

# JÖRG L. SPENKUCH

## Curriculum Vitae

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### Contact Information:

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### Academic Positions:

- 2017 – Associate Professor of Managerial Economics and Decision Sciences (untenured)  
Kellogg School of Management, Northwestern University
- 2014 – 2017 Assistant Professor of Managerial Economics and Decision Sciences  
Kellogg School of Management, Northwestern University
- 2013 – 2014 Donald P. Jacobs Scholar in Managerial Economics and Decision Sciences  
Kellogg School of Management, Northwestern University

### Affiliations:

- 2016 – Faculty Affiliate, Ford Center for Global Citizenship, Northwestern University
- 2016 – Fellow, Workforce Science Project, Northwestern Pritzker School of Law
- 2016 – Fellow, CESifo Research Network

### Education:

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| Ph.D. Economics, University of Chicago                               | 2008 – 2013 |
| M.A. Economics, University of Chicago                                | 2008 – 2009 |
| B.A. Economics, University of St. Gallen (Switzerland)               | 2004 – 2007 |
| B.A. Business Administration, University of St. Gallen (Switzerland) | 2004 – 2007 |

### Research Interests:

Political Economy, Applied Microeconomics

### Peer-Reviewed Articles:

1. “Expressive vs. Strategic Voters: An Empirical Assessment” 2018  
*Journal of Public Economics*, forthcoming.
2. “Political Advertising and Election Results” (with D. Toniatti)  
*Quarterly Journal of Economics*, forthcoming.
3. “A Theory of Intergenerational Mobility” (with G. Becker, S. Kominers and K. Murphy)  
*Journal of Political Economy*, forthcoming.
4. “Self-Selection and Comparative Advantage in Social Interactions” (with S. Cicala and R. Fryer)  
*Journal of the European Economic Association*, forthcoming.
5. “Backward Induction in the Wild? Evidence from Sequential Voting in the U.S. Senate”  
(with P. Montagnes and D. Magleby)  
*American Economic Review*, 108(7): 1971–2013.

6. “Elite Influence? Religion and the Electoral Success of the Nazis” (with P. Tillmann)  
*American Journal of Political Science*, 62(1): 19–36.
7. “Religion and Work: Micro Evidence from Contemporary Germany” 2017  
*Journal of Economic Behavior and Organization*, 135: 193–214.
8. “The Manipulation of Children’s Preferences, Old Age Support, and Investment in  
Children’s Human Capital” (with G. Becker and K. Murphy) 2016  
*Journal of Labor Economics*, 34(2): S3–S30.
9. “Please Don’t Vote for Me: Voting in a Natural Experiment with Perverse Incentives” 2015  
*Economic Journal*, 125(585): 1025–1052.
10. “Understanding the Impact of Immigration on Crime” 2014  
*American Law and Economics Review*, 16(1): 177–219.
11. “Racial Disparities in Job Finding and Offered Wages” (with R. Fryer and D. Pager) 2013  
*Journal of Law and Economics*, 56(3): 633–689.
12. “The Plight of Mixed-Race Adolescents” (with R. Fryer, S. Levitt and L. Kahn) 2012  
*Review of Economics and Statistics*, 94(3): 621–634.
13. “Moral Hazard and Selection Among the Poor: Evidence from a Randomized Experiment”  
*Journal of Health Economics*, 31(1): 72–85.

#### **Book Chapter:**

14. “Intergenerational Mobility and Income Inequality” 2016  
in T. Church, C. Miller, and J. Taylor (eds.), *Inequality and Economic Policy: Essays in Memory of Gary Becker*. Stanford, CA: Hoover Press.

#### **Working Papers and Research in Progress:**

15. “Politics from the Bench? Ideology and Strategic Voting in the Supreme Court” (with T. Clark and P. Montagnes)
16. “Measuring Voter Polarization: Theory and Evidence on the Big Sort” (with E. Kaplan and R. Sullivan)
17. “Quid Pro Quo? Corporate Returns to Campaign Contributions” (with A. Fowler and H. Garro)
18. “Causal Ecological Inferences”

#### **Honors and Awards:**

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| 2015        | FEEM Award, European Economic Association                                      |
| 2011        | Best Paper Award, RGS Doctoral Conference                                      |
| 2010 – 2013 | Social Sciences Fellowship, University of Chicago                              |
| 2009 – 2011 | Graduate Scholar, Becker Center on Chicago Price Theory, University of Chicago |
| 2009 – 2011 | ERP Fellowship, German National Academic Foundation                            |
| 2009 – 2010 | Sherwin Rosen Fellowship, University of Chicago                                |
| 2008 – 2009 | Opportunity Fellowship, University of Chicago                                  |
| 2007 – 2008 | Credit Suisse Fellowship, University of St. Gallen                             |
| 2006 – 2009 | Fellowship, German National Academic Foundation                                |

### **Research Funding and Grants:**

- 2018 Google Cloud (\$5,000)
- 2017 Ford Center for Global Citizenship, Northwestern University (\$2,500)
- 2017 Anonymous Donor (\$100,000)
- 2017 Dean's Office, Kellogg School of Management (\$10,000)
- 2016 – 2017 Data Science Initiative, Northwestern University (\$50,000)  
(with Robert Braun and Benjamin Frommer)
- 2016 Dean's Office, Kellogg School of Management (\$5,000)
- 2016 Ford Center for Global Citizenship, Northwestern University (\$7,000)
- 2015 Dean's Office, Kellogg School of Management (\$10,000)
- 2011 – 2012 Beryl W. Sprinkel Fund, University of Chicago (\$2,350)

### **Teaching Experience:**

#### *Kellogg School of Management:*

- 2014 – Lecturer, “Leadership and Crisis Management” (M.B.A.)

#### *University of Chicago:*

- 2011 – 2012 Teaching Assistant to S. Levitt, “Introduction to Doing Empirical Microeconomic Research” (Ph.D.)
- 2011 Teaching Assistant to G. Becker, “Human Capital” (Ph.D.)
- 2010 – 2011 Teaching Assistant to S. Levitt, “The Economics of Crime” (B.A.)

#### *other:*

- 2011 Lecturer, “The Economics of Discrimination” (Ph.D.), short course at the Ruhr Graduate School in Economics

### **Academic Presentations:**

- 2018: Berkeley (Haas), Harvard
- 2017: Columbia, Emory Political Economy Conference
- 2016: ASREC Annual Conference, BFI Conference on Economics of Media and Communication (Chicago), Chicago (Harris), Federal Communications Commission, National University of Singapore, PECA Conference, Wallis Institute Conference on Political Economy
- 2015: APSA Annual Meeting, Barcelona Summer Forum, Chicago, Econometric Society World Congress, EEA Annual Congress, Ifo Institute, LMU Munich, Maryland, MPSA Annual Conference, Stony Brook Game Theory Festival, UCLA (Anderson)
- 2014: AEA Meetings, ASREC European Conference, Chicago, EEA Annual Congress, European Meeting of the Econometric Society, Hoover Conference on Inequality, Michigan State, MPSA Annual Conference, Northwestern (Political Science), PECA Conference, Princeton, Vfs Annual Conference
- 2013: AEA Meetings, Chicago, Columbia, Cornell, Gaming and Learning in Incentive Systems Conference (BU), IRES Workshop (Chapman University), Northwestern (Kellogg), LSE, MIT (Economics & Sloan), Princeton Conference on Political Economy, UPenn (Wharton)
- 2012: Calvó-Armengol Prize Workshop (Barcelona GSE), Chicago, North American Summer Meeting of the Econometric Society, UW Whitewater
- 2011: Chicago, RGS Doctoral Conference, RWI Essen, TU Dortmund
- 2010: Chicago, UW Whitewater

**Professional Activities:**

Co-Organizer: Kellogg Political Economy Seminar (2017 – present), Annual Political Economy in the Chicago Area Conference (2016 – present), MEDS Lunch (2015 – present), and CMS-EMS Brown Bag Series (2013/14)

Junior Faculty Recruiting Committee Member (2014 – 2017)

Ad-hoc Reviewer: *American Economic Journal: Applied Economics*, *American Economic Journal: Economic Policy*, *American Economic Journal: Microeconomics*, *American Economic Review*, *American Journal of Political Science*, *American Law and Economics Review*, *American Political Science Review*, Cambridge University Press, *Econometrica*, *Economic History Review*, *Economic Inquiry*, *Economic Journal*, *Economics Letters*, *Economics of Education Review*, *European Journal of Health Economics*, *European Journal of Political Economy*, European Research Council, *Games*, Israel Science Foundation, *Journal of Economic Behavior and Organization*, *Journal of Economic Inequality*, *Journal of Economic Psychology*, *Journal of Health Economics*, *Journal of Human Resources*, *Journal of Institutional and Theoretical Economics*, *Journal of Law and Economics*, *Journal of Law, Economics and Organization*, *Journal of Policy Analysis and Management*, *Journal of Political Economy*, *Journal of Politics*, *Journal of Public Economics*, *Journal of the European Economic Association*, MacArthur Foundation, *Political Behavior*, *Quarterly Journal of Economics*, *Quarterly Journal of Political Science*, *Review of Household Economics*, *Social Problems*, *Theoretical Economics*, and Thyssen Foundation.

Member: American Economic Association, European Economic Association, and Verein für Socialpolitik.