portable for research designs in a wide range of settings. Beyond efficiency gains, BACE addresses a bias in estimating population-level average preference parameters stemming from using combined data across individuals when individuals differ in their tendency to be inconsistent in their choices. We describe how to use BACE in applications.