

# Rachel Landsman

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Department of Economics  
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## Education

**University of Pittsburgh**  
Ph.D. in Economics, 2019.

**University of Pittsburgh**  
M.A., Economics, 2013.

**California State University Sacramento**  
B.A., Economics, 2012.

## Academic Positions

Assistant Professor, 2018-Present  
Bucknell University, Department of Economics

## Research Interests

Labor, Gender, Experimental, and Behavioral Economics

## Publications

**“The Slider Task: An Example of Restricted Inference on Incentive Effects,”** (Joint with F. Augusto, E. Carbone, L. Connel-Price, M. Duinietz, A. Jaroszewicz, D. Lamé, L. Vesterlund, S. Wang, and A. Wilson), *Journal of the Economic Science Association* (lead article), 2016, **2**(1):1-12.

## Working Papers

**“Gender Differences in Executive Departure,”**

**“The Effect of Negotiation on Securing Equal Pay for Equal Work,”**  
(Joint with R. Gihleb and L. Vesterlund)

## Work in Progress

**“Demerit or Demure? Gender Differences in Self-Promotion,”** (Joint with L. Bautista-Borrero)

**“Giving Forward: A Potential Supplement to Student Loans,”** (Joint with D. Danz, D. Huffman, L. Vesterlund, S. Wang, and A. Wilson)

**“Gender Differences in Likeability and Team Synergy,”** (Joint with E. Giffin and R. Gihleb)

**“Belief Formation and Tournament Entry under Similar versus Relative Performance Feedback,”** (Joint with C. Wenjing Xu)

Teaching	<p><i>Bucknell University</i> Economic Principles and Problems Behavioral Economics</p>
	<p><i>University of Pittsburgh - Instructor</i> Teaching Economics Introduction to Microeconomic Theory</p>
	<p><i>University of Pittsburgh - Teaching Assistant</i> Introduction to Microeconomic Theory Introduction to Mathematical Methods (Math Camp)</p>
Honors, Grants, and Fellowships	<p>Bucknell University, C. Graydon and Mary E. Rogers Faculty Fellow, 2018 University of Pittsburgh, Economics Graduate Student Teaching Award, 2016 CEW Riecker Student Research Grant Award (with C. Wenjing Xu) 2016 Arts and Sciences Graduate Summer Fellowship, 2014 Arts and Sciences Graduate Fellowship, 2012-2013</p>
Presentations and Invited Workshops	<p>Bucknell Institute for Public Policy - Gender in the Workplace Panel, 2019 CTREE, 2019 Gender Economics and the Workplace Conference at FAU, 2018 Department of Economics, Colby College, 2018 Department of Economics, Bucknell University, 2018 ESA North America, 2016 Rady Spring School in Behavioral Economics, 2014 IFREE Graduate Student Workshop in Experimental Economics, 2013</p>
Service	<p>Bucknell University, Library &amp; IT Faculty Representative, 2019-2020 Bucknell University, Writing Across the Curriculum Committee, Fall 2019 Bucknell University, Economics Search Committee Member, 2019</p>
Refereeing Activity	<p>Research Policy, Experimental Economics</p>