

QUINN A. W. KEEFER

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PROFESSIONAL EXPERIENCE

California State University San Marcos	
Associate Professor, Department of Economics	2018-present
Interim Chair, Department of Economics	Fall 2022
Assistant Professor, Department of Economics	2014-2018
University of California Berkeley	
Senior Research Fellow, California Constitution Center	2020-2021
Claremont Graduate University	
Adjunct Professor, Department of Economics	2013-2019
Whittier College	
Adjunct Professor, Department of Economics	2012-2014

EDUCATION

Ph.D. Economics	Claremont Graduate University	May 2013
M.A. Economics	University of San Francisco	December 2009
B.A. Economics	Whittier College (with distinction)	May 2007

RESEARCH AND TEACHING FIELDS

Behavioral Economics, Labor Economics, Applied Econometrics, Sports Economics

PUBLICATIONS

“Optimism Bias and Perceptions of Behavioral Factors for Preventing Severe COVID-19 Complications,” (with Erica Freer), *Journal of Behavioral Economics for Policy*, forthcoming.

“An Alternative Approach for Introducing Instrumental Variables Based on Ordinary Least Squares Omitted Variable Bias” *Journal of Economic Education*, forthcoming.

“Are Drug Free School Zones Effective? Evidence from Matching Schools and School-Like Entities,” (with Erica Freer), *Journal of Drug Issues*, 2022, 52(3), 283-305.

“Performance and Pay in Professional Football,” (with Thomas Kniesner), *Foundations and Trends in Microeconomics*, 2022, 12(4), 269-343. [IZA Discussion Paper No. 12556]

“Sex Differences in High-Level Managerial Jobs: Evidence from Professional Basketball,” *Journal of Sports Economics*, 2022, 23(3), 301-328.

“Sunk Costs in the NBA: The Salary Cap and Free Agents,” *Empirical Economics*, 2021, 61(6), 3445-3478.

“Did the 2011 Change to NFL Rookie Compensation Alter How Sunk Costs Affect Utilization?” *Journal of Sports Economics*, 2021, 22(4), pp. 387-411.

“Decision-Maker Beliefs and the Sunk-Cost Fallacy: Major League Baseball’s Final-Offer Salary Arbitration and Utilization,” *Journal of Economic Psychology*, 2019, 75(B), 102080.

“Do Sunk Costs Affect Expert Decision Making? Evidence from the Within-Game Usage of NFL Running Backs,” *Empirical Economics*, 2019, 56(5), pp.1769-1796.

“Limited Attention in Residential Energy Markets: A Regression Discontinuity Approach,” (with Galib Rustamov), *Empirical Economics*, 2018, 55(3), pp. 993-1017.

“The Sunk-Cost Fallacy in the National Football League: Salary Cap Value and Playing Time,” *Journal of Sports Economics*, 2017, 18(3), pp. 282-297.

“Paying for Protection: The Effects of Having an Elite Left Tackle,” *Journal of Applied Sport Management*, 2017, 9(1), pp. 83-105.

“Rank-Based Groupings and Decision Making: A Regression Discontinuity Analysis of the NFL Draft Rounds and Rookie Compensation,” *Journal of Sports Economics*, 2016, 17(7), pp. 748-762.

“The 2011 NFL Collective Bargaining Agreement and Drafted Player Compensation,” *International Journal of Sport Finance*, 2016, 11(3), pp. 221-231.

“Race and NFL Playing Time,” *International Journal of Sport Finance*, 2016, 11(2), pp. 144-162.

“Performance Feedback Does Not Eliminate the Sunk-Cost Fallacy: Evidence from Professional Football,” *Journal of Labor Research*, 2015, 36(4), pp. 409-426.

“Why Do People Support the Underdog? Loss Aversion and Sports Fans,” *International Journal of Applied Behavioral Economics*, 2015, 4(4), pp. 17-35.

“Compensation Discrimination for Defensive Players: Applying Quantile Regression to the National Football League Market for Linebackers,” *Journal of Sports Economics*, 2013, 14(1), pp. 23-44.

“Employment Type and Length of Stay in Substance Abuse Treatment: Economic Factors and Gender Specific Effects.” *International Journal of Social Science Studies*, 2013, 1(2), pp. 219-229.

WORKING PAPERS

“Standards of Review: Unraveling the Myth of Objective Application” (with Kira Klatchko)
(under review)

“Injuries and Employment in the National Football League” (with Thomas Kniesner)

RESEARCH IN PROGRESS

Beliefs that Entertain (with Ashvin Gandhi, Paola Giuliano, Eric Guan, Chase McDonald,
Michaela Pagel, and Joshua Tasoff)

Are Injuries to Blame? Injuries and Competitive Balance in the NFL (with Thomas Kniesner)

Bunching and Bonking: Sex Differences in Marathon Outcomes

AWARDS

California State University San Marcos Grant Proposal Seed Award	2015
American Institute for Economic Research (AIER) Fellowship Award	2011-2012
Claremont Graduate University Economics Fellowship	2010-2012
Omicron Delta Epsilon (International Economics Honor Society)	2007
Whittier College Male Presidential Scholar Athlete of the Year	2007

COURSES TAUGHT

California State University San Marcos (undergraduate)

ECON 481-14: Economics of COVID-19
ECON 471: Econometrics
ECON 431: Labor Economics
ECON 403: Experimental Economics
ECON 401: Behavioral Economics
ECON 328: Economics of Sports
ECON 303: Intermediate Microeconomic Theory II
ECON 301: Intermediate Microeconomic Theory I
ECON 202: Principles of Macroeconomics
ECON 201: Principles of Microeconomics

Claremont Graduate University (graduate)

ECON 392: Applied Microeconometrics
ECON 383: Econometrics II
ECON 382: Econometrics I
ECON 307: Mathematics for the Social Sciences
SPE 318: Cost-Benefit Analysis
Economics Ph.D. Mathematics Workshop

Claremont Graduate University (graduate), Teaching Assistant

ECON 392: Applied Microeconometrics
ECON 318: Foundations of Psychology and Economics

ECON 316: Consumer Theory and General Equilibrium
 SPE 301: Behavioral Neuroscience of Decision Making

Whittier College (undergraduate)

ECON 201: Principles of Microeconomics
 ECON 200: Principles of Macroeconomics

STUDENT RESEARCH SUPERVISION

California State University San Marcos

Lucas Blankenship, Independent Study (Discrimination and Franchise Location)	2018
Duncan Lordanich, Research Assistant (Uncertainty of Outcome in MMA)	2016
Maryah Garner, Independent Study (Topics in Behavioral Economics)	2016
Matthew McCleskey, Research Assistant (Appellate Justice Decision Making)	2015

Claremont Graduate University

Samuel Lee, Dissertation Committee Member	2018
Galib Rustamov, Dissertation Committee Member	2016
Caitlin Storm, Diabetes Free Riverside (Population Health and Social Cost of Care)	2015

UNIVERSITY SERVICE

California State University San Marcos

Tenure-Track Faculty Search Committee, Chair	2022-2023
Academic Policy Committee	2016-2019, 2021-2023
<i>Chair</i>	2019, 2021-present
Executive Committee of the Academic Senate	2019, 2021-present
Academic Senator, Senator	2019, 2021-present
RTP Peer Review Committee, Chair, Erica Freer	2022
RTP Peer Review Committee, Chair, Mark Abajian	2020
RTP Peer Review Committee, Erica Freer	2020
RTP Peer Review Committee, Tahmina Moorshed	2020
College Budget Committee	2020
College Hiring and Academic Planning Committee	2017-2019
Southern California Conference for Undergraduate Research, Reviewer	2019
Transfer Student Orientation	2018
Committee for Undergraduate Research	2015-2017
University Corporation Board of Directors and Audit Committee	2015-2017
Symposium on Student Research, Creative Activity, and Innovation, Judge	2015-2017
Economics Club Faculty Sponsor	2015-2017
Data Repository for Instruction and Research (with Ranjeeta Basu)	2016
Tenure-Track Faculty Search Committee	2015-2016
College Student Reinstatement Committee	2014-2016
Faculty Center Connections	2014-2016
Economics Department Program Review	2014

Claremont Graduate University

Economics Ph.D. Econometrics Qualifying Exam	2018-2019
Public Policy Ph.D. Qualifying Exam, Cost-Benefit Analysis	2014-2016

REFEREE SERVICE

Economic Inquiry, Journal of Economic Psychology, Journal of Sports Economics, Managerial and Decision Economics, Southern Economic Journal, Labour Economics, International Journal of the Economics of Business, Journal of Labor Research, Contemporary Economic Policy, Scandinavian Journal of Medicine and Science in Sports, International Journal of Sport Finance, Journal of Quantitative Analysis of Sports, Review of Economic Analysis, Production Planning and Control, Canadian Public Policy/Analyse de Politiques, Journal of Applied Sport Management, International Journal of Social Science Studies