Colin D. Sullivan

Dietrich School of Arts & Sciences • University of Pittsburgh
Posvar Hall • 230 S. Bouquet Street • Pittsburgh, PA 15213
312-316-3086 • cdsulliv@gmail.com

Academic Employment

University of Pittsburgh — **Pittsburgh, PA**
Assistant Professor of Economics — *August 2024 – Present*

Purdue University Krannert School of Management — **West Lafayette, IN**
Assistant Professor of Economics — *August 2021 – August 2024*

Stanford University Department of Economics — **Stanford, CA**
Postdoctoral Fellow — *August 2019 – August 2021*

Education

The Wharton School, University of Pennsylvania — **Philadelphia, PA**
PhD, Applied Economics — *May 2019*

Thesis Committee: Judd B. Kessler (Chair), Clayton R. Featherstone, Corinne Low

Harvard University — **Cambridge, MA**
AM, Statistics — *May 2014*

University of Chicago — **Chicago, IL**
AB, Economics & Political Science — *June 2009*

Research Interests

Matching markets and market design; organ transplantation; labor economics; experiments

Publications & Working Papers

Kessler, Judd B., Corinne Low, and Colin D. Sullivan. 2019. **"Incentivized Resume Rating: Eliciting Employer Preferences without Deception."** *American Economic Review*, 109 (11): 3713–44.

Abrams, David, Brian Collopy, Aurélie Ouss, Megan T. Stevenson, and Colin D. Sullivan. 2026. **"Barriers to Adopting Predictive Algorithms: A Criminal Justice Field Experiment."** *American Criminal Law Review, 63 (1): 49–87.*

Paternalism & Discrimination (with Nina Buchmann and Carl Meyer)
Conditionally Accepted at *Econometrica*

Eliciting Preferences over Life and Death: Experimental Evidence from Organ Transplantation
Revise & Resubmit (2nd round) at *Review of Economic Studies*

Learning to Manipulate: Experimental Evidence on Out-of-Equilibrium Truth-Telling (with Clayton R. Featherstone and Eric Mayefsky)
Working paper

Works in Progress

Economics of Forensic Evidence (with Aviv Caspi)

The Dependency Trap (with Cuimin Ba, Nina Buchmann, and Sakib Mahmood)

Breaking the Cycle: A Craving-Based Model of Habits and Binges (with Zhongheng Qiao)

The Feedback Gap (with Christine Exley, Judd B. Kessler, and Kirby Nielsen)

Teaching

Undergraduate Experimental Economics — **Pittsburgh, PA**
University of Pittsburgh — *Spring 2025, Spring 2026*

Graduate Experimental Economics — **Pittsburgh, PA**
University of Pittsburgh — *Spring 2026*

Experimental Economics Seminar — **Pittsburgh, PA**
University of Pittsburgh — *Spring 2025*

Undergraduate Experimental Economics — **West Lafayette, IN**
Purdue University — *Fall 2021, Fall 2022, Fall 2023*

Graduate Experimental Economics — **West Lafayette, IN**
Purdue University — *Spring 2022, Fall 2022, Fall 2023*

Economic Principles for Social Policy (MSSP 668 Module I) — **Philadelphia, PA**
University of Pennsylvania School of Social Policy and Practice — *Fall 2016*

Invited Seminars

2026 *University of Toronto; Harvard Business School; Harris School at University of Chicago; FAIR Centre at NHH Norwegian School of Economics; University of California Berkeley (guest lecturer); The Wharton School of the University of Pennsylvania (guest lecturer)*

2025 *Boston College; West Virginia University; Harvard Business School (guest lecturer)*

2024 *University of Pittsburgh; The Wharton School of the University of Pennsylvania (guest lecturer); Columbia University (guest lecturer); University of Melbourne*

2023 *The Ohio State University*

2022 *Michigan State University; University of Alabama; New York University*

Conference Participation

2026 *BEDI Labor & Development Workshop (Organizer); American Social Science Association Annual Meeting; North East Universities Gender Day*

2025 *Spring Behavioral & Experimental Economics Research Conference*

2024 *American Social Science Association Annual Meeting; Economic Science Association Asia-Pacific Meeting; Morals and the Limits of Markets Workshop; Economic Science Association North America Meeting; Jobs & Development; Behavioral Economics Design Initiative Workshop; Making Work Work for Women; Institutional Barriers to Equity*

2023 *Spring Behavioral & Experimental Economics Research Conference; International Growth Centre Progressing Towards a Smart Bangladesh in 2041 Conference; Mid-Midwest Applied Microeconomics Workshop*

2021 *Economic Science Association North America Meeting; Ostrom–Smith Conference*

Professional Activities

Institutional Service

University of Pittsburgh — **2025 – 2026**
Experimental/Behavioral Hiring Committee; PEEL Postdoctoral Fellow Hiring Committee; PhD Admissions Committee

Purdue Economics Association — **2022 – 2024**
Faculty Advisor

Krannert Doctoral Students Association Research Symposium **October 2021**
Judge

Introduction to Diversity in Doctoral Education and Scholarship **April 2017 & April 2018**
Doctoral Student Panel

Penn Graduate and Professional Students Assembly **2016 – 2017**
Wharton Doctoral Representative

Refereeing

American Economic Review; Quarterly Journal of Economics; Econometrica; Review of Economics and Statistics; Journal of Economic Behavior and Organization; Management Science; Journal of Health Economics; Economic Journal; Manufacturing and Service Operations Management; Information Systems Research; Quantitative Economics; Journal of Public Economics; JPE Micro; International Economic Review; Journal of Labor Economics

---

Grants & Fellowships

Paternalistic Discrimination: *G²LM | LIC*, National Science Foundation, Stanford King Center on Global Development, International Growth Centre, CEGA PEP Funding, Weiss Fund for Research in Development Economics, Structural Transformation and Economic Growth, George P. Shultz Research Fellowship

The Dependency Trap: Weiss Fund for Research in Development Economics

Economics of Forensic Evidence: Arnold Ventures Planning Grant

---

Other Experience

Center for Education Policy Research, Harvard University **Cambridge, MA**
Research Analyst *September 2012 – June 2014*

Central Intelligence Agency **McLean, VA**
Economic Analyst — Middle East and North Africa *July 2011 – August 2012*

Harvard Kennedy School **Cambridge, MA**
Research Assistant to Professors John Friedman and Joshua Goodman *July 2010 – July 2011*

Institute for Defense Analyses — Cost Analysis and Research Division **Alexandria, VA**
Research Assistant *June 2009 – June 2010*