

# Curriculum Vitae - Laura Razzolini

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School of Business  
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## **Employment Experience**

### **Academic Appointments**

Professor — Department of Economics, Virginia Commonwealth University. August 2008 to present.

Associate Professor — Department of Economics, Virginia Commonwealth University. August 2004 to August 2008.

Associate Professor — Department of Economics, University of Mississippi. August 2001 to August 2004.

Assistant Professor — Department of Economics, University of Mississippi. August 1994 to July 2001.

Visiting Researcher — Center for Operations Research and Econometrics (CORE), Universite Catholique de Louvain, Louvain-la-Neuve, Belgium. September 1986 to July 1987.

Researcher — Institute for Economic Planning of Tuscany, Italy. January 1985 to February 1986.

### **Administrative Appointments**

Director of Teaching Excellence, School of Business, Virginia Commonwealth University. In charge of the implementation of the School renewed focus on reaching excellence, centered on creative problem solving. Manage \$25,000/year budget. Direct report to the Dean.

Program Director, National Science Foundation, Economics Program, Arlington VA 22230. Managed \$20 million/year budget and two Program assistants. Handled around 600 proposals a year. Identified and pursued new interdisciplinary funding opportunities with other government

agencies. Responded to NSF-wide needs. Identified and highlighted Program contributions to Directorate, NSF and nationwide priorities.

Editor in Chief — *Southern Economic Journal*. August 2003 to present.

Manage \$30,000/year budget and editorial assistant. Handle about 300 papers a year. Annual direct report to the Board of the Southern Economic Association.

## **Education**

Ph.D., Economics, Southern Methodist University, August 1994.

M.A., Economics, Southern Methodist University, August 1993.

Dottorato di Ricerca (Research Doctorate, PhD), Political Economics, University of Bologna, Italy, July 1989.

Laurea (Baccalaureate), Economics, Magna Cum Laude, University of Florence, Italy, December 1984.

## **Published and Forthcoming Refereed Papers**

— D. G. Arce and L. Razzolini, (2015), “Indirect Ethics and Backdoor Bailouts: the Case of AIG.” Forthcoming, *Journal of Business Ethics*.

— Holt, C., A. Kydd, L. Razzolini and R. Sheremeta, (2014), “The Paradox of Misaligned Profiling.” Forthcoming in the *Journal of Conflict Resolution*. DOI: 10.1177/0022002714545223

— Korenok O., E.L. Millner and L. Razzolini, (2014), “Taking, giving, and impure altruism in dictator games.” *Experimental Economics*, 17, 488-500. DOI: 10.1007/s10683-013-9379-3

— Dechenaux, E. Mago S. and L. Razzolini, (2013), “Traffic Congestion: An experimental Study of the Downs-Thompson Paradox.” *Experimental Economics*, 17, 461-487. DOI: 10.1007/s10683-013-9378-4

— Korenok O., E.L. Millner and L. Razzolini, (2013), “Impure Altruism in Dictators’ Giving,” *Journal of Public Economics*, 97, 1-8. DOI: 10.1016/j.jpubeco.2012.08.006

— Korenok O., E.L. Millner and L. Razzolini, (2012), “Are Dictators Averse to Inequality?” *Journal of Economic Behavior and Organization*, 82(2-3), 543-47. DOI: 10.1016/j.jebo.2012.03.009

— Razzolini L., S. Sarangi, K. Triantis and D. Teodorovic, (2011), “Traffic Congestion Mitigation: Combining Engineering and Economic Perspectives,” *Transportation Planning and Technology*, 34(7), 637-645. DOI:10.1080/03081060.2011.602845

- Anderson L., E. Blanchard, K. Chaston, C. Holt, L. Razzolini and R. Singleton, (2008), “Production and Gains from Trade.” *Perspectives on Economic Education Research*, 4(1), 3 - 22 (lead article).
- Chen Y., L. Razzolini and T. L. Turocy, (2007), “Congestion Allocation for Distributed Networks: An Experimental Study.” *Economic Theory*, 33, 121-143.
- Razzolini L., M. Reksulak and R. Dorsey, (2007), “An Experimental Evaluation of the Serial Cost Sharing Rule.” *Theory and Decision*, Springer, vol. 63(3), 283-314.
- Deb R., L. Razzolini and T.K. Seo, (2006), “The Conservative Equal Costs Rule, the Serial Cost Sharing Rule and the Pivotal Mechanism: Asymptotic Welfare Loss Comparisons for the Case of an Excludable Public Project.” *Review of Economic Design*, 10 (3), 205-32.
- Davis, D., L. Razzolini, R. Reilly and B. Wilson, (2006) “Raising Revenues for Charity: Auctions versus Lotteries.” in D.D. Davis and R. Mark Isaac (eds.) *Research in Experimental Economics*, vol. 11. “Experiments Investigating Fundraising and Charitable Contributors.” JAI Press, New York.
- Basu A. and L. Razzolini, (2006), “Hiding in Plain Sight: Using Signals to Detect Terrorists.” *Public Choice*, 128, 245-55.
- Karahan G., L. Razzolini, and W. F. Shughart, (2006) “No Pretense to Honesty: County Government Corruption in Mississippi.” *Economics of Governance*, 7, 211-27.
- L. Razzolini, (2003), “Public Goods,” in C. K. Rowley and F. Schneider (eds), *The Encyclopedia of Public Choice*. Dordrecht: Kluwer Academic Publishers.
- Deb R., L. Razzolini and T.K. Seo, (2003), “Strategy-proof Cost Sharing, Ability to Pay and Free Provision of an Indivisible Public Good.” *Mathematical Social Sciences*, 45, vol. 2, 205-227.
- Dorsey R. and L. Razzolini, (2003), “Explaining Overbidding in First Price Auctions Using Controlled Lotteries.” *Experimental Economics*, 6, 123-140.
- L. Razzolini, W.F. Shughart II and Robert Tollison, (2002) “The Third Law of Demand.” *Economic Inquiry*, 41, 292-98. [Mentioned in: Bernard Saffran, “Recommendation for Further Reading,” *Journal of Economic Perspectives*, 17 (4), Fall 2003, 221.]
- G. R. Karahan, L. Razzolini and W. F. Shughart, (2002), “Centralized versus Decentralized Decision- Making in a County Government Setting.” *Economics of Governance*, 3, 101-15.
- W.F. Shughart II and L. Razzolini, (2001), “Introduction: Public Choice at the Millennium,” in W.F. Shughart II and L. Razzolini (eds), *The Elgar Companion to Public Choice*. Edward Elgar Publishing, pages xxi-xlii.

— Deb, R., and L. Razzolini, (1999), “Auction Like Mechanisms for Pricing Excludable Public Goods.” *Journal of Economic Theory*, 88, 340-68.

— Salazar, J. I., and L. Razzolini (1999), “Financiamiento y provision de bienes publicos. Un modelo de negociacion.” (With English summary.) *Economia Mexicana, Nueva Epoca*, 8, 149-68.

— Deb, R., and L. Razzolini, (1999), “Voluntary Cost Sharing for an Excludable Public Project.” *Mathematical Social Sciences*, 37, 123-38.

— Deb R., P. Pattanaik, and L. Razzolini, (1997), “Game Forms, Rights and the Efficiency of Social Outcomes.” *Journal of Economic Theory*, 72, 74-95.  
Republished in *Essays on Individual Decision Making and Social Welfare*, P. Pattanaik, Ed. (2009), Oxford University Press.

— Razzolini L., and W.F. Shughart II, (1997), “On the (Relative) Unimportance of a Balanced Budget.” *Public Choice*, 90, 215-233. Reprinted in Charles K. Rowley, ed. *Constitutional Political Economy in Public Choice Perspective*. Boston: Kluwer Academic Publisher, 1997.

— Hayes K., L. Razzolini, and L. Ross, (1998), “Bureaucratic Choice and Nonoptimal Provision of Public Goods: Theory and Evidence.” *Public Choice*, 94, 1-20.

— Razzolini, L., (1990), “A Note on In-kind Redistribution, Local Public Services and Clubs,” *Public Finance/Finances Publiques*, Vol. 45, no. 2, pp. 321-334.

— Razzolini, L., (1987), “Analysis of the Demand for Local Public Services: An Effectiveness Evaluation,” *Studi Economici*, Vol. 33, pp. 41-65 (in Italian).

— Maltinti, G. and L. Razzolini, (1987), “Efficiency and Effectiveness of Daycare Centers in Tuscany,” in *Finanziamento ed Efficienza della Spesa Pubblica Locale*, G. Maltinti and A. Petretto eds., published by G. Giappichelli, Turin, (in Italian).

## **Working Papers and Manuscripts**

— Korenok O., E.L. Millner and L. Razzolini, (2014), “Taking Aversion.”

— Basu Choudhary A., O. Korenok and L. Razzolini, (2014), “The Evolution of Cooperation” *VMI Working Paper Series*.

— Basu Choudhary A. and L. Razzolini, (2013), “The Evolution of Revolution: Is Splintering Inevitable?” Submitted to *Defense and Peace Economics*.

— Basu Choudhary A., J. Dixon and L. Razzolini, (2011), “Is Reform Inevitable in Iran? An Evolutionary Analysis.” *VMI Working Paper Series*.

— Basu Choudhary A., J. Hentz and L. Razzolini , (2011), “A Theory of Conflict as a Function of State Power: Cases Illustrating Evolutionary Process.” *VMI Working Paper Series*.

— Price G. and L. Razzolini, (2007), “The Returns to Seniority on the Labor Market for Academic Economists.” Revise and Resubmit *Journal of Labor Research*.

— Conlon J and L. Razzolini, (2000) “Why doesn’t She Leave? Domestic Violence as a Signal.”

— Barham V. and L. Razzolini, (1998), “From Each According to Their Capacity to Pay: Differentiated Pricing Clubs.”

— Balestrino A. and L. Razzolini, (1996), “Is Private Advertising Socially Excessive? An Open Question.” Working Paper 90, Dipartimento di Scienze Economiche Universit’a degli Studi di Firenze, Italy.

## **Research in Progress**

— S. Grosskopf, K. Hayes, L. Razzolini and L. Taylor, (2015), “Charter School Finances- Crowding-in or Crowding-out? Not.”

— Korenok O., E.L. Millner and L. Razzolini, (2015), “Altruism, Moral Costs and Convex Preferences.”

— Korenok O., E.L. Millner and L. Razzolini, (2015), “Altruism and Feelings of Ownership.”

— Mago S. and L. Razzolini, (2015), “Gender Differences in Long Contests.” —

— Basu Choudhary A. and L. Razzolini , (2015), “Modeling the Asymmetric Information Problem in Cyber Attacks.”

— Korenok O., E.L. Millner and L. Razzolini, (2014), “Cold-prickle of taking versus the warm-glow of giving: A study of motives for giving.”

— Lattarulo, P., M. Mariani and L. Razzolini, (2014), “How to incentivize youth museum attendance? A field experiment.”

— Barnes, A., H. Jae, D. Holford, Millner, E., L. Razzolini and C. Watt, (2013), “Speaking the same language before starting the conversation: Understanding the literacy levels and risk attitudes of uninsured Virginians eligible for health insurance exchanges.”

— Barnes, A., Millner, E. and L. Razzolini, (2013), “Understanding Patients' Valuation of Genetic Risk Information.”

— Basu, A. and L. Razzolini, (2012), “Corruption and Driving Licenses: Citizens Complaints as a Source of Information.”

- Holt, C., Kydd, A., L. Razzolini and R. Sheremeta (2011), “Profiling and Terrorism.”
- Eckel C. and L. Razzolini, (2007), “Power and Entitlement: Ultimatum Games with Different Outside Options.”
- Basu, A., Conlon J and L. Razzolini, (2002), “Corruption and Driving Licenses: Citizens Complaints as a Source of Information.”
- L. Razzolini and L. Vesterlund, (1999), “Company Generosity and Matched Contributions.”

## **Books and Other Publications**

- M. Reksulak, L. Razzolini, and W.F. Shughart II eds., *The Elgar Companion to Public Choice*. Edward Elgar Publishing. Second Edition, April 2013.
- Jackson M. and L. Razzolini, (2003), “Postcards from NSF.”
- L. Razzolini, (2003), “How to Get National Science Foundation Funding in Economics.” CSWEP Newsletter. Winter 2003.

## **Book Reviews**

- Review of Domain Conditions in Social Choice Theory by Wulf Gaertner (Cambridge, UK: Cambridge University Press, 2001). In *Public Choice*, 116, 2003: 469-471.
- Review of Condorcet: Foundations of Social Choice and Political Theory translated and edited by Iain McLean and Fiona Hewitt, History of Economics (1995). In *Public Choice*, 85, 1995: 199-201.

## **Funded Research**

### **External**

- “Giving an Not Taking: Experiments on New Fundraising Mechanisms Usgin a Default Gift,” Science of Philanthropy Initiative. September 2014 – August 2015: \$17,250.
- “SaTC/NSF: National Science Foundation Travel Grant: Conference on Secure and Trustworthy Cyberspace PI meeting, November 2012, \$706.
- “NSCC/SA: Predicting the Nature of Conflict – An Evolutionary Analysis of the Tactical Choice,” National Science Foundation Grant. September 2009 – August 2013: \$129,339.

— “Collaborative Research: Traffic Congestion: Actions and Reactions,” National Science Foundation, HSD Grant. September 2005 — August 2010: \$91,992

— “An Experimental Study of Cost Sharing and Rationing Mechanisms,” Office of Naval Research Grant. August 2000 — July 2001: \$49,093.25.

— “An Experimental Study of Rationing Mechanisms,” National Science Foundation, POWRE Grant. August 1999 — July 2001: \$71,368.

— “An Experimental Evaluation of the Robustness of the Serial Cost Sharing Rule for Allocation of Training Resources,” Office of Naval Research (with Robert Dorsey). May-December 1999: \$258,642.39.

— “An Experimental Evaluation of the Serial Cost Sharing Rule for Allocation of Training Resources,” Office of Naval Research (with Robert Dorsey). May-December 1998: \$29,642.39.

— “Auctions in Pricing Excludable Public Goods,” National Science Foundation, Research Planning Grant. July 1997-June 1998: \$ 18,000.

#### Internal:

— VCU Health Policy Collaborative Program, Fall 2012: \$60,000

— VCU Presidential Research Incentive Program, Spring 2011: \$11,000.

— VCU School of Business, “Summer Research Grant.” Summer 2006: \$ 7,000

— VCU School of Business, “Summer Research Grant.” Summer 2005: \$ 14,000.

— Hearin Foundation, “Research Grant.” Summer 2001: \$ 7,109.

— Hearin Foundation, “Research Grant.” Summer 1999: \$ 12,500.

— Hearin Foundation, “Research Grant.” Summer 1998: \$ 6,000.

— Business School Summer Research Grant. University of Mississippi, Summer 1997: \$3,000.

— Faculty Summer Support Program. University of Mississippi, Office of Research. Summer 1997: \$2,655.

— Faculty Summer Support Program. University of Mississippi, Office of Research. Summer 1996: \$2,000.

— Business School Summer Research Grant. University of Mississippi, Summer 1996: \$3,000.

— Business School Summer Research Grant. University of Mississippi, Summer 1995: \$3,500.

— Partners Proposal. University of Mississippi. February 1995: \$941.

— Faculty Summer Support Program. University of Mississippi, Office of Research. Summer 1995: \$4,000.

— Summerfield G. Roberts Dissertation Fellowship. Southern Methodist University. April 1994: \$5,000.

## **Editorial Activity**

*Southern Economic Journal*, Editor. August 2003 to present.

## **Organizational Boards and Committees**

Southern Economic Association: Ex-Officio Member of the Board of Trustees. August 2003 to present.

Southern Economic Association: Nominating Committee, 2001.

## **Reviewer**

### Funding Agencies:

National Science Foundation, Office of Naval Research,  
Louisiana Board of Regents' Research Competitiveness Subprogram,  
Canada SSHRC.

National Science Foundation: Site Visit Panel Member: Science & Technology Centers Competition, September 2012

National Science Foundation: Review Panel Member: EARS Competition, July 2012

National Science Foundation: Review Panel Member: Science & Technology Centers Competition, September 2011

National Science Foundation: Review Panel Member: IGERT Competition, June 2010.

National Science Foundation: Review Panel Member: Science & Technology Centers Competition, June 2009.

National Science Foundation: Review Panel Member: Human and Social Dynamics Competition, May 2006.

National Science Foundation: Review Panel Member: Information Technology Research for National Priorities Competition May 2003.

External Reviewer for the Department of Economics, East Carolina University, November 2015.

Assessor for the Italian Evaluation of Economia, Management e Metodi Quantitativi Department, University of Milano, September 2014.

Assessor for the Italian Evaluation of the Scienze Economiche, Statistiche e Aziendali Department, University of Milano, September 2011.

### Journals:

American Economic Review

Journal of Economic Theory

Social Choice and Welfare

Games and Economic Behavior

Journal of Public Economic Theory

Southern Economic Journal

Ricerche Economiche

Public Finance Quarterly

Conflict Management and Peace Science

Journal of Behavioral Decision Making

Economic Journal

Journal of Public Economics

Mathematical Social Sciences

Public Choice

Review of Economic Design

Economic Theory

Politica Economica

Theory and Decisions

Public Finance Management

Economic Letters



## **Promotion and Tenure Letters**

Agnes Scott College (11/2012)  
Clarkson University (9/2012)  
Franklin and Marshall University (8/2012)  
Georgia Institute of Technology (8/2012)  
Georgia State (7/2012, 8/2014)  
Mississippi State University (8/2007)  
San Diego State University (9/2013)  
University of Alabama at Tuscaloosa (8/2006)  
University of Texas at Dallas (11/2012)  
University at Buffalo - State University of New York (11/2013)  
University of Utah (8/2014)  
University of Massachusetts, Amherst (10/2014)  
U.S. Naval Academy (11/2011)

## **Awards**

School of Business: 2013/14 Distinguished Service Award.  
School of Business: 1998/99 Outstanding Teacher of the Year.

## **Presentations**

### **Conference Activities (last five years):**

- “Charter School Finances-Crowding-in or Crowding-out? Not.” Presented at the annual meeting of the Southern Economic Association, November 21-23, 2015, New Orleans, LA.
- “Modelling Cyber Attackers and Defenders as an Asymmetric Information Problem.” Presented at the annual meeting of the Southern Economic Association, November 21-23, 2015, New Orleans, LA.
- “Taking Aversion” Invited contribution to the Science of Philanthropy Initiative, Annual Conference, September 11-12 2015, Chicago, IL.
- “Giving, Taking, and Taking Aversion in Dictator Games.” Presented at the annual meeting of the Southern Economic Association, November 22-24, 2014, Atlanta, GA.
- “Giving, Taking, and Taking Aversion in Dictator Games” Invited contribution to the special session “Celebrating the Work of John List and Lise Vesterlund,” November 21, 2014, Atlanta, GA.

— “Giving, Taking, and Taking Aversion in Dictator Games” Invited contribution to the Science of Philanthropy Initiative, Annual Conference, October 7-8 2014, Chicago, IL.

— “Securing External Funding for our Research: Roles of Gender, Race and Ethnicity.” Panelist at the annual meeting of the Southern Economic Association, Tampa, FL, November 23-25, 2013.

— “Is not Taking Equivalent to Giving?” Invited contribution to the Science of Philanthropy Initiative, Annual Conference, October 18-19 2013, Chicago, IL.

— “The Paradox of Misaligned Profiling: Theory and Experimental Evidence.” Invited contribution to the conference Validating Models of Adversary Behavior, June 23-26 2013, Buffalo, NY.

— “Is not Taking Equivalent to Giving?” Presented at the 2013 Workshop on Behavioral and Experimental Economics, Florence, Italy, on May 2-4, 2013.

— “What is in the Mind of an Editor?” Panelist at the annual meeting of the Southern Economic Association, New Orleans, LA, November 16-18, 2012.

— “Profiling and Terrorism.” Presented at the annual North America Meeting of the Experimental Economic Association, Tucson, AZ, November 11-13, 2011.

— “Impure Altruism in Dictators’ Giving.” Presented at the annual International Meeting of the Experimental Economic Association, Chicago, IL, July 8-10, 2011.

— “Impure Altruism in Dictators’ Giving.” Presented at the 2011 Workshop on Behavioral and Experimental Economics, Florence, Italy, on April 28-29, 2011.

### **Invited Research Seminars (last five years):**

September 26, 2014: Iowa State University

April 28, 2014: Texas A&M University

September 12, 2013: Virginia Tech University

September 6, 2013: Georgia State University

September 13, 2012: Southern Methodist University

June 4, 2012: SUNY, Buffalo

September 2011: University of Alabama

April 2011: James Madison University

January 2011: University of Kansas

October 26, 2009: University of Virginia

September 14, 2009: University of Texas at Dallas

December 8, 2008: University of Siena, Italy

November 10, 1995: University of Memphis.

March 10, 1995: University of Alabama.

November 2, 1994: University of Ottawa.

### **Mentoring Activities**

— CeMent Regional Mentoring Workshop, New Orleans, LA. November 19-20, 2015. Gave a lecture “Getting into print: Tips for Success in Publishing.”

— CeMent National Mentoring Workshop, San Diego, CA. January 5-7, 2003. Mentor to four women in the Micro Theory Group.

— NSF Sponsored Mentoring Workshop “Fostering Competitive Social Science Research among Faculty of HBCUs,” Spellman College, Atlanta, GA. October 17-18, 2003. Mentor to three women/minorities in the Micro Group.

— CeMent Regional Mentoring Workshop, New Orleans, LA. November 19-20, 2004. Gave a lecture “Getting into print: Tips for Success in Publishing.”

— CeMent Regional Mentoring Workshop, Washington, DC. November 17-18, 2011. Gave a lecture “Getting into print: Tips from an Editor.”

— CeMent Regional Mentoring Workshop, New Orleans, LA. November 20-22, 2015. Gave a lecture “Getting into print: Tips from an Editor.”

## **Professional Societies**

American Economic Association

European Economic Association

Public Choice Society

Omicron Delta Epsilon International Honor Society in Economics.

Econometric Society

Social Choice and Welfare Society

Southern Economic Association

## **University Committee Service (last five years):**

Director of Teaching Excellence in the School of Business to implement the new strategic plan: 2012 to present.

Member of the School of Business Promotion and Tenure Committee: 2015 to present.

Member of the School of Business Undergraduate Curriculum Committee: 2011 to 2014.

Member of the Department of Economics Undergraduate Curriculum Committee: 2004 to present

Member of the Department of Economics Search Committee: 2012-2013.

Member of the School of Business Dean Search Committee: 2009.

Member of the VCU Task Force on Corporate Sponsored Research: Summer 2008.

Member of the NSF Funding Strategy Committee for the VCU Office of Research: 2006 to present.

Member of the Department of Economics Promotion and Tenure Committee: August 2008 to present.

Reviewer for the Business School Summer Research Grants Program.

## **Teaching**

### **Courses Taught:**

Principles of Microeconomics (class size: 50 - 300).

Principles of Macroeconomics (class size: 50 - 300)

Public Finance (undergraduate, graduate).

Microeconomics (graduate).

Intermediate Microeconomics (undergraduate, MBA).

E-Commerce: Economics of Information (undergraduate, graduate).

### **Dissertation Supervised:**

Michael Reksulak, "Cost Sharing Rules: An Experimental Comparison of Three Mechanisms."  
Ph. D. Dissertation, August 2002.

### **Dissertation Committees:**

Taylor Stevenson (2004); Karahan Gorkan (2002); Tinni Sen (1999); Atin Basuchoudhary (1997).