Devin G. Pope

University of Chicago Booth School of Business
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Academic Positions

Professor of Behavioral Science and Robert King Steel Faculty Fellow
Booth School of Business, University of Chicago: July 2017 - Present

Associate Professor of Behavioral Science and Robert King Steel Faculty Fellow
Booth School of Business, University of Chicago: July 2012 – July 2017

Assistant Professor of Behavioral Science and Robert King Steel Faculty Fellow
Booth School of Business, University of Chicago: July 2010 – July 2012

Assistant Professor of Operations and Information Management
The Wharton School, University of Pennsylvania: July 2007 – June 2010

Faculty Research Associate – Labor Studies
National Bureau of Economic Research, 2016-Present

Faculty Research Fellow - Labor Studies
National Bureau of Economic Research, 2011-2016

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

Editorial Activities

Associate Editor, *Journal of the European Economic Association,* Jan 2013 - Present
Associate Editor, *Behavioral Science & Policy,* Aug 2013 - Present
Associate Editor, *Management Science,* Jan 2012 – Jan 2018
Associate Editor, Special Issue, *Journal of Marketing Research*, 2010

Current Working Papers

Chen, Keith and Devin Pope. "Geographic Mobility in America: Evidence from Cell Phone Data"

Chen, Keith, Kareem Haggag, Devin Pope, and Ryne Rohla. “Racial Disparities in Voting Wait Times: Evidence from Smartphone Data”

Obermeyer, Ziad and Devin Pope. “Weather to Test: Effect of Ambient Temperature on Laboratory Results in a National Sample of 215 Million Tests on 4.9 Million Patients”

Meier, Armando, Ziad Obermeyer, Devin Pope, and Kevin Volpp. “Medical Guidelines and Physician Behavior”

Bohren, Aislinn, Kareem Haggag, Alex Imas, and Devin Pope. "Inaccurate Statistical Discrimination”

DellaVigna, Stefano and Devin Pope. “Stability of Experimental Results: Forecasts and Evidence”

Published and Forthcoming Papers

DellaVigna, Stefano, Devin Pope, and Eva Vivalt. “Predict Science to Improve Science” forthcoming ***Science***.

Haggag, Kareem and Devin Pope. “Attribution Bias in Consumer Choice” ***Review of Economics Studies*** (2019), 86(5), 2136-2183.

DellaVigna, Stefano and Devin Pope. "Predicting Experimental Results: Who Knows What?" ***Journal of Political Economy*** (2018), 126(6), 2410-2456.

Pope, Devin, Joseph Price, and Justin Wolfers. “Awareness Reduces Racial Bias", ***Management Science*** (2018), 64(11), 4988-4995.

Hirshman, Samuel, Devin Pope and Jihong Song, “Mental Budgeting vs. Relative Thinking”, ***American Economic Association Papers and Proceedings*** (2018), 108, 148-152.

DellaVigna, Stefano and Devin Pope. "What Motivates Effort? Evidence and Expert Forecasts", ***Review of Economics Studies*** (2018), 85(2), 1029-1069.

Allen, Eric, Patricia Dechow, Devin Pope, and George Wu. "Reference-Dependent Preferences: Evidence from Marathon Runners," ***Management Science*** (2017), 63(6), 1657-1672.

Keys, Benjamin, Devin Pope, and Jaren Pope. "Failure to Refinance," ***Journal of Financial Economics*** (2016), 122(3), 482-499.

Lacetera, Nicola, Bradley Larsen, Devin Pope, and Justin Sydnor. "Bid Takers or Market Makers? The Effect of Auctioneers on Auction Outcomes," ***American Economic Journal: Microeconomics*** (2016), 8(4), 195-229.

Pope, Devin. "Exploring Psychology in the Field: Steps and Examples from the Used-Car Market," ***Topics in Cognitive Science*** (2016), 8, 660-669.

Pope, Devin and Justin Sydnor. "Behavioral Economics: Economics as a Psychological Discipline," ***Handbook of Judgment and Decision Making*** (2015).

Pope, Devin, Jaren Pope, and Justin Sydnor. "Focal Points and Bargaining in the Housing Market," ***Games and Economic Behavior*** (2015), 93(C), 89-107.

Fillmore, Ian and Devin Pope. "The Impact of Time Between Cognitive Tasks on Performance: Evidence from Advanced Placement Exams," ***Economics of Education Review*** (2015), 48, 30-40.

Busse, Meghan, Devin Pope, Jaren Pope, and Jorge Silva-Risso. "The Psychological Effect of Weather on Car Purchases," ***Quarterly Journal of Economics*** (2015), 130(1): 371-414**.**

Pope, Devin and Jaren Pope. "When Walmart Comes to Town: Always Low Housing Prices? Always?," ***Journal of Urban Economics*** (2015), 87, 1-13.

Kroft, Kory and Devin Pope. "Does Online Search Crowd Out Traditional Search and Improve Matching Efficiency? Evidence from Craigslist," ***Journal of Labor Economics*** (2014), 32(2), 259-303.

Pope, Devin and Jaren Pope. "Understanding College Application Decisions: Why College Sports Success Matters," ***Journal of Sports Economics*** (2014), 15(2), 107-131**.**

Busse, Meghan, Nicola Lacetera, Devin Pope, Jorge Silva-Risso, and Justin Sydnor. "Estimating the Effect of Salience in Wholesale and Retail Car Markets," ***American Economic Review Papers and Proceedings*** (2013), 103(3), 570-74.

Bettinger, Eric, Brent Evans, and Devin Pope. "Improving College Performance and Retention the Easy Way: Unpacking the ACT Exam," ***American Economic Journal: Economic Policy*** (2013), 5(2), 26-52.

Lacetera, Nicola, Devin Pope, and Justin Sydnor. "Heuristic Thinking and Limited Attention in the Car Market," ***American Economic Review*** (2012), 102(5), 2206-36.

Small, Deborah, Devin Pope, and Michael Norton. "An Age Penalty in Racial Preferences," ***Social Psychological and Personality Science*** (2012), 3, 730-37.

Pope, Devin and Jaren Pope. "Crime and Property Values: Evidence from the 1990's Crime Drop," ***Regional Science and Urban Economics*** (2012), 42, 177-188.

Haselhuhn, Michael, Devin Pope, Maurice Schweitzer, and Peter Fishman. "How Personal Experience with a Fine Influences Behavior," ***Management Science*** (2012), 58, 35-51.

Pope, Devin and Justin Sydnor. "Implementing Anti-Discrimination Policies in Statistical Profiling Models," ***American Economic Journal: Economic Policy*** (2011), 3(3), 206-231.

Pope, Devin and Uri Simonsohn. "Round Numbers as Goals: Evidence from Baseball, SAT Takers, and the Lab," ***Psychological Science*** (2011), 22(1), 71-79**.**

Pope, Devin and Maurice Schweitzer. "Is Tiger Woods Loss Averse? Persistent Bias in the Face of Experience, Competition, and High Stakes," ***American Economic Review*** (2011), 101(1), 129-157.

Pope, Devin and Justin Sydnor. "What's in a Picture? Evidence of Discrimination from Prosper.com," ***Journal of Human Resources*** (2011), 46(1), 53-92.

Berger, Jonah and Devin Pope. "Can Losing Lead to Winning," ***Management Science*** (2011), 57(5), 817-827.

Pope, Devin and Justin Sydnor. "A New Perspective on Stereotypical Gender Differences in Test Scores," ***Journal of Economic Perspectives*** (2010), 24(2), 95-108.

Pope, Devin. "Reacting to Rankings: Evidence from `America's Best Hospitals'," ***Journal of Health Economics*** (2009), 28(6), 1154-1165.

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.

Presentations (including scheduled)

2018-2019	Berkeley Forecasting Conference, Federal Reserve Board, Iowa State University (Economics), University of Michigan (Social, Behavioral, and Experimental Economics), University of Indiana (Kelley), Marquette University (Marburg Lecture), University of Ottawa (Economics), Purdue University (Economics), WFI Ingolstadt
2017-2018	ASSA Meetings, Chicago (Booth), Harvard (HBS-NOM), JDM Winter Symposium, Stanford (Economics), Sussex University (Economics), UC Los Angeles (Anderson), University of Melbourne (Economics), UC San Diego (Rady), University of Essex (Economics), University of Sydney (ABC Workshop), University of Virginia (Economics),
2016-2017	Behavioral Economics Annual Meeting, JDM Winter Symposium, Outcomes Research Health Workshop, Toronto (Rotman), UPenn (Wharton), University of Santiago (economics), Yale (Economics)
2015-2016	Bonn (Economics), Brandeis (Economics), Harvard (Economics), JDM Winter Symposium, JDM Preconference (SPSP), Society for the Study of Motivation (APS), UPenn (LDI Health Conference), University of Southern California (ESR Center)
2014-2015	Carnegie Mellon, Central European University, Chicago (Booth, Med School), Clemson (Economics), JDM Winter Symposium, UCLA (Anderson), UPenn (LDI Health Conference)
2013-2014	Behavioral Economics Annual Meeting, Berkeley (Economics), Cornell (Cognitive Psychology and Economics), JDM Winter Symposium, RAND, Munich Natural Experiments Conference, Society for Experimental Social Psychology (SESP) Conference
2012-2013	Berkeley (Haas), Boston University (Business), Chicago (Booth), Kentucky (Economics), NBER Summer Institute (Labor Studies), Simon Fraser (Economics), Stanford (Marketing), The Wharton School (Decision Processes),
2011-2012	Behavioral Economics Annual Meeting, Chicago (Booth and Harris), Cornell (Economics), George Mason (ICES), Harvard Business School (NOM), Northwestern

(Performance Measurement), Stanford (Economics), Society of Labor Economics Meetings, UC Berkeley (Economics), UC Los Angeles (Anderson), UC Santa Barbara (Economics), UC San Diego (Rady), University of Illinois Urbana-Champaign (Combined across Applied Micro), Yale (SOM), University of Zurich (Economics)

2010-2011 Chicago (Psychology), Northwestern (Kellogg), Notre Dame (Economics), Purdue (Economics), Annual Meeting of the Society for Economic Dynamics (Ghent), Natural Experiments Workshop (Munich)

2009-2010 Berkeley (Economics), Chicago (Booth), Cornell (Economics), Drexel (Economics), Harvard (Economics), Northwestern-FTC Conference, The Second Annual Behavioral Economics Conference (at Cornell), The Wharton School (Applied Economics, WSBI)

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, American Economic Journal: Economic Policy, American Economic Review, The American Economist, Econometrica, Economic Inquiry, Economic Journal, Economics of Education Review, Journal of Behavioral Decision Making, Journal of Business and Economics, Journal of Business and Economic Statistics, Journal of Economic Psychology, Journal of Economics & Management Strategy, Journal of Empirical Legal Studies, Journal of the European Economic Association, Journal of Finance, Journal of Human Resources, Journal of Industrial Economics, Journal of Labor Economics, Journal of Marketing Research, Journal of Political Economy, Journal of Public Economics, Journal of Quantitative Analysis of Sports, Journal of Sports Economics, Journal of Urban Economics, Management Science, National Science Foundation, Organizational Behavior and Human Decision Processes, Proceedings of the National Academy of Sciences, Psychological Science, Quantitative Economics, Quarterly Journal of Economics, RAND Journal of Economics, Regional Science and Urban Economics, Review of Economics and Statistics, Review of Economic Studies, Review of Financial Studies, Russell Sage Foundation Small Grants Program, Scandinavian Journal of Economics, Science, Sloan Foundation

Other Information

Languages: English (native), Portuguese (~~fluent~~, ~~conversant~~, basic)
United States Citizen
Born on 12/12/1979.
Married to Linda Pope, with 4 children (Loren, Adelle, Eloise, and Marilyn).