

daniel f. stone

contact information

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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 Strömberg 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).

