

# Devin G. Pope

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## Academic Positions:

Assistant Professor of Operations and Information Management  
The Wharton School, University of Pennsylvania: June 2007 - Present

## Education:

Ph.D. (Economics), University of California, Berkeley: 2007  
B.A. (Economics with minor in Mathematics), Brigham Young University, 2002

## Research and Teaching Interests:

Research: Behavioral Economics and Labor Economics  
Teaching: Behavioral Economics and Negotiations

## Refereed Publications:

Pope, Devin and Justin Sydnor. "A New Perspective on Stereotypical Gender Differences in Test Scores," (2009) forthcoming *Journal of Economic Perspectives*.

Pope, Devin and Jaren Pope. "The Impact of College Sports Success on the Quantity and Quality of Student Applications," *Southern Economic Journal* (2009) 75(3), 750-780.

Pope, Devin. "Benefits of Bilingualism: Evidence from Mormon Missionaries," *Economics of Education Review* (2008) 27(2), 234-242.

Croson, Rachel, Peter Fishman, and Devin Pope. "Poker Superstars: Skill or Luck?" *CHANCE* (2008) 21(4), 25-28.

## Working Papers:

Pope, Devin and Maurice Schweitzer. "Is Tiger Woods Loss Averse? Persistent Bias in the Face of Experience, Competition, and High Stakes," revise and resubmit *American Economic Review*.

Pope, Devin. "Reacting to Rankings: Evidence from 'America's Best Hospitals,'" revise and resubmit *Journal of Health Economics*.

Pope, Devin and Justin Sydnor. "What's in a Picture? Evidence of Discrimination from Prosper.com," under review.

Kroft, Kory and Devin Pope. "Does Online Search Crowd Out Traditional Search and Improve Matching Efficiency? Evidence from Craigslist," under review.

Pope, Devin and Jaren Pope. "Understanding College Application Decisions: Why College Sports Success Matters," under review.

Berger, Jonah and Devin Pope. "Can Losing Lead to Winning," under review.

Haselhuhn, Michael, Devin Pope, Maurice Schweitzer, and Peter Fishman. "Size Matters (and So Does Experience): How Personal Experience with a Fine Influences Behavior," under review.

Pope, Devin and Justin Sydnor. "Implementing Anti-Discrimination Policies in Statistical Profiling Models," under review.

Pope, Devin and Jaren Pope. "Crime and Property Values: Evidence from the 1990's Crime Drop," under review.

### **Work in Progress:**

Does Inattention Lead to Focal Points in Markets? Evidence from used Car Auctions (with Nicola Lacetera and Justin Sydnor)

The Cost of a Homicide (with Jaren Pope)

The Impact of Life-Changing Events on Productivity: Evidence from Baseball (with Maurice Schweitzer)

Own-Gender Bias in Academics (with Gerard Cachon)

Understanding the Predictive Nature of the ACT (with Eric Bettinger and Bridget Long)

### **Presentations:**

2009-2010 Berkeley (Economics), Chicago GSB (CDR), Harvard (Economics), The Wharton School (Applied Economics)

2008-2009 Carnegie Mellon (Social and Decision Sciences), Federal Trade Commission, NBER Summer Institute (Labor), Stanford (IREPP), UT Dallas (Marketing), The Wharton School (Applied Economics)

2007-2008 Case Western Reserve (Economics), The Wharton School (Applied Economics), The Wharton School (Decision Processes)

2006-2007 Brigham Young University (Economics), Cornell (Public Policy), Dartmouth (Economics), Harvard Business School (NOM), Pittsburgh (Economics), UC Berkeley (Economics), UC Merced (Economics), Vanderbilt (Law School), The Wharton School (OPIM)

2005-2006 UC Berkeley (Economics), NBER (Higher Education Working Group Meeting)

### **Referee Service:**

*American Economic Journal: Applied Economics, American Economic Journal: Microeconomics, Economic Inquiry, Economics of Education Review, Journal of Business and Economics, Journal of Human Resources, Journal of Political Economy, Journal of Urban Economics, Quarterly Journal of Economics, Review of Economics and Statistics, Review of Financial Studies*

**Other Information:**

Languages: English (native), Portuguese (fluent)

Citizenship: United States