

Scott M. Gilpatric

Department of Economics, University of Tennessee
523 Stokely Management Center, Knoxville, TN 37996
Phone: (865) 974-1696, Fax: (865) 974-4601
Email: sgilpatr@utk.edu

Academic Employment

Professor, Department Head, University of Tennessee, 2019-present
Professor, Director of Graduate Studies, John and Shirley Moore Scholar, Department of Economics, University of Tennessee, 2018-2019
Associate Professor, Department of Economics, University of Tennessee, 2009-2018
Assistant Professor, Department of Economics, University of Tennessee, 2003-2009
Visiting Lecturer, Department of Economics, University of Texas, 2002-2003

Education

Ph.D., Economics, Texas A&M University, 2002
B.A., Economics and Political Science, Trinity University, 1994

Research Fields

Industrial Organization, Game Theory, Public Economics, Behavioral Economics,
Environmental Economics, Contest Theory

Refereed Publications

Gilpatric, Scott M. and Youping Li. (2021) "Endogenous Price Leadership and Product Positioning" *Review of Industrial Organization* 58: 287-302.

Evans, Mary F., Scott M. Gilpatric and Jay P. Shimshack. (2018) "Enforcement spillovers: Lessons from strategic interactions in regulation and product markets." *Journal of Law and Economics* 61, 739-769.

Vossler, Christian A. and Scott M. Gilpatric (2018). "Endogenous audits, uncertainty, and taxpayer assistance services: Theory and experiments." *Journal of Public Economics* 165, 217-229.

Scott M. Gilpatric and Cristina Reiser (2017). "Why Zero Tolerance of Misconduct is Undesirable in Contests." *Economic Inquiry* 55, 1145-1160.

Evans, Mary F. and Scott M. Gilpatric (2017). "Abatement, Care, and Compliance by Firms in Financial Distress." *Environmental and Resource Economics* 66, 765-794.

Gilpatric, Scott M., Christian A. Vossler and Lirong Liu. (2015) "Using Competition to Stimulate Regulatory Compliance: a Tournament-based Dynamic Targeting Mechanism", *Journal of Economic Behavior and Organization* 119, 182-196.

Gilpatric, Scott M. and Youping Li (2015). "Endogenous Price Leadership and the Strategic Acquisition of Information." *Southern Economic Journal* 82(3), 589-873.

Gilpatric, Scott M. and Youping Li (2015). Information Value under Demand Uncertainty and Endogenous Market Leadership. *Economic Inquiry* 53(1), 589-603.

Gilpatric, Scott M., Christian A. Vossler and Michael McKee (2011). Regulatory Enforcement with Competitive Endogenous Audit Mechanisms. *RAND Journal of Economics* 42(2), 292-312.

Gilpatric, Scott M. (2011). Cheating in Contests. *Economic Inquiry* 49(4), 1042-1053.

Stowe, C. Jill, and Scott M. Gilpatric (2010). Cheating and Enforcement in Asymmetric Rank-Order Tournaments. *Southern Economic Journal* 77(1), 1-14 (lead article).

Evans, Mary F., Scott M. Gilpatric and Lirong Liu (2009). Regulation with Direct Benefits of Information Disclosure and Imperfect Monitoring. *Journal of Environmental Economics and Management* 57(3), 284-292.

Gilpatric, Scott M. (2009). Risk Taking in Contests and the Role of Carrots and Sticks. *Economic Inquiry* 47(2), 266-277.

Gilpatric, Scott M. (2009). Slippage in Rebate Programs and Present-Biased Preferences. *Marketing Science* 28(2), 229-238.

Gilpatric, Scott M. (2008). Present-Biased Preferences, Self-Awareness, and Shirking. *Journal of Economic Behavior and Organization*, 67(3), 735-754.

Booker, Kevin, Scott M. Gilpatric, Timothy Gronberg and Dennis Jansen (2008). The Effect of Charter Schools on Traditional Public School Students in Texas: Are Children Who Stay Behind Left Behind? *Journal of Urban Economics*, 64(1), 123-145.

Booker, Kevin, Scott M. Gilpatric, Timothy Gronberg and Dennis Jansen (2007). The Impact of Charter School Attendance on Student Performance. *Journal of Public Economics*, 91(5), 849-876.

Gilpatric, Scott M., Christian A. Vossler and Michael McKee, Michael McKee and Christian A. Vossler (2008). Managerial Incentives for Compliance with Environmental Information Disclosure Programs. In *Experimental Methods, Environmental Economics*, edited by Todd L. Cherry, Stephan Kroll and Jason F. Shogren. UK: Routledge.

Gilpatric, Scott M. and Richard V. Butler (2002). Debt Matters: The Firm's Optimization Problem with Financial Distress. *International Business and Economics Research Journal*, 1 (10).

Butler, Richard V. and Scott M. Gilpatric (1994). A Re-Examination of the Purposes and Goals of Bankruptcy. *American Bankruptcy Institute Law Review*, 2 (2), 269-291.

Working Papers

Product Quality Investment and Third-Party Certification in Potential Lemons Markets (with Dong Yan and Christian Vossler)

Motivating Workers through Task Assignment: A Dynamic Model of Competition for Status (with Julianna Butler and Christian Vossler).

Optimal Contest Design when Policing Damaging Actions (with Ye Hong)

Competition and Core Competency: Risk Independence as a Strategy (with Nicholas Busko).

Delay and Procrastination in Search (Dormant)

Professional Presentations

Optimal Contest Design when Policing Damaging Actions, Southern Economic Association Meetings, November, 2018

Hazardous Actions in Contests and Optimal Contest Design, Contests: Theory and Evidence, June 2018, University of East Anglia, Norwich, UK

Motivating Workers through Task Assignment: A Dynamic Model of Up-and-Down Competition for Status, Appalachian State University Department of Economics, April, 2018

Motivating Workers through Task Assignment: A Dynamic Model of Up-and-Down Competition for Status, Contests: Theory and Evidence, June 2017, University of East Anglia, Norwich, UK

Incentivizing Workers through Task Assignment: A Dynamic Markov Tournament Model of Up-and-Down Competition for Status, Southern Economic Association Meetings, November 2015.

A Dynamic Markov Tournament Model of an Up-and-Down Competition for Status: Shanghai University of Finance and Economics, Shanghai, China; East China University of Science and Technology, Shanghai; Zhejiang University, Hangzhou, April 2014

Regulatory Enforcement with Dynamic Targeted Audit Mechanisms, INFINUM Workshop “Regulation by Environmental Information” sponsored by the German Federal Republic Federal Ministry of Education and Research at the University of Heidelberg, Germany, February, 2013

Effort and Risk-Taking Prior to Bidding in Auctions, International Industrial Organization Conference, Arlington, Virginia, March 2012

Self-Policing, Marginal Deterrence, and Regulatory Enforcement, International Industrial Organization Conference, Boston, April 2011

Using Competition to Stimulate Regulatory Compliance: A Dynamic Targeting Tournament, NC State Conference on Tournaments and Relative Performance Evaluation, Raleigh, March 2011

Regulatory Enforcement with Dynamic Targeted Audit Mechanisms, International Industrial Organization Conference, University of British Columbia, May 2010

Regulatory Enforcement with Dynamic Targeted Audit Mechanisms, Southern Economic Association Meetings, San Antonio, November 2009

Self-Policing, Marginal Deference, and Regulatory Enforcement, Southern Economic Association Meetings, San Antonio, November 2009

Regulatory Enforcement with Competitive Endogenous Audit Mechanisms, Western Economic Association Meetings, Vancouver, June 2009

Financial Distress and Incentives for Pollution Abatement, Care, and Regulatory Compliance, ASSA Meetings, San Francisco, January 2009

Cheating in Contest, Conference on Tournaments, Contests and Relative Performance Evaluation, North Carolina State University, Raleigh, March 2008

Regulation with Competing Objectives, Self-Reporting, and Imperfect Monitoring, International Industrial Organization Society Meetings, Savannah, April 2007

Malfeasance in Tournaments, Texas A&M University, College Station, June 2006

An Experimental Study of Malfeasance in Tournaments,
Economic Science Association Meetings, Montreal, Jun. 2005
Southern Economic Association Meetings, Washington, D.C., Nov. 2005

Tournaments, Risk Taking and the Role of Carrots and Sticks,
Western Economic Association Meetings, Vancouver, July 2004

Delay and Procrastination in Search, Midwest Economic Theory Meetings,
Bloomington, October 2003

Getting the Most from Procrastinators, University of Tennessee Knoxville,
UNC Greensboro, Clarke University, Xavier University, University of the South,
Grand Valley State University, January 2003

The Competitive Effect of Charter Schools on Public Schools in Texas,
Southern Economic Association Meetings, New Orleans, November 2002

Getting the Most from Procrastinators, Midwest Economic Theory Meetings,
University Park, October 2001

An Evaluation of Charter School Performance in Texas, Applied Economics Workshop,
Texas A&M University, April 2001

Debt Matters: The Firm's Optimization Problem with Financial Distress,
Southern Economic Association Meetings, New Orleans, November 1998

Grant Activity

Experimental Research on Taxpayer Services; Taxpayer Segmentation and Endogenous
Audit Selection, July 2013, Internal Revenue Service, with Christian Vossler and Michael
McKee

Structuring the Bid Process to Enhance Vendor Performance (with William Neilson and
Lirong Liu), 2010, National Defense Business Institute, \$92,318.

The Effects of Financial Distress, Organizational Structure, and Auditing Rules
on Firm Emissions and Compliance with Environmental Information Disclosure
Programs (with Mary Evans, Mike McKee, and Christian Vossler), EPA STAR
Jan. 2006-Dec. 2008, \$299,974

Global Outsourcing Amid Weak Institutions: Theory and Behavior (with Christian Vossler),
University of Tennessee Professional Development Award, \$4000

Other Professional Activities

Grant reviewer for Israel Science Foundation, 2020

Grant review panelist for National Science Foundation program on Social, Behavioral and
Economic Sciences, 2012

Referee for *Games and Economic Behavior*, *European Economic Review*, *Environmental
and Resource Economics*, *Economic Inquiry*, *Journal of Environmental Economics and
Management*, *Environmental and Resource Economics*, *Resource and Energy Economics*,
Journal of Public Economics, *Southern Economic Journal*, *Journal of Economics*, *Journal
of Sport Economics*, *Economics Bulletin*, *Journal of Economic Behavior and Organization*

Service

Department Head, 2019-present

Mathematics Department Mid-Cycle Academic Program Review committee, 2020

Director of Graduate Studies, 2017-2019

Holly Chair Search Committee, Chair 2017-18

Policy Committee, 2017-2019
Organizer of Greer Seminar Series, 2014-2017
Member of Mathematics Department Academic Program Review committee, 2015
Developed an analysis and forecasting model of student retention at UTK for the office of the provost, with Georg Schaur, 2013
CBA Dean's Faculty Advisory Committee, 2013-2017
CBA Committee on Online and Distance Education, 2012-2013
Chair of Budget and Planning Committee of the Faculty Senate, 2011-2013
College of Business Faculty Senator, 2010-2013
Policy Committee, 2010-2013
Graduate Committee, 2007 – 2019
Policy Committee, 2006 - 2007
Holly Chair Search Committee, 2005-2006
Micro Theory Exam Committee, 2003 - Present
Industrial Organization Exam Committee, 2004 - 20010
Undergraduate Committee, 2003 - 2007
Industrial Organization Search Committee, 2003
Strategic Planning Committee, 2004

Ph.D. Advising

Lirong Liu, 2008, Initial Placement: Sam Houston State University
Youping Li (Chair), 2011, Initial Placement: East China University of Science and Technology, Shanghai, China
Cristina Reiser (Chair), 2012, Initial Placement: University of New Mexico
Nicholas Busko (Chair), 2013, Initial Placement: Salisbury University, Salisbury, MD
Ye Gu, 2014 (Chair), Initial Placement: Back of The West, San Francisco, CA
Julianna Butler, 2014, Initial Placement: University of Delaware
Jilleah Welch, 2015, Initial Placement: Baker Center, Univ. of Tennessee
Jing Li, 2017, Initial Placement: Univ. of Arkansas
Ye Hong (Chair), 2018, Initial Placement: Sewanee: The University of the South
Na Zuo (Chair), 2020, Initial Placement: Shandong University, China
Dong Yan, 2020, Initial Placement: Renmin University of China
John McMahan (Chair), 2021, Initial Placement: Revenue Economist, State of Nebraska
Vasudha Chopra, 2022, Initial Placement: Thapar School of Liberal Arts and Sciences

Honors

John and Shirley Moore Faculty Scholar, 2014-2019
Finalist for CBA Outstanding Teaching Award, 2012
Finalist for CBA Outstanding Teaching Award, 2010

Courses Taught

Graduate Industrial Organization II, Graduate Microeconomic Theory I,
Analysis of Economic Problems, Industrial Organization, Government and Business,
Introduction to Mathematical Economics, Introduction to Economics, Honors Introduction to Economics, Principles of Microeconomics, Intermediate Microeconomics, Economics of Strategy