

daniel f. stone

## contact information

Bowdoin College

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## experience

Associate Professor, Department of Economics, Bowdoin College, 2018 - Present  
(Chair, July 2024 - Present)

Assistant Professor, Department of Economics, Bowdoin College, 2012-2018

Visitor, Department of Economics, University of Virginia, 2015-16

Assistant Professor, Department of Economics, Oregon State University, 2008-2012

Associate, Novantas Consulting LLC, 2002-2004

AmeriCorps, NYC Parks Department, 2001-02

## education

Ph.D., Economics, Johns Hopkins University, 2008

B.S. with distinction in the major, Applied Mathematics, Yale University, 2001

## fields, interests, methods

Behavioral economics, information, uncertainty, media, sports, politics, disagreement, polarization, socially responsible capitalism, applied theory, applied micro.

## book

"Undue Hate: A behavioral economic analysis of hostile polarization in US politics and beyond" (MIT Press; 2023).

## refereed publications (\* indicates student coauthor)

"Megastudy testing 25 treatments to reduce antidemocratic attitudes and partisan animosity." (1 of 85 co-authors), *Science*, 2024.

"Is socially responsible capitalism truly polarizing?" with Jeffrey Lees, *Social Science Quarterly*, 2024: 1-15. <https://doi.org/10.1111/ssqu.13395>.

"Pulling Starters" with Duncan Finigan and Brian Mills, *Journal of Behavioral and Ex-*

*perimental Economics*, 89, 2020 (nalist, 2020 MIT Sloan Sports Analytics Conference).\*

\Partisan Selective Engagement: Evidence from Facebook" with Marcel Garz and Jil So-  
 erensen, *Journal of Economic Behavior and Organization*, 177, 2020, p.91-108.

\The supply of media slant across outlets and demand for slant within outlets: Evidence  
 from US presidential campaign news," with Marcel Garz, Gaurav Sood, and Justin Wal-  
 lace, *European Journal of Political Economy*, 63, 2020.\*

\Just a big misunderstanding? Bias and Bayesian a ective polarization," *International  
 Economic Review*, 61(1), 2020, p.189-217.

\Unmotivated Bias' and Partisan Hostility: Empirical Evidence," *Journal of Behavioral  
 and Experimental Economics*, 79, 2019, p.12{26.

\March Madness? Underreaction to hot and cold hands in NCAA basketball," with  
 Jeremy Arkes, *Economic Inquiry*, 56(3), 2018, p. 1724{1747.

\A few bad apples: communication in the presence of strategic ideologues," *Southern  
 Economic Journal*, 83(2), 2016, p.487{500.

\Reference points, prospect theory and momentum on the PGA tour," with Jeremy  
 Arkes, *Journal of Sports Economics*, 17(5), 2016, p. 453{482.

\Fox News and political knowledge" with Elizabeth Schroeder, *Journal of Public Eco-  
 nomics*, 126, 2015, p.52{63.

\Do we follow others when we should outside the lab? Evidence from the AP Top 25"  
 with Basit Zafar, *Journal of Risk and Uncertainty*, 49(1), 2014, p.73{102.

\Suspense-optimal college football play-o s" with Jarrod Olson, *Journal of Sports Eco-  
 nomics*, 15(5), 2014, p.519{540.\*

\Media Proliferation and Partisan Selective Exposure," with Jimmy Chan, *Public Choice*,  
 156(3-4), 2013, p.467{490.

\Learning, leading and herding," with Steven J. Miller, *Mathematical Social Sciences*,  
 65(3), 2013, p.222-{231.

\Media and Gridlock," *Journal of Public Economics*, 101, 2013, p.94{104.

\Testing Bayesian updating with the Associated Press Top 25," *Economic Inquiry*, 51(2),  
 2013, p.1457{1474.

\Subperfect game: profitable biases of NBA referees," with Joseph Price and Marc Re-  
 mer, *Journal of Economics & Management Strategy*, 21(1), 2012, p.271{300.

\Measurement error and the hot hand," *The American Statistician*, 66(1), 2012, p.61{66.

\A signal-jamming model of persuasion: interest group funded policy research," *Social  
 Choice and Welfare*, 37(3), 2011, p.397{424.

\Ideological media bias," *Journal of Economic Behavior and Organization*, 78(3), 2011,

p. 256{271.

\Performance under pressure in the NBA," with Zheng Cao and Joseph Price, *Journal of Sports Economics*, 12(3), 2011, p. 231{252.\*

\The short and long-run labor market effects of age eligibility rules: evidence from women's professional tennis," with Ryan Rodenberg, *Journal of Labor Research*, 32(2), 2011, p.181{198.

### **Articles on pedagogy**

\An undergraduate economics course on belief formation and influence," *The Journal of Economic Education* 2022, p. 1-7.

\Comments on 'Opportunity cost: a reexamination': a case in point of no free lunch" (contribution to symposium on opportunity cost), *Journal of Economic Education*, 47(1), 2016, 32{34.

\Clarifying (opportunity) costs," *The American Economist*, LX(1), 2015, p.20{25.

### **Book chapters and reviews**

\Review of *Respect and Loathing in American Democracy: Polarization Moralization, and the Undermining of Equality*," *Perspectives on Politics*, 2024 .

\Cognitive Dissonance, Motivated Reasoning, and Confirmation Bias: Applications in IO" with Daniel H. Wood, *Handbook of Behavioral IO*, 2018, Edward Elgar, edited by Carol Tremblay, Vic Tremblay, and Liz Schroeder.

\Partisan news: a perspective from economics," *Emerging Trends in the Social and Behavioral Sciences*, 2016, Wiley, edited by Robert A. Scott et al.,.

\Media bias in the marketplace: theory" with Matthew Gentzkow and Jesse M. Shapiro, *Handbook of Media Economics*, 2015, Elsevier, edited by Simon Anderson, David Stromberg and Joel Waldfogel.

### **Popular press (not peer reviewed)**

\Beware the protest vote bias," *Portland Press Herald*, September 22, 2024.

\Your political rivals aren't as bad as you think | how misunderstandings amplify hostility," *The Conversation*, April 5, 2023.

\Your Political Counterparts Are Not Moral Monsters," *ArcDigital*, November 2, 2020.

\This tool can help get us out of our echo chambers," *Bangor Daily News*, February 14, 2020.

\How to Love Your Enemies: The behavioral science of DIY depolarization," *Scientific American Observations (Blog)*, 2019.

\Behavioral economics can help us understand why relationships fall apart," *Quartz (qz.com)*, 2017.

"Stop denying the hot hand," with Jeremy Arkes, Pacific Standard (psmag.com), 2014.

**Unpublished papers and work in progress**

"Self-censorship in the classroom" with Sarah Greenberg (2024).

"Partisan discrimination in hiring" with Martin Abel and Andrea Robbett (2024).

"Consumer ESG perceptions and ESG marketing" (2023).





