

Curriculum Vitae

Arthur Zillante

Department of Economics
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Education:

Florida State University, Ph.D. in Economics, 2004
 Dissertation: “Investigating the Alternating Periods Monopoly”
 Advisor: Mark Isaac
 Committee: Joe Cronin (Marketing), Tim Salmon, Tom Zuehlke
Florida State University, MS in Economics, 2001
Florida State University, BS in Economics, 1999

Experience:

University of North Carolina at Charlotte, Department of Economics
 Department Chair, January 2015 – June 2018; July 2019 – present
 Professor, July 2019 – present
 Interim Director, Turner School of Accountancy, July 2020 – June 2021
 Dean’s Administrative Fellow, Belk College, July 2019 – June 2020
 Interim Senior Associate Dean, Belk College, July 2018 – June 2019
 Associate Professor, July 2012 – June 2019
 Assistant Professor, August 2006 – June 2012
Interdisciplinary Center for Economic Sciences, George Mason University
 IFREE Visiting Post-Doctoral Scholar, August 2004 – August 2006
Florida State University, Department of Economics
 Graduate Assistant, August 1999 – August 2004
Florida A&M University, Department of Economics
 Adjunct Instructor, September 2001 – April 2004
Center for Economic and Forecasting Analysis, Tallahassee, FL
 Research Assistant, June 2001 – September 2001

Interests: Game Theory, Experimental Economics, Voting Systems, Auctions

Publications in refereed journals:

1. “Assembling land for urban revitalization in the presence of linchpin parcels and information asymmetries: An experimental investigation.” Arthur Zillante, Dustin Read, and Michael Seiler (2020) *Land Use Policy*, 99, 104981.

2. "Using Prospect Theory to Better Understand the Impact of Uncertainty on Real Estate Negotiations." Arthur Zillante, Dustin Read, and Michael Seiler (2019) *Journal of Real Estate Research*, 41:1, 75-106.
3. "Food Cost is the Least of My Worries: A Qualitative Study Exploring Food and Beverage Purchasing Decisions among Parents Enrolled in the WIC Program." Corliss Solomon, Ameena Batada, Arthur Zillante, Ashley Kennedy, Katelin Hudak, and Elizabeth Racine, (2018) *Journal of Hunger and Environmental Nutrition*, 13:4, 497-506.
4. "Racial Discrimination or Statistical Discrimination? MLB Rookie Card Values and Performance Uncertainty." Gregory Burge and Arthur Zillante (2017) *Social Science Quarterly*, 98:5, 1435-1455.
5. "Contribution Limits and Transparency in a Campaign Finance Experiment." Dmitry Shapiro and Arthur Zillante (2017) *Southern Economic Journal* 84:1, 98-119.
6. "An Experimental Study of Alternative Campaign Finance Systems: Transparency, Donations, and Policy Choice." Hanming Fang, Dmitry Shapiro, and Arthur Zillante (2016) *Economic Inquiry*, 54:1, 485-507.
7. "A Game Theoretic Model of Environmental Advertising." Ted Amato, Arthur Zillante, and Christie Amato (2015) *Social Responsibility Journal*, 11:1, 36-55.
8. "Level-K Reasoning in a Generalized Beauty Contest." Dmitry Shapiro, Xianwen Shi, and Arthur Zillante (2014) *Games and Economic Behavior*, 86, 308-329.
9. "Land Aggregation Using Contingent and Guaranteed Payments." Arthur Zillante, Dustin Read, and Peter Schwarz (2014) *Southern Economic Journal*, 80:3, 702-727.
10. "War of Attrition: Evidence from a Laboratory Experiment on Market Exit." Ryan Oprea, Bart J. Wilson and Arthur Zillante (2013) *Economic Inquiry*, 51:4, 2018-2027.
11. "A Comparison of Cumulative Voting and Generalized Plurality Voting." Duane Cooper and Arthur Zillante (2012) *Public Choice*, 150, 363-383.
12. "More Information, More Ripoffs: Experiments with Public and Private Information in Markets with Asymmetric Information." Bart J. Wilson and Arthur Zillante (2010), *Review of Industrial Organization*, 36, 1-16.
13. "Name-your-own-price Mechanisms: Revenue Gain or Drain?" Dmitry Shapiro and Arthur Zillante (2009) *Journal of Economic Behavior and Organization*, 72, 735-737

14. "A Theory of Jump Bidding in Ascending Auctions." Mark Isaac, Tim Salmon, and Arthur Zillante (2007). *Journal of Economic Behavior and Organization*, 62, 144-164.
15. "An Experimental Test of Alternative Models of Bidding in Ascending Auctions." Mark Isaac, Tim Salmon, and Arthur Zillante (2005). *International Journal of Game Theory*, 33:2, 287-313.
16. "The Campus Parking Game: A Classroom Experiment in Price Discrimination and Consumer Welfare." Jeffrey Michael, Arthur Zillante, Sarah Stafford, Greg Buchholz, Katherine Guthrie, and Julie Heath (2005). *Southern Economic Journal*. 71:3, 668-682.

Publications in book volumes:

1. "A Review of the Post-WWII Baseball Card Industry," (2008). In *The Business of Sport*, Volume 3 Brad Humphreys and Dennis Howard (eds.), Praeger Publishers: Westport, CT. pgs. 241-272

Working Papers:

1. Recognizing and Playing Turn Taking Strategies,"
2. "Spaced-Out Monopolies: Theory and Empirics of Alternating Product Release"
3. "SNAP and Cardiometabolic Risk in Youth." Katelin Hudak, Lisa Schulkind, Elizabeth Racine, and Arthur Zillante, under review

Works in Progress:

1. "Bidding in Auctions with Partial Information"
2. "Budget Constrained Bidding: Theory and Experiments," with Russ Engel and Krista Saral
3. "The Baseball Card Bubble"
4. "Equilibria in Markets with Preferences for Newness"
5. "Complying with Criteria or Relying on Reputation: An Analysis of Gold Glove Award Voting"

Presentations:¹

“Budget Constrained Bidding in Sequential Auctions,” SEA Annual Meetings, November 2018; ESA North American Meetings, October 2014; SEA Annual Meetings November 2014

“Seller Behavior in Land Aggregation Settings,” VCU Economics Seminar Series 2015; SEA Annual Meetings 2014

“The Linchpin Effect in Land Aggregation,” SEA Annual Meetings, November 2013

“Customer Discrimination and Uncertainty: What matters in MLB Rookie Card Pricing?” SEA Annual Meetings, November 2012

“Priming and Asset Markets,” ESA International Meetings, June 2012; SEA Annual Meetings, November 2012

“The Baseball Card Bubble,” SEA Annual Meetings, November 2011

“Land Aggregation Using Contingent and Guaranteed Payments,” University of Oklahoma March 2010; SEA Annual Meetings, November 2009 and November 2010; FSU Economics Seminar Series, June 2008

“An Experimental Study of Alternative Campaign Finance Systems: Transparency, Donations, and Policy Choice,” Public Choice Society Annual Meetings, 2014; SEA Annual Meetings, November 2009; ESA North American Meetings, November 2009

“Robustness of Level-K Reasoning in Modified Beauty Contest Games”, ESA International Meetings, June 2009

“Bidding in Auctions with Partial Information”, SEA Annual meetings, November 2016; November 2008

“Name-your-own-price Mechanisms: Revenue Gain or Drain?” ESA International Meetings, July 2008; SEA Annual Meetings, November 2007; GMU, November 2007, Appalachian State University, November 2007

“More Information, More Ripoffs: Experiments with Public and Private Information in Markets with Asymmetric Information”, ESA International Meetings, July 2007; SEA Annual Meetings, November 2006

“A Comparison of Cumulative Voting and Generalized Plurality Voting”, SEA Annual Meetings, November 2006; ESA International Meetings, June 2006

¹ Presentations may have been made under a different title. For brevity I have listed all presentations for the same paper under its current title.

“War of Attrition: Evidence from a Laboratory Experiment on Market Exit”, SEA Annual Meetings, November 2005; GMU, October 2005

“Reputation Effects in Gold Glove Award Voting”, Public Choice Society Annual Meetings, March 2005

“Recognizing and Playing Turn Taking Strategies”, AEA Annual Meetings, January 2005; SEA Annual Meetings, November 2004; GMU, October 2004

“A Theory of Alternating Product Release Times”, SEA Annual Meetings, November 2003

Teaching Experience:

High School Workshops:

Introduction to Economics with Experiments (GMU – weeklong workshops)

Undergraduate:

Principles of Macroeconomics (FAMU), Principles of Microeconomics (FSU, FAMU), Money Banking and Financial Markets (FSU, FAMU), Intermediate Microeconomics (FSU, UNCC), Game Theory (FSU, UNCC), Introduction to Econometrics (FSU), Public Finance (FAMU)

Graduate:

Math Review (FSU), Microeconomic Theory (PhD, MS), Microeconomic Theory II (PhD), Game Theory and Experiments (MS), Research Methods for Economists I and II (MS), Economic Analysis for Public Policy I (PhD)

Awards:

Practitioner Research Award for a presentation at the American Real Estate Society Conference, 2015

Belk College Excellence in Graduate Teaching Award, 2013-2014

Program for Instructional Excellence Outstanding Teaching Assistant, FSU, 2003-2004

Charles E. Rockwood Graduate Student Teaching Award, Dept. of Economics, FSU, 2001-2002

Irvin & Peggy Sobel Award for Academic Achievement, Dept. of Economics, FSU, 2000-2001

Grants:

“Understanding the Factors that Influence Food Choice among UNC Charlotte Students,” UNC-Charlotte Data Science Initiative Seed Grants for Social Good Analytics, (\$20,000), 2016, with Beth Racine, Lisa Schulkind, and Wlodek Zadrozny

“Understanding WIC Purchasing Decisions,” Duke-UNC USDA BECR Center, (\$5,000), 2015, with Beth Racine, Ameena Batada, and Dmitry Shapiro

“The Linchpin Effect in Land Aggregation,” Belk College Summer Research Grant, (\$5,250), 2013, with Dustin Read (co-PI) and Michael Seiler

“Sequential Outcry Auctions with Budget Constraints,” Belk College Summer Research Grant, (\$8,750), 2013, with Russell Engel and Krista Jabs Saral

“An Investigation of Bidding Behavior in Procurement Auctions,” awarded January 2008-May 2009, University of North Carolina Charlotte Faculty Research Grant, \$6,000

“Examining Alternative Mechanisms to Eminent Domain for Land Aggregation” BB&T Faculty Development Grant, Belk College of Business, (\$35,000), 2008, Research development grant with Peter Schwarz (co-PI) and Dustin Read

Professional Affiliations:

American Economic Association, Economic Science Association, Southern Economic Association

Reviewer for:

Addison-Wesley, American Economic Journal: Microeconomics, American Journal of Political Science, Applied Economics, Baseball Research Journal, B.E. Journal of Theoretical Economics, Econometrica, Economic Inquiry, Economic Journal, Economic Theory, Economics Bulletin, Experimental Economics, Games and Economic Behavior, International Economic Review, International Game Theory Review, International Journal of Game Theory, International Journal of Industrial Organization, Irwin McGraw-Hill, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior and Organization, Journal of Economic Education, Journal of Economic Issues, Journal of Economic Surveys, Journal of Economics and Finance Education, Journal of Economics & Management Strategy, Journal of Industrial Economics, Journal of International Trade & Economic Development, Journal of Public Economics, Journal of Real Estate Research, Journal of Sports Economics, Managerial and Decision Economics, Management Science, Manchester School, National Science Foundation, PLOS One, Public Choice, Research Grant Council of Hong Kong, Research in Experimental Economics 14,

Resource and Energy Economics, Review of Industrial Organization, SAGE Open, Southern Economic Journal

Selected Service:

2018 – present: IFREE Proposal Evaluation Committee

2011 – present: UNC Charlotte Institutional Review Board member
Vice-Chair: 2017-present

2016 – present: Public Policy PhD Governance Committee, UNC Charlotte

2020 – present: General Education Redesign Committee, UNC Charlotte

2020 – present: Co-Chair, Search Committee, Director of the Turner School of Accountancy

2019-2020: Chair, Search Committee, Dean of the Belk College of Business

2018-2019: Co-Chair, Search Committee, Distinguished Professor of Accounting

2012 – 2019: Organizer of ESA sessions at SEA Annual Meetings
Organized 10-15 sessions each year

2016-2018: Chair, Search Committee, Belk Endowed Chair in Business Analytics

2016-2017: Graduation Metrics Task Force, UNC Charlotte

2007 – 2013, 2014 – 2015: Charlotte Economics Dept. Graduate Affairs Committee
Chair: 2011 – 2013; 2014 – 2015

2014 – 2015: UNC Charlotte Economics Department Review Committee

2013 – 2014: UNC Charlotte BCOB Summer Grants Committee

Thesis/Dissertation Committees:

MS Economics:

Chair: Heino Dossing (2009), Jerome Lindsey (2012), Brian Chan (2012), Nirav Vora (2017), Tiffany Greer (2018)

Member: Mike Dickson (2011), Christopher Pouler (2015), Brad Satterwhite (2015), Christopher Moore (2015), William Nance (2016), Paul Spadaro (2016), Matthew McNeill (2016), Austin Hamilton (2017),

Kevin Amrelle (2017), Jonathan Brownstein (2020), Joe Fowler (2021), Rajat Chopra (2021)

PhD Mathematics:

Member: Wenhua Zou (2012)

PhD Finance:

Member: Patrick Schorno (2013), Licheng Jin (2019), Dhara Shah (2021), Lingfei Kong (2021), Gunratan Lonare (in progress), Taichun Piao (in progress),

PhD Public Policy:

Chair: Katelin Hudak (2019, co-chair with Beth Racine), Kristine Canales (2020, co-chair with Lisa Schulkind)

Member: Mary Jo Shepherd (2014), Brian Jones (2016), JoEllen Pope (2019), Rachel Schorno (2020), Cayce Jamil (in progress)

PhD Electrical Engineering:

Member: Seyedmahdi Moghadasi (2017)