

CHRISTOPHER COTTON

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

CV date: April 13, 2019

Contact:

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Personal: U.S. citizen; Canadian permanent resident
Married; two kids (10 and 6 years old)

EDUCATION

Cornell University, M.A and Ph.D., Economics, 2003-2008
Dissertation title: *Lobbying and Access*

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

PROFESSIONAL EXPERIENCE

Academic Positions

- Since 2014 **Jarislowsky-Deutsch Chair in Economic & Financial Policy**
Queen's University, Kingston, Ontario
- Since 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 remaining on my tenure clock
- 2003 - 2008 **Graduate Teaching & Research Assistant**
Cornell University, Ithaca, New York

Select Policy Experience

- Since 2016 **Director, John Deutsch Institute for the Study of Economic Policy**
Queen's University, Kingston, Canada
University research institute responsible for supporting and promoting policy-relevant academic research, holding conferences and workshops, and encouraging interactions between academics and policymakers.
- Since 2017 **Principal Economist / Research Director**
Limestone Analytics, Kingston, Canada
Advisor to NGOs and governments on the design, financing, and evaluation of international development projects. Focus on research design, evidence-based policy, and innovative financing including development impact bonds.

- 2019 **Campaign Finance Policy Expert, Senate of Canada**
Invited to prepare and provide testimony regarding campaign finance regulations.
- 2018 **Campaign Finance Policy Expert, Ministry of Attorney General of British Columbia**
Expert witness on the impact of newly introduced campaign finance regulations.
- Since 2017 **Lead External Evaluator**
IGATE-T Girls Education Challenge project, Zimbabwe
Design evaluation methodology, and oversee data collection and analysis for a girls education intervention in rural Zimbabwe. The project is funded by DFID UK and implemented by a consortium including World Vision and CARE.
- Since 2017 **Advisory Council member**
Impact Bridges Group, Toronto, Ontario
NGO specializing in pay-for-results financing and development impact bonds
- 2000 - 2003 **Consultant & Practice Area Manager**
Anderson Economic Group, East Lansing, Michigan
Economic impact studies, market assessments and litigation support

AWARDS & FUNDING

Research & Teaching Awards

- 2019 Dan Usher Prize for Excellence in Economic Research, Queen's University
- 2018 QED Teaching Award, Economics Department, Queen's University
- 2015 QED Faculty Research Prize, Economics Department, Queen's University
- 2013 Provost Research Award in Business and Social Sciences, University of Miami
- 2012 Provost Research Award in Business and Social Sciences, University of Miami
- 2009 James W. McLamore Research Award in Business and Social Sciences, U Miami

Funding

1. Jarislowsky-Deutsch Chair in Economic & Financial Policy, since 2014, annual salary support, course buyout, and research stipend.
2. 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.
3. 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.
4. 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)
5. 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

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. 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
8. C. Cotton and C. Li, "Profiling, screening and criminal recruitment," [Journal of Public Economic Theory](#), 17: 964-985, 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. 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
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](#), 35: 425-456, 2018
18. C. Cotton, F. McIntyre, A. Nordstrom and J. Price, "Correcting for bias in hot hand analysis: Analyzing performance streaks in youth golf," [Journal of Economic Psychology](#), forthcoming

Select Other Publications

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]

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

Submissions, Revisions and Working Papers

1. R. Boleslavsky, C. Cotton and B. Carlin, “Disincentive Effects of Evaluation”
2. M. Agranov, C. Cotton and C. Tergiman, “Persistence of power: Repeated multilateral bargaining with endogenous agenda setting authority”
3. C. Cotton, B. Hickman and J. Price, “Affirmative action and the distribution of human capital: Evidence from a large contest experiment,” [NBER Working Paper w20397](#), R&R at *Journal of Labor Economics*
Featured in articles at *Quartz*, *FiveThirtyEight.com*, and *The Chronicle of Higher Education*
4. R. Boleslavsky, C. Cotton and B. Carlin, “Competing for Capital: Auditing and Credibility in Financial Reporting”
5. G. Canavire-Bacarreza, C. Cotton, M. Jetter, and A. Montoya Agudelo, “Polarized Education Levels and Civil War.”
6. C. Cotton and A. Nordstrom, “The impact of severe droughts on the education of at-risk youth in Zimbabwe”
7. C. Cotton, E. Richert, J. Nanowski, and A. Nordstrom, “Can empowering at-risk girls improve math performance? Evidence from rural Zimbabwe”
8. C. Cotton, B. Kashi, Z. Kurzawa, and N. Mazurkewich, “Supplying pills is not enough: The importance of health provider training in a prenatal supplement program in Bangladesh”
9. L. Corazzini, C. Cotton and T. Reggiani, “Delegation and coordination with multiple threshold public goods”

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

Select Expert Reports

1. Opinion on Campaign Finance Policy, 2018, report prepared on behalf of the Ministry of Attorney General of British Columbia.
2. Evaluation of a prenatal supplement adherence program in Bangladesh, with Z. Kurzawa, and N. Mazurkewich, 2018, Limestone Analytics report prepared for Nutrition International.
3. 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.

4. Evaluation of the IGATE girls empowerment program in rural Zimbabwe, with B. Kashi and J. Nanowski, 2017. Limestone Analytics evaluation completed on behalf of World Vision International.
5. “Financing SMEs: How to Evaluate Impact” with B. Kashi and A. Galvin, 2017. Limestone Analytics report completed on behalf of World Vision Canada.
6. “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.
7. “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.
8. Workforce Development Study, with P.L. Anderson and C. LeNet, 2002. Evaluation conducted on behalf of the State of North Carolina, Department of Commerce.
9. “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.
10. “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.
11. 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.
12. “Fiscal Analysis of the ‘Link Michigan’ Broadband Proposal,” with P.L. Anderson and I.K. Geckil, 2001. Evaluation prepared for the Michigan Telecommunications Association.
13. “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.
14. 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.

CONFERENCES, WORKSHOPS & DEPARTMENTAL VISITS

Conference Organizer

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| 2019 | Upcoming conference on the frontiers of education research in economics Queen’s University, co-organizer with Brent Hickman |
| 2019 | Upcoming Canadian Economic Association Annual Conference Organizer of the Canadian Public Economic Group (CPEG) sessions |
| Nov. 2018 | Workshop on the Economics of Strategic Communication and Persuasion with Applications to Evidence-based Public Policy; co-organizer with Ming Li and Jian Li |
| June 2018 | When Business and Politics Collide: Joint Conferences on Organizational Economics and Political Economics, Queen’s University; organizer of the political economy conference |
| June 2018 | Canadian Economic Association Annual Conference, McGill University organizer for the Canadian Public Economics Group (CPEG) sessions |
| Nov. 2017 | Canadian Public Economics Group (CPEG) Annual Meeting, Queen’s University primary organizer and chair of the scientific committee |
| Oct. 2017 | JDI conference on sustainable development to mark the 40th anniversary of the Hartwick Rule; Queen’s University, co-organizer with John Hartwick |

Public Talks

“Maximizing Your Organization’s Impact Through Innovative Financing,” John Deutsch Institute Public Lecture Series, Toronto, Canada, 2019

“Promises and Pitfalls of Innovative Financing,” workshop for international development program staff, Global Affairs Canada, Ottawa, Canada, 2019

“Predicting the 2008 Election,” University of Miami Dialog for Democracy Public Lecture Series, Coral Gables, Florida 2008

Presenter or Discussant

2018/19: Cornell Political Economy Conference; Nutrition International, World Vision Canada, World Vision UK, CIREQ and JDI conference on communication and persuasion (panel moderator), Canadian Public Economic Group Meetings (discussant)

2017/18: Michigan State University, Wilfrid Laurier, World Vision Canada, Québec Political Economy Conference at Mont Ste Anne, CIREQ conference on communication and persuasion (discussant), CIRPÉE Political Economy Conference at UQAM (discussant)

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

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

2014/15: University of Toronto, Binghamton University SUNY, Canadian Public Economic Group Conference (presenter & discussant), University of British Columbia-Okanagan, Québec Political Economy Conference at Mont Tremblant, Ryerson University, CIREQ Montreal microeconomic theory conference (discussant), CIRPÉE Political Economy Conference at UQAM (discussant)

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

2012/13: 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: 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: Florida International University, Tournaments contests & relative performance evaluation conference at North Carolina State University, University of Miami law and policy workshop (discussant)

2009/10 and earlier: *Presenter:* Baruch College CUNY, Brigham Young University, Clemson University, Cornell University, Florida Atlantic University, University of Iowa, Université Laval, 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, 2009 Association for Public Economic Theory meetings at the National University of Ireland in Galway, Third congress of the Game Theory Society at Northwestern University, University of Miami Dialogue for Democracy public lecture series

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

EDITORIAL RESPONSIBILITIES**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; Econometrica; 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; Review of Economics and Statistics; 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 & ADVISING**Program Creation**

Certified Professional Impact Associate (CPIA) program at Queen's University (<http://cpia.queensu.ca/>)
Co-creator of a professional program designed to teach staff of NGOs and government agencies about incorporating evidence and evaluation into the design and implementation of their programs and policies

Undergraduate Courses Taught

Development Economics (Queen's)

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)

MA Development 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

- Fredric Tremblay, Ph.D, Queen's U, 2020 (expected); supervisor
- Maggie Jones, Ph.D., Queen's U, 2018; co-supervisor
Ph.D. dissertation: "An economic analysis of the treaty right to education"
placement: Assistant Professor, University of Victoria
- Jason Adams, Ph.D., Queen's U, 2018 (expected); supervisor
Ph.D. dissertation: "Essays on immigration and other social policies in Canada"
placement: Researcher, Employment and Social Development Canada
- Alexander McLeod, Ph.D., Queen's U, 2017; co-supervisor
Ph.D. dissertation: "Price Signals"
placement: Economist, State of Florida
- Richard Ishac, Ph.D., Queen's U, 2017; co-supervisor
Ph.D. dissertation: "Authority, communication and discrimination in agency models"
placement: Economist, National Bank of Canada
- Cheng Li, Ph.D., Economics, U Miami, 2015; supervisor
Ph.D. dissertation: "Essays in political economy and public policy"
placement: Assistant Professor, Mississippi State Univ.

M.A. supervision, Queen's University

- Antonio Di Marco, 2018 (expected)
M.A. research: "How excise taxes affect the decision to smoke for younger and older adults"
- Emily Zong, 2018
M.A. research: "Investment Strategies of Sovereign Wealth Funds"
placement: VP of Data Science, RS Energy Group
- Maxime Le Moullec, 2018
M.A. research: "Displaying balances in red, negative numbers increases payments on credit card debt: Experimental evidence" *placement*: Economist, Finance Canada
- Warren Ferguson, 2018
M.A. research: "Retirement Decisions of Canadian Members of Parliament"
placement: JD candidate, Queen's University
- Kiran Toor, 2018
M.A. research: "Evaluating the relative effectiveness of retirement savings nudges"
placement: Recruit Analyst, Statistics Canada
- Karen Chu Sam Loo, 2018
M.A. research: "Understanding nepotism as cooperation among kin"
- Younes Abulhawa, 2018
M.A. research: "Store Brands and the Consumer Perception"
- Emily Shorrock, 2018
M.A. research: "Investigating the effects of the interest rate on Canada student loans"
placement: Policy Analyst, Finance Canada
- Marcus von Massow, 2018
M.A. research: "Efficiency and bias in the NBA draft"
placement: Business Process Control Consultant, CBIC
- Nikola Milutinovic, 2018
M.A. research: "Evidence of the 'double-dividend' effect from Canada's carbon taxes"
placement: Analyst, Statistics Canada
- 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 effect 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.