

Gigi Foster

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Citizenship	Dual USA-Australia
Dissertation	“Social Effects on College Achievement”
Education	<i>PhD</i> , Economics, University of Maryland, College Park, MD, 2003 <i>B.A.</i> , Ethics, Politics and Economics (<i>magna cum laude</i>), Yale University, 1996 <i>Diploma</i> , Phillips Exeter Academy, Exeter, NH, 1992
Awards and Funding	<p><i>ARC Discovery Project Grant</i> - AUD\$231,800 awarded over three years (2015-2017) by the Australian Research Council (2014) for project entitled <i>The Economics of Cooperative Behaviour</i> with Ben Greiner, Paul Frijters and Attila Ambrus</p> <p><i>ASBLab Small Projects Grants</i> - AUD\$6000 awarded by the University of New South Wales (2013-2014) for project entitled <i>The Role of True Believers in the Development and Stability of Group Norms</i> with Gautam Bose and Evgenia Dechter</p> <p><i>Australian School of Business Non-Professorial Research Achievement Award</i> - AUD\$2000 awarded by the University of New South Wales (2013)</p> <p><i>Australian School of Business Special Research Grant</i> - AUD\$10,000 awarded by the University of New South Wales (2011) for project entitled <i>Has NAPLAN Reporting Changed the Way Australian Schools Operate?</i> with David Figlio and Mick Coelli</p> <p><i>Australian School of Business Learning and Teaching Fund</i> - AUD\$8900 awarded by the University of New South Wales (2010) for project relating to the progress of low-socioeconomic status students in Australian universities</p> <p><i>Australian School of Business Small Grant</i> - AUD\$12,000 awarded by the University of New South Wales (2010) for project entitled <i>The Comparative Productivity and Efficiency of Sole-tasking Versus Multi-tasking</i> with Charlene Kalenkoski</p> <p><i>ARC Discovery Project Grant</i> - AUD\$221,000 awarded over three years (2009-2011) by the Australian Research Council (2008) for project entitled <i>Should Rational Individuals be Optimistic? Theory, Survey Evidence, Experimental Evidence, and Policy Implications</i> with Paul Frijters and Benno Torgler</p> <p><i>Division of Business Research Excellence Award (Early Career Researcher category)</i> - AUD\$5000 awarded by the University of South Australia (2007)</p> <p><i>ARC Discovery Project Grant</i> - AUD\$89,740 awarded over three years (2008-2010) by the Australian Research Council (2007) for project entitled <i>Distributional Consequences of Mass-Market Higher Education in Business</i></p> <p><i>Division of Business Teaching and Learning Grant</i> - AUD\$5000 awarded by the University of South Australia (2006) for project entitled <i>Student Attrition from Divisional Core Courses: What do we know, and what can we do?</i></p> <p><i>Division of Business Small Research Grant</i> - AUD\$5789 awarded by the University of South Australia (2005) for project entitled <i>‘Can I Work with My Friend?’ The educational and social consequences of group formation</i></p> <p><i>Division of Business Seed Grant</i> - AUD\$2700 awarded by the University of South Australia (2004) for project entitled <i>An Investigation of Peer Effects on Student Outcomes in First-year Economics: The impact of randomly-assigned study groups</i></p> <p><i>Dissertation Fellowship</i> - USD\$20,000 awarded by the Spencer Foundation (Chicago, IL) for research related to education (2002-2003)</p> <p><i>Melville J. Ulmer Scholarship</i> awarded by University of Maryland Economics Department for research assistantship support (2000)</p> <p><i>University Fellowship</i> awarded for doctoral study in economics at the University of Maryland (1998)</p> <p><i>NSEP (National Security Education Program) Scholarship</i> awarded for study in Moscow (1995)</p>

Employment

- Associate Professor* 2015-present
Senior Lecturer 2009-2014
University of New South Wales Australia Business School, School of Economics, Sydney, New South Wales
Graduate Certificate in University Learning and Teaching (GCULT) completed, 2012
Teaching responsibilities:
- Developer, coordinator and co-instructor (2014-present) of the first-year compulsory undergraduate course 'Economic Analysis' (approx. 150 students). Textbooks: Heilbroner, *The Worldly Philosophers: The Lives, Times and Ideas of the Great Economic Thinkers*, 7th edition, and Frijters with Foster, *An Economic Theory of Greed, Love, Groups, and Networks*.
 - Coordinator and instructor (2014-present) of the first-year compulsory undergraduate course 'Business and Economic Statistics' (500+ students). Textbook: Sharpe et al., *Business Statistics*, 3rd edition. Additionally coordinated and taught the summer edition of this course (approx. 60 students; fully online delivery) in 2012/13.
 - Co-developer, coordinator and co-instructor (2013) of the second-year undergraduate course 'Modern Labour Markets: Theory and Policy' (approx. 30 students). Textbook: Ehrenberg and Smith, *Modern Labor Economics*, 11th edition.
 - Coordinator and instructor (summer 2012-13) of the first-year compulsory undergraduate course 'Quantitative Analysis for Business and Economics' (approx. 60 students; fully online delivery). Textbook: Haeussler et al., *Introductory Mathematical Analysis*, 13th edition.
 - Developer (2010) and instructor (2011 onwards) of the advanced undergraduate course 'Economics of Human Capital'.
 - Coordinator and instructor (2012) of the second-year undergraduate course 'Introductory Econometrics' (approx. 270 students). Textbook: Wooldridge, *Introductory Econometrics: A Modern Approach*, 4th edition.
 - Coordinator (2010, 2011) and co-instructor (2010-2013) of the Masters of Commerce course 'Managing for Value Creation 1' (approx. 100 students), drawing resources from multiple schools within the faculty.
- Supervision history:
- 1 Honours student completion (2014)
 - 1 Honours student completion (2013)
 - 2 Honours student completions (2011)
 - 2 Honours student completions (2010)
- Senior Lecturer* 2007-2009
Lecturer 2003-2006
University of South Australia, Division of Business, School of Commerce, Adelaide
Teaching responsibilities:
- Developed (2004) and coordinated (2004-2009) the third-year undergraduate course 'Applied Business Econometrics' (approx. 50 students per year). Textbook: Wooldridge, *Introductory Econometrics: A Modern Approach*, 4th edition.
 - Assisted in teaching or coordinating (2004-2008) a second-year undergraduate course entitled 'Forecasting and Business Analysis' (approx. 100 students per year). Textbook: Koop, *Analysis of Economic Data*, 2nd edition.
- Supervision history:
- 2 Honours student completions (2005)
 - 1 PhD student completion (2005)
- Research Assistant* 1998-2002
Economics Department, University of Maryland, College Park
Research assistant to Dr. Judith Hellerstein, Summer 2000-Summer 2002. Assisted with labor economics-related research projects involving a large confidential employer-employee matched data set at the Census Bureau's Center for Economic Studies.
Research assistant to Dr. Jonah Gelbach, Fall 1998-Spring 2000.
- Research Analyst* 1996-1998
William M. Mercer, Inc., Human Capital Strategy Team, New York, NY

Research

Books

Frijters, Paul with Gigi Foster (2013). *An Economic Theory of Greed, Love, Groups, and Networks*. Cambridge: Cambridge University Press.

Research articles

Kalenkoski, Charlene M. and Gigi Foster (forthcoming). "Measuring the Relative Productivity of Multitasking to Sole-tasking in Household Production: Experimental evidence." *Applied Economics*.

Frijters, Paul and Gigi Foster (forthcoming). "Rising Inequality: A benign outgrowth of markets, or a symptom of cancerous political favours?" *Australian Economic Review*. Part of the Policy Forum on 'How Much Does Income and Wealth Inequality Matter?'

Foster, Gigi and Paul Frijters (2014). "The Formation of Expectations: Competing theories and new evidence." *Journal of Behavioral and Experimental Economics* 53: 66-81.

Pugh, Kevin and Gigi Foster (2014). "Australia's National School Data and the 'Big Data' Revolution in Education Economics." *Australian Economic Review* 47(2): 258-268.

Greenglass, Esther, Gerrit Antonides, Fabian Christandl, Gigi Foster, Joana K.Q. Katter, Bruce E. Kaufman, and Stephen E.G. Lea (2014). "The Financial Crisis and its Effects: Perspectives from economics and psychology." *Journal of Behavioral and Experimental Economics* 50: 10-12.

Foster, Gigi and Charlene Kalenkoski (2013). "Tobit or OLS? An empirical evaluation under different diary window lengths." *Applied Economics* 45(20): 2994-3010.

Arcidiacono, Peter, Gigi Foster, Natalie Goodpaster and Josh Kinsler (2012). "Estimating Spillovers using Panel Data, with an Application to the Classroom." *Quantitative Economics* 3: 421-470.

Foster, Gigi (2012). "The Impact of International Students on Measured Learning and Standards in Australian Higher Education." *Economics of Education Review* 31: 587-600.

Foster, Gigi, Paul Frijters, and David Johnston (2012). "The Triumph of Hope over Disappointment: A note on the utility value of good health expectations." *Journal of Economic Psychology* 33(1): 206-214.

Foster, Gigi (2011). "Academics as Educators in Australian Universities: Power, perceptions, and institutions." *Economic Papers* 30(4): 568-575.

Foster, Gigi and Paul Frijters (2010). "Students' Beliefs About Peer Effects." *Economics Letters* 108: 260-263.

Foster, Gigi (2010). "Teacher Effects on Student Attrition and Performance in Mass-market Tertiary Education." *Higher Education* 60: 301-319.

Foster, Gigi (2009). "A Diagrammatic Exposition of Regression and Instrumental Variables for the Beginning Student." *Journal of Economic Education* 40(3): 278-296.

Foster, Gigi (2008). "Names Will Never Hurt Me: Racially identifiable names and identity in the undergraduate classroom." *Social Science Research* 37(3): 934-952.

Kalenkoski, Charlene M. and Gigi Foster (2008). "The Quality of Time Spent with Children in Australian Households." *Review of Economics of the Household* 6: 243-266.

Foster, Gigi (2006). "It's Not your Peers, and It's Not your Friends: Some progress toward understanding the educational peer effect mechanism." *Journal of Public Economics* 90: 1455-1475.

Shanahan, Martin P., Gigi Foster and Jan H.F. Meyer (2006). "Operationalising a Threshold Concept in Economics: A first attempt using multiple choice questions on opportunity cost." *International Review of Economics Education* 5(2): 29-57.

Leach, Matthew, Jan Pincombe and Gigi Foster (2006). "Clinical Efficacy of Horsechestnut Seed Extract in Venous Leg Ulcer Management." *Journal of Wound Care* 15(4): 159-167.

Research articles (continued)

Leach, Matthew, Jan Pincombe and Gigi Foster (2006). "Using Horsechestnut Seed Extract in the Treatment of Venous Leg Ulcers: A cost-benefit analysis." *Ostomy/Wound Management* 52(4): 68-78.

Foster, Gigi (2005). "Making Friends: A nonexperimental analysis of social pair formation." *Human Relations* 58(11): 1443-1465.

Edited volumes

Charlene Kalenkoski and Gigi Foster, eds. (forthcoming 2015). *The Economics of Multitasking*. New York: Palgrave MacMillan.

Chapters in books and reference works

Foster, Gigi (forthcoming 2015). "Experimental Economics." In Wright, James (ed.), *International Encyclopedia of the Social and Behavioral Sciences*, Second Edition. Elsevier.

Shanahan, Martin P., Gigi Foster and Jan H.F. Meyer (2010). "Threshold Concepts and Attrition in First-year Economics." In Land, R., Meyer, J. H. F. and Baillie, C. (eds.), *Threshold Concepts and Transformational Learning*, p. 207-226. Rotterdam: Sense Publishers.

Shanahan, Martin P., Gigi Foster and Jan H.F. Meyer (2008). "Associations among Prior Acquisition of Threshold Concepts, Learning Dimensions, and Examination Performance in First-year Economics." In Land, R., Meyer, J. H. F. and Smith, J. (eds.), *Threshold Concepts within the Disciplines*, p. 155-172. Rotterdam and Taipei: Sense Publishers.

Works in review

"The Happiness of Self-Delusion: Theory and evidence." Joint with Paul Frijters.

"Expectation Formation in an Evolving Game of Uncertainty: Theory and new experimental evidence." Joint with Paul Frijters, Benno Torgler and Markus Schaffner.

Works in progress

"Estimating peer spillovers in Australian undergraduate classrooms." Joint with Josh Kinsler.

"Does public monitoring affect private school performance? The case of Australia." Joint with David Figlio, Mick Coelli, and Andrew Leigh.

"Is good fortune a tradeable asset? Further experimental evidence on the economic value of luck." Joint with Paul Frijters, Nick Powdthavee, and Eko Riyanto.

"The role of true believers in the development and stability of group norms." Joint with Gautam Bose and Evgenia Dechter.

Conference presentations of sole- and co-authored works

IZA/SOLE Transatlantic Meeting of Labor Economists (2005, 2009)

International Association for Research in Economic Psychology (IAREP) and Society for the Advancement of Behavioral Economics (SABE) joint conference (2009, 2013 (plenary session organizer)); SABE conference (2014 (session organizer))

Econometrics Society of Australasia annual meeting (2008, 2011 (invited session organizer))

Allied Social Sciences Association meetings (2004, 2005, 2007, 2011 (session organizer), 2013)

Population Association of America annual meeting (2007)

Australasian Labour Econometrics Workshop (2004, 2010, 2014)

International Association of Time Use Research meetings (2007, 2008)

Society of Australasian Psychologists annual meeting (2006)

NBER Higher Education meetings (2004)

Australian Conference of Economists (2011, 2014 (Productivity Commission-invited speaker))

Workshop on the Economics of Health and Wellbeing (2012)

Western Economic Association International annual meeting (2009)

Invited research presentations since 2004

The Australian National University (2004, 2006, 2007); University of Melbourne (2005, 2007, 2009, 2012); University of Maryland (2013); University of Technology Sydney/CHERE (2005); University of Queensland (2011, 2013); LaTrobe University (2007); University of Adelaide (2009); Flinders University (2013); University of Wollongong (2008); University of Sydney (2008); Queensland University of Technology (2006, 2009, 2011); Royal Melbourne University of Technology (2004); Monash University (2006, 2007, 2010); Macquarie University (2006); Otago University (2012); The Ohio State University (2007); Massey University (2012)

Popular writing, press coverage and articles in trade journals

Contributor to *The Conversation* (www.theconversation.com)

Contributor to *Core Economics Today* (www.economics.com.au)

Guest blogger in 2014 for the Economics Student Society of Australia (economicstudents.com)

“Foster Sticks to Hard Truth on Soft Marks.” *The Australian*, Wednesday, October 23, 2013 (Higher Education section, p. 26).

“Fresh Analysis Raises Concerns over Soft Marking.” *The Australian*, Wednesday, March 16, 2011 (Higher Education section, p. 31).

“Pass Marks can be Degrading.” *The Australian*, Thursday, March 17, 2011 (A-Plus section, p. 13).

“Soft Marking Claim Needs Follow-up.” *The Australian*, Wednesday, March 23, 2011 (Higher Education section, p. 29).

“Soft Marking Net May be Cast Wider.” *The Australian*, Wednesday, April 13, 2011 (Higher Education section, p. 24).

“Creating Real Higher Education.” *Directions in Education* (published by the Australian Council for Educational Leaders), 17(6): 18 April 2008.

“Embracing Undergraduate Attrition.” *Directions in Education* (published by the Australian Council for Educational Leaders), 16(3): 23 February 2007.

“Let the Weakest Drop Out,” *The Australian*, Wednesday, January 31, 2007 (Higher Education section, p. 23).

Service

Academic review

Australian Research Council expert assessor

Editorial board member for *Economic Analysis and Policy*

Referee for *Journal of Public Economics*, *Journal of Labor Economics*, *Journal of Human Resources*, *Journal of Population Economics*, *Journal of Urban Economics*, *Journal of Economic Psychology*, *Economic Record*, *Social Science Research*, *Economics of Education Review*, *Health Economics*, *Economica*, *Higher Education*, *Economic Inquiry*, *Journal of Policy Analysis and Management*, *Review of Economics of the Household*, *Economic Papers of Australia*, *Australian Bulletin of Labour*

Service on four-person Best Paper Judging Panel for the 2010 PhD Conference in Economics and Business (Canberra), and regular service (2007-present) as discussant in this annual conference

Book reviews

“From Pleasure Machines to Moral Communities: An Evolutionary Economics without *Homo Economicus*,” March 2015, *Economic and Labour Relations Review*.

“The Why Axis: Hidden Motives and the Undiscovered Economics of Everyday Life,” with Paul Frijters, August 2014, *Journal of Economic Psychology* 44: 50-51.

“Intelligence: A Unifying Construct for the Social Sciences,” with Paul Frijters, December 2013, *Journal of Economic Psychology* 39: 439-440.

“7 Myths About Women and Work,” June 2013, *Economic Record* 89 (285): 274-275.

“Interpreting and Visualizing Regression Models using Stata,” March 2013, *Economic Record* 89 (284): 132-134.

Conference organization and program committee service

Program committee member (Health, Education and Welfare stream) for the 2015 Australian Conference of Economists

Organizer of the ASBLab-hosted, UNSW-funded workshop, Experimental Methods in Social Science and Business (November 2014)

Host and organizer of the ARC-funded workshop, The Behavioral Economics of Optimistic Expectations, Welfare, and Policy (April 2012)

Creator, co-host, and program committee for the Economic Design Network-sponsored workshop, Managing Selection in the Analysis of Economic Outcomes (July 2008)

Host and program committee for the 9th Annual Australasian Labour Econometrics Workshop (August 2006)

School, university, and community service

Service by peer selection on 12-person Australian Office of Learning and Teaching (OLT)-funded National Economics Learning Standards Working Party (2012-2013) and 6-person project extension (2014-2015) (www.economiclearningstandards.com)

Undergraduate Coordinator for the UNSW School of Economics (2010-2013)

Head of School Advisory Committee member (2014-present) and Teaching and Learning Committee member (2010-present) within the UNSW School of Economics

ASBLab User's Group active participant (2010-present)

Society for the Advancement of Behavioral Economics Country Representative for Australia (2011-present)

Initiator (in 2010) and coordinator (2010-2012) of Empirical Micro, a fortnightly empirical microeconomics research workshop within the School of Economics at UNSW

Initiator (in 2010) and singer/keyboardist in the UNSW School of Economics faculty rock band, 'The Standard Deviants' (2010-present)

Yale University Alumni Schools Committee interviewer (2006-present) and Director for Australasia (2008-present)

Founder (in 2004) and coordinator (2004-2008) of weekly research seminars by scholars within and outside of the School of Commerce at UniSA

Economics Discipline Leader and representative on School Executive (academic advisory body to the Head of School) at UniSA (2005-2008)

Service on UniSA's Academic Board and Early Career Researcher Advisory board (2003-2006)

Service on UniSA's Division of Business Level B Promotion Committee (2007-2009)

Technical Skills

Software: Stata, SAS, Matlab, Nlogit, aML, L^AT_EX, emacs, WinEdt, Xara, MS Office suite
Languages: English (native), French (intermediate), Russian (basic)