

Rudy Santore

Department of Economics
513 Stokely Management Center
University of Tennessee
Knoxville, TN 37996

Phone: (865) 974 – 6081
Fax: (865) 974 – 4601
rsantore@utk.edu

EMPLOYMENT HISTORY

Associate Professor, Department of Economics, University of Tennessee,
Effective August 2005 – Present. <http://econ.bus.utk.edu/santore.html>

Research Fellow, Corporate Governance Center, University of Tennessee,
September 2003 – Present.

Assistant Professor, Department of Economics, University of Tennessee,
September 1999 – July 2005.

Visiting Assistant Professor, Department of Economics & Finance, Louisiana Tech
University, September 1997 – June 1999.

EDUCATION

Ph.D., Economics, The Ohio State University, June 1998

M.A., Economics, The Ohio State University, August 1997

B.S., *Magna Cum Laude*, Finance, La Salle University, June 1991

RESEARCH AREAS

- Industrial Organization
- Law & Economics
- Public Economics
- Experimental Economics
- Behavioral Economics

PUBLICATIONS

- "How does inequality aversion affect inequality and redistribution?," with Matt Murray and Langchuan Peng, accepted at *Journal of Economic Inequality*.
- "Equity Based Incentive Contracts and Behavior: An Experimental Analysis," with Martin Tackie, *Managerial and Decision Economics*, **38** (December), 2017, 1194-1200.
- "Signaling Quality Through Gifts: Implications for the Charitable Sector," with Michael Price and Andreas Lange, *European Economic Review*, **96** (July), 2017, 48–61.
- "Engagement Partner Identification: A Theoretical Analysis," with Joe Carcello, *Accounting Horizons*, **29** (2), 2015, 297–311.
- "Colluding with a Conscience," with Stephen Cotten and Youping Li, *Journal of Economics*, **114** (3), 2015, 255–269.
- "Noxious Facilities, Environmental Damages, and Randomized Siting," *Environmental & Resource Economics*, **57** (1), 2014, pp. 101–116.
- "Stock Option Contract Design and Managerial Fraud," with Martin Tackie, *Economics Bulletin*, Vol. 33 (2), 2013, pp. 1283–1289.

- "Contingent Fee Caps, Screening, and the Quality of Legal Services," with Stephen Cotten, *International Review of Law and Economics*, **32** (3), September, 2012, pp. 317–328.
- "Managerial Incentives, Fraud, and Monitoring," with David Robison, *The Financial Review* **46**, 2011, pp. 281 – 311.
- "Patent Pools as a Solution to Licensing Complementary Patents? Some Experimental Evidence," with David Bjornstad and Michael McKee, *Journal of Law and Economics* **53** (1), 2010, pp. 167–184.
- "Gambling with Tax Dollars," *Bulletin of Economic Research*, **61** (3), 2009, pp. 295–304.
- "Hand in the Cookie Jar: An Experimental Investigation of Equity-Based Compensation and Managerial Fraud " with David Bruner and Michael McKee, *Southern Economic Journal*, **75** (2), July 2008, pp. 261 – 278.
- "Contingency Fees, Moral Hazard, and Attorney Rents: A Laboratory Experiment," with Michael McKee and Joel Shelton, *Journal of Legal Studies*, June 2007, pp. 253–274.
- "On Optimal Real Estate Commissions," with Donald Bruce, *Journal of Housing Economics*, **15** (2), June 2006, pp. 156–166.
- "Campaign Contributions with Swing Voters," with Manfred A. Dix, *Economics and Politics* **15** (3), November 2003, pp. 285–301.
- "Candidate Ability and Platform Positions," with Manfred A. Dix, *Economics Letters* **76** (2), July 2002, pp. 189 – 194.
- "Legal Fee Restrictions, Moral Hazard, and Attorney Rents," with Alan Viard, *The Journal of Law and Economics*, **44**, n.2, pt.1, October 2001, pp. 549 – 572.
- "Strategic State-Level Environmental Policy with Asymmetric Pollution Spillovers," with Yehuda Klein and David Robison, *Journal of Public Economics*, **80** (2), May 2001, pp. 199 – 224.
- "Pricing Differentiated Products with Indifferent Consumers," *Economics Letters*, **62**(1), January 1999, pp. 43 – 52.

UNDER REVIEW

- "Social preferences and risk taking," with Stephen Cotten and Justin Roush.
- "Social preferences and collusion: A laboratory experiment," with Stephen Cotten and Youping Li.
- "Whistleblowers, amnesty, and managerial fraud: An experimental investigation," with Stephen Cotten, under review.

WORK IN PROGRESS

- "Investment behavior when agents have other-regarding preferences."

- "The effects of natural group identity on charitable giving," with Stephen Cotten, Alex Miller, and David Gras.
- "National identity and conflict: A cross-cultural experimental analysis," with Patrick McGuire and Hao Su.
- "A cross-cultural investigation of hold-up," with Patrick McGuire and Hao Su.
- "Social reference points, group identity, and risk taking," with Stephen Cotten and Justin Roush.
- "Buying local in the lab," with Stephen Cotten.

FUNDED RESEARCH

- "National Identity and Conflict: A Cross-Cultural Experimental Analysis," *PSDA in the Visual and Performing Arts, Humanities and Social Sciences*, 2017, \$2,475.
- "A Behavioral Economics Perspective on the Design of Optimal Extended Warranty Contracts for Durable Goods Manufacturers and Dealers: A Theoretical and Experimental Investigation," with Su Hao, *China National Natural Science Fund*, 2016-2017, 103,000 RMB (approximately \$20,000).
- "Controlling Corporate Fraud: Theory and Experimental Evidence," with Steve Cotten and Martin Tackie. *University of Tennessee Professional Development Award*,
 - Fall 2008: \$3,500.
- "Intellectual Property in the Human Genome Research," (Co-PI with Michael McKee), Oak Ridge National Laboratories (project director: David Bjornstad),
 - Fiscal Year 2002 – 2003: \$75,000.
 - Fiscal Year 2003 – 2004: \$79,000.
 - Fiscal Year 2004 – 2005: \$75,000.

TEACHING AWARDS AND HONORS

- Nominated for CBA Outstanding Teaching Award, 1999–2000.
- Awarded Certificate of Recognition for Outstanding Teaching by Pi Beta Phi, 2000.

PH.D. COURSES TAUGHT

Industrial Organization I
 Microeconomic Theory I
 Microeconomic Theory II
 Economics Ph.D. Math Review

MBA COURSES TAUGHT

Professional MBA Instructor
 MBA Economics Review

UNDERGRADUATE COURSES TAUGHT

Industrial Organization
 Law and Economics
 Managerial Economics
 Intro to Mathematical Econ
 Government and Business
 Intermediate Microeconomics

CONFERENCES AND INVITED TALKS

- "National identity and conflict: A cross-cultural experimental analysis," with Stephen Cotten and Youping Li, *Southern Economic Association*, Tampa, FL November 2017.
- Invited Discussant, *Conference on Behavioral & Experimental Agri-Environmental Research: Methodological Advancements & Applications to Policy*, Shepardsstown, WV October 2017.
- "The Effect of Natural Group Identities on Charitable Giving: Experimental Evidence," with Stephen Cotten, *Economic Science Association World Meeting*, San Diego, CA, June 2017.
- "Whistleblowers, Amnesty, and Managerial Fraud: An Experimental Investigation," *University of Texas - Dallas*, February 2016.
- "Other-Regarding Preferences and Collusion," with Stephen Cotten and Youping Li, *Behavioral and Experimental Economists of the Mid-Atlantic, Philadelphia*, October 2015.
- "A Model of Other-Regarding Investors," *North-American ESA Conference*, Dallas, TX, October 2015.
- "Other Regarding Preferences and Collusion," with Stephen Cotten and Youping Li, *Southern Economic Association*, Atlanta, November 2014.
- "Other Regarding Preferences and Collusion," with Stephen Cotten and Youping Li, *North-American ESA Conference*, Fort Lauderdale, FL, October 2014.
- "Other Regarding Preferences and Collusion," with Stephen Cotten and Youping Li, *Society for the Advancement of Behavioral Economics*, Lake Tahoe, NV, July 2014.
- "Other Regarding Preferences and Risk Taking," with Stephen Cotten and Justin Roush, *North-American ESA Conference*, Santa Cruz, CA, October 2013.
- "Colluding with a Conscience: Some Implications of Other-Regarding Preferences for Competition and Antitrust Policy," *Southern Economic Association*, New Orleans, November 2012.
- "Tax Policy with Other Regarding Preferences," with Matt Murray, *National Tax Association*, New Orleans, November 2011.
- "Behavior and Business Law Conference," University of Tennessee Law School, Knoxville, TN, October 2010, Invited Discussant.
- "Managerial Teams, Whistle-blowing, and Fraud," *Southern Economic Association*, San Antonio, TX, November 2009.
- "Managerial Teams, Whistle-blowing, and Fraud," *American Law and Economics Association*, San Diego, CA, May 2009.
- "On the Efficient Siting of Noxious Facilities," *Midwest Economic Theory and Trade Conference*, Columbus, OH, October 2008.
- "On the Efficient Siting of Noxious Facilities," *Southern Economic Association*, New Orleans, LA, November 2007.
- "On the Efficient Siting of Noxious Facilities," *Association of Public Economic Theory*, Nashville, TN, July 2007.

- "Managerial Incentives and Corporate Fraud," with David Robison.
University of Mississippi, Oxford, MS, April 2006.
- "Managerial Incentives and Corporate Fraud," with David Robison.
Texas A&M University, College Station, TX, October 2005.
- "Managerial Incentives, Fraud, and Efficiency," with David Robison.
Western Economic Association International, Vancouver, BC, June 2004.
- "Contingency Fees, Moral Hazard, and Attorney Rents: A Laboratory Experiment,"
with Michael McKee and Joel Shelton. *Western Economic Association
International*, Vancouver, BC, June 2004.
- "Equilibrium Contingent Fees with Heterogeneous Attorneys,"
Southern Economic Association, San Antonio, TX, November, 2003.
- "Gambling with Tax Dollars,"
Conference on Collective Action, Bozeman, MT, July 2003.
- "Gambling with Tax Dollars,"
Public Choice Society, Nashville, TN, March 2003.
- "On the Efficient Siting of Noxious Facilities,"
University of Alabama, Tuscaloosa, AL, January 2003.
- "Signaling Attorney Ability with Contingent Fees,"
Western Economic Association, Seattle, WA, June 2002.
- "Signaling Attorney Ability with Contingent Fees,"
Tulane University, New Orleans, LA, April, 2002.
- "Legal Fee Restrictions, Moral Hazard, and Attorney Rents,"
University of Nevada – Las Vegas, Las Vegas, NV, April 2001.
- "Candidate Ability and Platform Positions,"
Public Choice Society, San Antonio, TX, March 2001.
- "Legal Fee Restrictions, Moral Hazard, and Attorney Rents,"
Southern Economic Association Conference, Washington, D.C., November 2000.
- "Legal Fee Restrictions, Moral Hazard, and Attorney Rents,"
Tulane University, New Orleans, LA, September 2000.
- "Legal Fee Restrictions, Moral Hazard, and Attorney Rents,"
American Law and Economics Conference, New York, NY, May 2000.
- "Optimal Taxation of a Class of Quality-Differentiated Items,"
International Conference on Public Economic Theory, Tuscaloosa, AL, May 1998.

OTHER PROFESSIONAL ACTIVITIES

- Ad Hoc Reviewer for the National Science Foundation.
- Member, *American Economic Association*, *Financial Management Association*,
American Law and Economics Association, *Southern Economic Association*, *European
Economic Association*.
- Referee, *American Economic Review*, *Journal of Legal Studies*, *Journal of Public
Economics*, *Journal of Economic Theory*, *The International Review of Law and
Economics*, *Economic Journal*, *American Law and Economics Review*, *European Journal
of Political Economy*, *The International Economic Review*, *Journal of Environmental*

Economics and Management, Journal of Economic Behavior & Organization, Journal of Law, Economics and Organization, Economic Inquiry, The Scandinavian Journal of Economics, Journal of Industry Competition and Trade, Environmental and Resource Economics, Oxford Economics Papers, Journal of Institutional and Theoretical Economics, Southern Economic Journal, Journal of Public Economic Theory, Journal of Economic Education, Economics Bulletin, The China Economic Review.

DISSERTATION ADVISING (MAIN)

- Dissertation Supervisor, Patrick McGuire, “Essays on Behavioral Economics.” The University of Tennessee, *in progress*.
- Dissertation Supervisor, Sangsoo Park, “Essays on Energy Efficiency and Pricing Behavior in the U.S. Automobile Market: Evidence from Hybrid Electric Vehicles,” The University of Tennessee, June 2015. First employment: Associate Research Fellow, Korea Institute for Industrial Economics and Trade.
- Dissertation Supervisor, Natalia Gritsko, “Essays on Audits and Information Acquisition in the Informational Cascade Setting,” The University of Tennessee, May 2014. First Employment: Visiting assistant professor at University of Georgia.
- Dissertation Supervisor, Stephen Cotten, “An Analysis of Two Markets with Asymmetric Information,” Department of Economics, The University of Tennessee, August 2009. First Employment: Tenure track assistant professor at University of Houston – Clear Lake.
- Dissertation Supervisor, Martin Tackie, “Essays on Fraud and Tax Evasion,” Department of Economics, The University of Tennessee, August 2009. First Employment: Tenure track assistant professor at Concordia College.

DISSERTATION ADVISING (COMMITTEE)

- Dissertation Committee, Ye Hong, “Economic Models of Crime, Misconduct, and Deterrence,” Department of Economics, The University of Tennessee, *in progress*.
- Dissertation Committee, Jie Deng, “The Identification of Regulatory Impacts Using Panel Data,” Department of Economics, The University of Tennessee, August 2015.
- Dissertation Committee, Langchuan Peng, “Exploring the Heterogeneity of Other-Regarding Preferences,” Department of Economics, The University of Tennessee, June 2015.
- Dissertation Committee, Cristina Reiser, “Essays on Environmental Economics and Industrial Organization,” Department of Economics, The University of Tennessee, August 2012.
- Dissertation Committee, Youping Li, “Essays on the Timing of Firm Actions in Industrial Economics,” Department of Economics, The University of Tennessee, June 2011.

- Masters Thesis Committee, Melvin Tobias, “Worker Shortage, Outsourcing, and Immigration as Features of Computer Technology Competition Between The United States and India,” Department of Economics, The University of Tennessee, May 2011.
- Dissertation Committee, Hui Chen, "Supplier Contracts with Profit Sharing, Open-Book Costing and Associated Audit Rights." Department of Accounting, The University of Tennessee, June 2005. Employment: Vanderbilt University.
- Dissertation Committee, Lee Greer, "Essays on the Link Between Capital Structure and Product Market Competition: Theory and Evidence from the United States Steel Industry." Department of Economics, The University of Tennessee, August, 2002. Employment: PNC Financial Services Group.

DEPARTMENT AND COLLEGE SERVICE

- Graduate Committee (1999–02).
- Policy Committee (2013–2014, 2018–Present).
- Graduate Admissions Committee (1999–02).
- Micro Theory Exam Committee (1999–2010, 2012–15, 2017–Present).
- Industrial Organization Exam Committee (1999–2011).
- Director of Graduate Studies (2001–02).
- Department of Economics JL Greer Seminar Series Coordinator (2000–02).
- Faculty Search Committee (1999–03, 2011–13).
- Undergraduate Advising (1999–Present).
- Undergraduate Committee (2010–12)
- Graduate Council (2006–08, 2014–15, 2016–17).
- Graduate Council Credentials Committee (2006–08, 2016–17).
- Graduate Council Curriculum Committee (2014–15).
- Dean’s Faculty Advisory Committee (2017–).