

## CHRISTOPHER COTTON

Jarislowsky-Deutsch Chair in Economic & Financial Policy  
Department of Economics, Queen's University

**CV date:** May 22, 2018

**Contact:**

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**Personal:** U.S. citizen; Canadian permanent resident  
Married; two kids (9 and 5 years old)

### EDUCATION

**Cornell University**, M.A and Ph.D., Economics, 2003-2008  
Dissertation: *Lobbying and Access*  
Committee: Stephen Coate, Ted O'Donoghue, Kaushik Basu

**Michigan State University**, B.A. with honors, Economics, 1997-2001

### ACADEMIC POSITIONS

- Since 2014      **Jarislowsky-Deutsch Chair in Economic & Financial Policy**  
*Queen's University*, Kingston, Ontario
- Since 2016      **Director, John Deutsch Institute for the Study of Economic Policy**  
*Queen's University*, Kingston, Ontario
- Starting 2018   **Full Professor, Department of Economics**  
*Queen's University*, Kingston, Ontario
- 2014 - 2018     **Associate Professor (with tenure), Department of Economics**  
*Queen's University*, Kingston, Ontario
- 2008 - 2014     **Assistant Professor, Department of Economics**  
*University of Miami*, Coral Gables, Florida  
left Miami with two years left on my tenure clock
- 2003 - 2008     **Graduate Teaching & Research Assistant**  
*Cornell University*, Ithaca, New York

### OTHER POSITIONS

- Since 2017      **Principal Economist, Research & Evaluation**  
*Limestone Analytics*, Kingston, Canada  
Advisor to NGOs and government agencies on the design, financing, and evaluation of international development projects. My involvement on select projects includes:  
*Lead External Evaluator* on the Girl's Education Challenge (GEC) IGATE-T project  
Zimbabwe-based project funded by DFID UK and implemented by a consortium including World Vision and CARE. (since 2017)

*Senior Economist & Statistician* on USAID's LEAP III project

Senior member of the project team on the Learning, Evaluation & Analysis Project (LEAP III) to provide economic analysis for USAID missions worldwide. (since 2018)

Since 2017 **Advisory Council member**

*Impact Bridges Group*, Toronto, Ontario

NGO specializing in pay-for-results financing and development impact bonds

2000 - 2003 **Consultant**

*Anderson Economic Group*, East Lansing, Michigan

Economic impact studies, market assessments and litigation support

### Conference Organizer

1. When Business and Politics Collide: Joint Conferences on Organizational Economics and Political Economics at Queen's University, June 2018, primary organizer of the political economy conference
2. Canadian Economic Association (CEA) annual conference, June 2018, organizer for the Canadian Public Economics Group (CPEG) sessions
3. Canadian Public Economic Group (CPEG) annual meeting, November 2017, primary organizer
4. JDI conference on sustainable development to mark the 40th anniversary of the Hartwick Rule, October 2017, co-organizer with John Hartwick

## FUNDING AND AWARDS

### Research Funding

1. United States Agency for International Development (USAID), Learning, Evaluation and Analysis Project (LEAP) III, 2018-2022, \$19,607,247 USD. Role: member of 17 person team of researchers and consultants named on funding for the provision of economic evaluation and analysis for USAID projects. Project administered through Integra, Washington, DC.
2. Social Sciences and Humanities Research Council of Canada (SSHRC), Insight Grant, 2017-2021, \$116,924 CAD. "To whom should we donate? Understanding project selection and coordination problems in charitable giving and crowdfunding." Role: PI. Collaborators: Luca Corazzini and Chloe Tergiman.
3. Spencer Foundation education grant, 2012-2013, \$27,600 USD. "Assessing Affirmative Action Using Specially-Designed Field Experiments: How Policy Influences Incentives, Effort and Achievement," Role: collaborator, with Thomas Dee and Joseph Price (PI)
4. Arsht Research on Ethics and Community Grant, 2011-2012, \$24,478 USD. "Is the American dream for sale? Using new data on the timing of earmark requests and contributions to assess the ethical standards in the US Congress," Role: PI. Collaborators: David Thornton

### Research & Teaching Awards

1. 2018 QED Teaching Award, Economics Department, Queen's University
2. 2015 QED Faculty Research Prize, Economics Department, Queen's University
3. 2013 Provost Research Award in Business and Social Sciences, University of Miami
4. 2012 Provost Research Award in Business and Social Sciences, University of Miami
5. 2009 James W. McLamore Research Award in Business and Social Sciences, U Miami

## ACADEMIC PAPERS

## Refereed Journal Articles

1. C. Cotton, "Should we tax or cap political contributions? A lobbying model with policy favors and access," [Journal of Public Economics](#), 93: 831-842, 2009 (lead article)
2. C. Cotton, "Multiple bidding in auctions as bidders become confident of their private values," [Economics Letters](#), 104: 148-150, 2009
3. C. Cotton and C. Liu, "100 horsemen and the empty city: A game theoretic exploration of deception in Chinese military legend," [Journal of Peace Research](#), 48: 217-223, 2011  
Featured in article at *U.S. News & World Report*
4. C. Cotton, "Pay-to-play politics: Informational lobbying and contribution limits when money buys access," [Journal of Public Economics](#), 96: 369-386, 2012
5. C. Cotton, F. McIntyre and J. Price, "Gender differences in repeated competition: Evidence from school math contests," [Journal of Economic Behavior and Organization](#), 86: 52-66, 2013  
Featured in articles at *Forbes*, *Vox-EU*, and *Huffington Post*
6. C. Cotton, "Submission fees and response times in academic publishing," [American Economic Review](#), 103(1): 501-509, 2013
7. L. Corazzini, C. Cotton and P. Valbonesi, "Donor coordination in project funding: Evidence from a threshold public goods experiment," [Journal of Public Economics](#), 128: 16-29, 2015
8. C. Cotton, C. Li, F. McIntyre and J. Price, "Which explanations for gender differences in competition are consistent with a simple theoretical model?" [Journal of Behavioral and Experimental Economics](#), 59: 56-67, 2015
9. S. Campos, C. Cotton and C. Li, "Deterrence effects under Twombly: On the costs of increasing pleading standards in litigation," [International Review of Law and Economics](#), 44: 61-71, 2015
10. R. Boleslavsky and C. Cotton, "Information and extremism in elections," [American Economic Journal: Microeconomics](#), 7: 165-207, 2015  
Featured in my column at *The Washington Post* and in the press at *IB Times*, *Inverse*, *PsychCentral*, *Milenio* and *Discovery News*
11. R. Boleslavsky and C. Cotton, "Grading standards and education quality," [American Economic Journal: Microeconomics](#), 7: 248-279, 2015  
Featured in an *AEA Research Highlight* and in our column at *Vox-EU*
12. C. Cotton and C. Li, "Profiling, screening and criminal recruitment," [Journal of Public Economic Theory](#), 17: 964-985, 2015
13. C. Cotton, "Competing for attention: Lobbying time constrained politicians," [Journal of Public Economic Theory](#), 18: 642-665, 2016
14. C. Cotton and A. Dellis, "Informational lobbying and agenda distortion," [Journal of Law, Economics & Organization](#), 32: 762-793, 2016
15. R. Boleslavsky, C. Cotton and H. Gurnani, "Demonstrations and price competition in new product release," [Management Science](#), 63: 2016-2026, 2017
16. R. Boleslavsky and C. Cotton, "Limited capacity in project selection: Competition through evidence production," [Economic Theory](#), 65: 385-421, 2018
17. C. Cotton and C. Li, "Clueless Politicians: On Policymaker Incentives for Information Acquisition in a Model of Lobbying," [Journal of Law, Economics & Organization](#), forthcoming, 2018

### Submissions, Revisions and Working Papers

1. M. Agranov, C. Cotton and C. Tergiman, “Persistence of power: Repeated multilateral bargaining”
2. C. Cotton, B. Hickman and J. Price, “Affirmative action and human capital investment: Theory and evidence from a randomized field experiment,” [NBER Working Paper w20397](#)  
Featured in articles at *Quartz*, *FiveThirtyEight.com*, and *The Chronicle of Higher Education*
3. R. Boleslavsky, C. Cotton and B. Carlin, “Competing for Capital: Auditing and Credibility in Financial Reporting”
4. C. Cotton, F. McIntyre and J. Price, “Correcting for bias in hot hand analysis: Analyzing performance streaks in youth golf”
5. G. Canavire-Bacarreza, C. Cotton, M. Jetter, and A. Montoya Agudelo, “Polarized Education Level and Civil War.”
6. C. Cotton, E. Richert, J. Nanowski, and B. Kashi, “Can promoting agency of at risk girls improve math performance? Evidence from rural Zimbabwe”

For a discussion of ongoing research projects, please visit [my website](#).

### OTHER ARTICLES AND PROFESSIONAL REPORTS

#### Popular Press Posts and Articles

Various articles on the John Deutsch Institute’s [Economics & Policy](#) blog.

*Select other popular press & blog writing:*

1. C. Cotton, “The impact of Trudeau’s cash-for-access fundraising,” *IRPP’s Policy Options*, February 2, 2017 [link]
2. C. Cotton, “How the long American campaign can make candidates more extreme,” The Monkey Cage at *The Washington Post*, May 8, 2015 [link]
3. R. Boleslavsky and C. Cotton, “The unrecognized benefits of grade inflation,” *VoxEU.org*, August 16, 2014 [link]
4. C. Cotton, F. McIntyre and J. Price, “Can gender differences in competition explain the achievement gap?” *VoxEU.org*, Oct 21, 2010 [link]
5. C. Cotton, “How corporate money will reshape politics: Help for challengers?,” Room for Debate at *The New York Times*, Jan 21, 2010 [link]

#### Expert Reports

1. Baseline Evaluation of the Youth Ready program in El Salvador and Honduras, with J. Mackinnon, 2018, Limestone Analytics report on behalf of World Vision International.
2. Baseline Evaluation of IGATE-T project in Zimbabwe, with A. Nordstrom, J. Mackinnon and B. Kashi, 2018. Limestone Analytics external evaluator’s report for the Girls’ Education Challenge project on behalf of DFID UK.
3. Evaluation of the IGATE girl empowerment program in rural Zimbabwe, with B. Kashi and J. Nanowski, 2017. Limestone Analytics evaluation completed on behalf of World Vision International.
4. “Financing SMEs: How to Evaluate Impact” with B. Kashi and A. Galvin, 2017. Limestone Analytics report completed on behalf of World Vision Canada.
5. “Funding Inequality of Michigan’s Public Schools,” with P. Anderson and I. Geckil, 2001. Prepared for Equity in Education Foundation; presented at the U.S. White House, 2001.

6. "Failing Schools in Michigan: The Surprising Scale," with P. Anderson, 2001. Prepared for the State of Michigan, Senate Committee on Education on behalf of the Choices for Children Foundation.
7. Narrative on city housing and economic distress for the City of Detroit's Renewal Community application to the U.S. Department of Housing and Urban Development, 2001.
8. "Fiscal Analysis of the 'Link Michigan' Broadband Proposal," with P.L. Anderson and I.K. Geckil, 2001. Evaluation prepared for the Michigan Telecommunications Association.
9. "Effects on the City of Pontiac of the Opening of Ford Field," with J. LeBaron and V. Wrotslavsky, 2001. Prepared for the Detroit Lions, Inc.
10. Urban development land use studies prepared for various clients including the City of Norfolk, Virginia, 2001, and the City of Fort Wayne, Indiana, with S.D. Watkins, 2001. Rural land use development studies prepared for various clients including Berrien County, Michigan, with S. Watkins, 2002, and Cass County, Michigan, 2003.
11. Workforce Development Study, with P.L. Anderson and C. LeNet, 2002. Evaluation conducted on behalf of the State of North Carolina, Department of Commerce.
12. "The Public School Academy Funding Gap: Revenue Disparities between Charter Schools and Traditional Public Schools in Michigan," with P.L. Anderson and S.D. Watkins, 2003. Evaluation completed on behalf of the Michigan Chamber Foundation.
13. "Fiscal Analysis of Michigan's Schools," Michigan Chamber Foundation, with P.L. Anderson and S.D. Watkins, 2003. Evaluation completed on behalf of the Michigan Chamber Foundation.

## PRESENTATIONS

### Conferences Presentations and Invited Seminars

(economics department seminar unless otherwise noted)

**2016/17:** *Presenter:* Cornell Political Economy Conference; *Organizer:* Queen's Conference on Political Economy, Canadian Economic Association Annual Meeting public economics sessions

**2016/17:** *Presenter:* Michigan State University, Wilfrid Laurier; *Discussant:* CIREQ conference on communication and persuasion; *Organizer:* Canadian Public Economic Group Meetings, John Deutsch Institute conference on sustainable development and resource rents

**2016/17:** *Presenter:* McMaster University, Western University, Texas A&M, Canadian Public Economic Group Meetings, Miami Economic Theory Conference, Inaugural conference for the Ottawa School of Economics, Association of Public Economic Theory (scheduled)

**2015/16:** *Presenter:* Econometric Society World Congress; Economic Science Association European Meetings; University of Guelph, Midwest Economic Theory, Canadian Economics Association; *Discussant:* Cornell Political Economy Conference

**2014/15:** *Presenter:* University of Toronto, Binghamton University SUNY, Canadian Public Economic Group Conference, University of British Columbia-Okanagan, Québec Political Economy Conference at Mont Tremblant, Ryerson University; *Discussant:* Canadian Public Economic Group conference, CIREQ Montreal microeconomic theory conference, CIRPÉE Political Economy Conference at UQAM

**2013/14:** *Presenter:* University of Pittsburgh, Clemson University, Queen's University (x2, Sept and March), North American Summer Meetings of the Econometric Society in San Diego 2013; *Discussant:* 13th Annual Strategy and the Business Environment Conference at University of Texas-Austin

**2012/13:** *Presenter:* North Carolina State University, Université du Québec a Montreal, University of Alberta, University of Washington, American Economic Association Annual Meetings 2013, Notre Dame University, University of Chicago Harris School of Public Policy, Midwest Economic Theory Meetings at

Washington University St. Louis, University of Miami Department of Finance, North American Summer Meetings of the Econometric Society at Northwestern University 2012

**2011/12:** *Presenter:* Stanford University Graduate School of Business, Université Laval, University of Brescia, University of Padua, 2nd world congress of the Public Choice Society, First Caribbean game theory conference at the University of the Netherlands Antilles 2012; *Discussant:* 2nd world congress of the Public Choice Society

**2010/11:** *Presenter:* Florida International University, Tournaments contests & relative performance evaluation conference at North Carolina State University; *Discussant:* University of Miami law and policy workshop

**2009/10:** *Presenter:* Association for Public Economic Theory meetings at the National University of Ireland in Galway;

**2008/09:** *Presenter:* Brigham Young University, Université Laval, Florida Atlantic University, University of Miami Department of Political Science, Third congress of the Game Theory Society at Northwestern University, University of Miami Dialogue for Democracy public lecture series

**2007/08 and earlier:** *Presenter:* Baruch College CUNY, Clemson University, Cornell University, University of Iowa, University of Louisville, University of Miami, Association of Public Economic Theory meetings at Vanderbilt University, 17th international conference on game theory at Stony Brook University, 2006 North American Summer Meetings of the Econometric Society, 16th international conference on game theory at Stony Brook University, Midwest Economic Theory Meetings at Michigan State University 2006

### **Extended Visits**

Groupe d'Étude en Économie Politique (GEEP), weeklong visit to Université Laval and University of Québec a Montreal, 2012

University of Padua, weeklong department visit, 2011

Université Laval, weeklong department visit, 2011

Brigham Young University, department visit and visiting scholars lecture, 2008

## **REVIEWER**

### **Reviewer for Journals**

AEJ: Economic Policy; AEJ: Microeconomics; American Economic Review; American Political Science Review; B.E. Journal of Economic Analysis and Policy; B.E. Journal of Theoretical Economics; Business and Politics; Canadian Journal of Economics; Economic Bulletin; Economic Inquiry; Economic Journal; Economic Theory; Economica; Economics and Politics; Economics Letters; European Economic Review; European Journal of Political Economy; Games; Games and Economic Behavior; International Economic Review; Journal of Economic Theory; Journal of Economic Behavior and Organization; Journal of Economics & Management Strategy; Journal of Law, Economics and Organization; Journal of Politics; Journal of Public Economics; Labour Economics; Manchester School; Marine Corps University Journal; Mathematical Social Sciences; Public Choice; Public Finance Review; Rand Journal of Economics; Review of Economic Studies; Regional Science and Urban Economics; Southern Economics Journal; Sustainability

### **Reviewer for Book Publishers and Funding Organizations**

Agency for Science, Technology and Research, A\*STAR (Singapore); FONDECYT (Chile); Institute of Economic Studies (IES-Prague); National Science Foundation (USA); W.W. Norton & Company; Pearson: Higher Education; Routledge; Social Science and Humanities Research Council of Canada (SSHRC)

## TEACHING &amp; ADVISING

**Undergraduate Courses Taught**

Intro Macroeconomics (honours and non-honours, Miami)

Undergraduate Game Theory (Miami & Queen's)

**Graduate Courses Taught**

PhD Game Theory (Micro core at Miami)

MA Public Economics (Queen's)

Ph.D. topics course in Information Economics and Experimental Economics

**Professional Courses Taught**

Certified Professional Impact Analyst (CPIA) course at Queen's

**PhD Supervision**

- Ardyn Nordstrom, Ph.D, Queen's U, 2021 (expected); supervisor
- Maggie Jones, Ph.D., Queen's U, 2018 (expected); co-supervisor  
*placement*: Assistant Professor, University of Victoria
- Jason Adams, Ph.D., Queen's U, 2018 (expected); supervisor  
*placement*: Researcher, Employment and Social Development Canada
- Alexander McLeod, Ph.D., Queen's U, 2017; co-supervisor  
*placement*: Economist, State of Florida
- Richard Ishac, Ph.D., Queen's U, 2017; co-supervisor  
*placement*: Economist, National Bank of Canada
- Cheng Li, Ph.D., Economics, U Miami, 2015; supervisor  
*placement*: Assistant Professor, Mississippi State Univ.

**M.A. supervision, Queen's University**

- Maxime Le Moullec, 2018 (expected)
- Kiran Toor, 2018 (expected)
- Karen Chu Sam, 2018 (expected)
- Antonio Di Marco, 2018 (expected)
- Younes Abulhawa, 2018 (expected)
- Warren Ferguson, 2018 (expected)
- Emily Shorrock, 2018 (expected)
- Marcus von Massow, 2018 (expected)
- Nikola Milutinovic, 2018 (expected)
- Shelly Kaushik, 2017  
M.A. research: Voting behavior by age and generation: Canadian elections from 1965 to 2015.  
*placement*: Economist, Finance Canada
- Thomas Hindle, 2017  
M.A. research: Loss aversion, policy stickiness, and its effect on public policy.  
*placement*: Economist Intern, Atlantic Provinces Economic Council
- Elliott Windfeld, 2017  
M.A. research: Dirty taxes: An analysis of the expected impact of Alberta's new carbon tax.  
*placement*: J.D. candidate, Queen's University
- Isabella Mira, 2017

- M.A. research: The signaling value of deciding to become a citizen.  
*placement*: J.D. candidate, Queen's University
- Jacob Smiley, 2017  
M.A. research: Approximating the relationship of urban form and economic outcomes.  
*placement*: Financial Analyst, Realterm
  - Dayna Bartlett, 2017  
M.A. research: Evaluating the implementation of longer license suspensions on impaired driving.  
*placement*: Business Development Associate, Fidelity Investments
  - Christine Truong, 2016  
M.A. research: The impact of minimum wage on body mass index in Canada.
  - Lachlan Jay MacKinnon, 2016  
M.A. research: Descriptive accounts of Canadian lobbying, 1996-2016.  
*placement*: Economist, Limestone Analytics
  - Yiannis Kipouros, 2016  
M.A. research: Labour market outcomes for high school graduate of Ontarios double cohort.  
*placement*: Ph.D. candidate, Queen's University
  - Jeffrey Hicks, 2015  
M.A. research: Tobacco taxes in Canada: An Analysis of Elasticities and Salience.  
Awarded the *2015 Scarthingmoor Prize* for the best M.A. essay in economics  
*placement*: Ph.D. candidate, UBC
  - Victor Brinic, 2015  
M.A. research: A critical analysis of Ontario works directives and regulations.  
*placement*: Economist, HDR
  - Alex Fontaine, 2015  
M.A. research: The impact of commuting burden on life satisfaction.  
*placement*: Performance Auditor, Office of the Auditor General of Canada

#### **Graduate student committees**

- Rita Ray, Ph.D., Economics, U Miami, 2009. Dissertation committee member.
- Yue Shen, Ph.D., Economics, Queen's, 2015. Examiner.
- Noel McDermott, Ph.D., Cultural Studies, Queen's, 2015. Examination committee chair.
- Svetlana Davis, Ph.D., Management, Queen's, 2015. Examination committee chair.
- Georges-Charbel Beano, M.A., Economics, Queens, 2015. Reader.
- Kourtney Koebel, M.A. Economics, Queens, 2016. Reader.
- Louis Morand Perrault, Ph.D., Economics, Queens, 2016. Examiner.