

DAVID CLINGINGSMITH

Department of Economics
Weatherhead School of Management
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EMPLOYMENT

2017-present Associate Professor (with tenure), Department of Economics, Case Western Reserve University
2014- 2017 Associate Professor (without tenure), Department of Economics, Case Western Reserve University
2007-2014 Assistant Professor, Department of Economics, Case Western Reserve University

EDUCATION

2007 Ph.D. Harvard University, Economics. Fields: Development Economics, Economic History, and Labor Economics.
1998 M.A., University of Chicago, Anthropology and Linguistics.
1993 B.A., University of Toronto, With High Distinction.

RESEARCH

Interests

Applied Microeconomics, Economic History, Social and Cultural Economics, Entrepreneurship

Refereed Publications

Computerized Machine Tools and the Transformation of US Manufacturing, with Jiwon Choi and Leah Boustan, *Review of Economics and Statistics*, revise and resubmit.

The Political Fallout of Machine Tool Automation in the Mid-20th Century United States, with Jiwon Choi and Leah Boustan. In *The Economic History of American Inequality*, eds. Martha Bailey, Leah Boustan, and William Collins. University of Chicago Press, 2025.

Examining The Outcomes of Entrepreneur Pitch Training: an Exploratory Field Study, with Will Drover and Scott Shane. *Small Business Economics*. 2022.

How Pitch Order Affects Investor Interest. *Journal of Innovation Economics and Management*, with Mark Conley and Scott Shane. 2022.

Founder Passion, Neural Engagement, and Investor Interest in Startup Pitches: An fMRI Study, with Moran Cerf, Will Drover, and Scott Shane. *Journal of Business Venturing*. July 2020, 35(4), 105949.

Winner of the 2020 Academy of Management Prize for most influential paper in organizational neuroscience.

Mental Accounts and Marginal Propensity to Give. *Journal of the Economic Science Association*. December 2019, 5, 170-181.

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Status and the Demand for Visible Goods: An Experiment on Conspicuous Consumption, with Roman Sheremeta. *Experimental Economics*. December 2018, 21(4), 877-904.

Training Aspiring Entrepreneurs to Pitch Experienced Investors: Evidence from a Field Experiment in the United States, with Scott Shane. *Management Science*. November 2018, 64(11), 5164-5179.

Are the World's Languages Consolidating? On the Dynamics and Distribution of Language Population. *The Economic Journal*. February, 2017

Negative Emotions, Income, and Welfare: Casual Estimates from the PSID. *Journal of Economic Behavior and Organization*. October, 2016 130, 1-19.

How Individual Income Tax Policy Affects Entrepreneurship, with Scott Shane. *Fordham Law Review*. May 2016 84(6): 2495-2516.

Industrialization and Bilingualism in India. *Journal of Human Resources*. Winter 2014 49(1), 73-109.

Estimating the Impact of the Hajj: Religion and Tolerance in Islam's Global Gathering, with Asim Khwaja and Michael Kremer. *Quarterly Journal of Economics*. August 2009, 1133-1170.

Deindustrialization in 18th and 19th Century India: Mughal Decline, Climate Shocks and British Industrial Ascent, with Jeffrey Williamson. *Explorations in Economic History*. September 2008 45(3), 209-234.

Winner of the 2008 Explorations Prize for best article in Explorations in Economic History

Working Papers

Status and Economic Rent: Experimental Evidence on the Matthew Effect, with Roman Sheremeta.

Contracting for Health: Evidence from Cambodia. With Michael Kremer, Erik Bloom, Benjamin Loevinsohn, Indu Bhushan, Elizabeth King, and Rathuvath Hong

Work in Progress

Automation and Occupations in Metal Manufacturing, with Asha Banerjee and Leah Boustan

Craft Entrepreneurship and the Future of Work. (book project)

AI Methods for Qualitative Analysis of a Large Interview Corpus (methods paper related to book project)

The Intergenerational Transmission of Culture: Welsh in the Early 20th Century, with Juan Moreno-Cruz

OTHER PUBLICATIONS

In Pitch Contests, Going First Is a Disadvantage, with Scott Shane and Mark Conley. *Harvard Business Review*. September 1, 2020.

Even with the Internet, We're Not Any Closer to Everyone Speaking the Same Language. *London School of Economics Business Review*. March 21st, 2017.

Othring and the Economics of Inequality. *Journal of Othring and Belonging*. Issue 2. February, 2017

Can Income Redistribution Help Fight Depression? *Corporate Knights*, April 2015.

Mecca and Moderation, with Asim Ijaz Khwaja and Michael Kremer, *International Herald Tribune*, May 20, 2008.

Delivering Health Care, with Michael Kremer, *Boston Review*, 32 (2007).

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The Impact of the Hajj, with Asim Ijaz Khwaja and Michael Kremer, *Dubai School of Government Policy Brief*. October 2008.

AWARDS AND HONORS

Lewis-Progressive Fellowship, Weatherhead School of Management, Case Western Reserve University, July 2016-July 2017.

Weatherhead School of Management Undergraduate Teaching Award, Nominated 2013, 2015, 2016, 2019.

GRANTS

External Grants

Russell Sage Foundation. Co-PI
Title: How Much House Can We Afford?
Dates: 2010-2012
Amount: \$35,000

Metanexus Foundation. Spiritual Capital Program, Harvard University subcontract. PI
Title: Religion and Cooperation
Dates: 2010-2011
Amount: \$31,000

Higher Education Commission, Government of Pakistan. Co-PI
Title: Social Research Capacity Building Program.
Dates: 2008-2011
Amount: \$50,000

Metanexus Foundation. Spiritual Capital Program. (funded by Templeton Foundation) Co-PI
Title: The Impact of the Hajj.
Dates: 2006-2010
Amount: \$150,000

Internal Grants

ACES+ Opportunity Grant, Case Western Reserve University
Title: Does "Colorblindness" Reduce or Increase Bias in Distributional Choice?
Dates: 2016-2017
Amount: \$2,000

Weatherhead School of Management Intramural Grant.
Title: The Economics of Status: Consumption, Preferences, and Performance
Dates: 2015-2016
Amount: \$6,960

PROFESSIONAL PRESENTATIONS

Conferences

DAVID CLINGINGSMITH

The Pros and Cons of Pitch Training. Second Workshop on Experimental Economics and Entrepreneurship, Copenhagen Business School, April 2018.

Comments on Can Governments Make Firms More Investment Ready? Innovation Growth Lab Winter Meeting, December 2017.

Training Entrepreneurs to Pitch Experienced Investors. NBER Summer Institute, July 2016

Status and the Demand for Visible Goods: An Experiment on Conspicuous Consumption. Economic Science Association North America Meeting, October 2015.

Mental Accounts and the Mutability of Altruism: An Experiment with Online Workers. Science of Philanthropy Initiative Annual Conference, University of Chicago, September 2013.

Mental Accounts and the Mutability of Altruism: An Experiment with Online Workers. Economic Science Association European Meeting, July 2013.

Estimating the Impact of the Hajj: Religion and Tolerance in Islam's Global Gathering. Cornell-Michigan-CEU Conference on Rethinking Ethnicity. Budapest, September 2008.

Estimating the Impact of the Hajj: Religion and Tolerance in Islam's Global Gathering. NBER National Security Working Group, February 2008.

Estimating the Impact of the Hajj: Religion and Tolerance in Islam's Global Gathering. Association for the Study of Religion, Economics, and Culture Annual Conference, Tampa, November 2007.

Industrialization and Bilingualism in India. Harvard-Hitotsubashi-Warwick Conference on Economic Change around the Indian Ocean. Venice, July 2008.

Language and Industrialization in mid-20th Century India. Canadian Network for Economic History, McGill University, April 2008.

Industrialization and Bilingualism in India. Annual Conference on South Asia. Madison, October 2007.

Industrialization and Bilingualism in India. 45th Cliometrics Conference. Tucson, September 2007.

Contracting for Health: Evidence from Cambodia. 8th BREAD Conference. Cornell University,

Invited Seminars

Automation before Robots: Numerical Control and the US Labor Market, Federal Reserve Bank of Cleveland, November 2021.

Training Aspiring Entrepreneurs to Pitch Experienced Investors, University of Toronto Munk School, February 2019.

Training Aspiring Entrepreneurs to Pitch Experienced Investors, University of California—Merced Department of Economics, December 2018.

Happiness, Income, and Redistribution. Public Affairs Friday Lunch. Case Western Reserve University Department of Political Science. April 2016

Status and the Demand for Visible Goods: Experimental Evidence on Conspicuous Consumption. Kent State University, September 2015.

Mental Accounts and the Marginal Willingness to Give. IUPUI Lilly Family School of Philanthropy, May 2014.

Mental Accounts and the Marginal Willingness to Give. The Ohio State University, November 2013.

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Language and Industrialization in mid-20th Century India. University of California—Los Angeles, November 2008.

Estimating the Impact of the Hajj. Simon Fraser University, October 2008.

Estimating the Impact of the Hajj. The Ohio State University, April 2008.

Language and Industrialization in mid-20th Century India. University of British Columbia, October 2007.

Language and Industrialization in mid-20th Century India. Case Western Reserve University, February 2007

Language and Industrialization in mid-20th Century India. Reed College, February 2007

Language and Industrialization in mid-20th Century India. Vanderbilt University, February 2007

Language and Industrialization in mid-20th Century India. University of Toronto, January 2007

Language and Industrialization in mid-20th Century India. University of California—Davis, January 2007

Language and Industrialization in mid-20th Century India. Harvard Business School, December 2006

TEACHING

Undergraduate

Data Visualization in R (ECON 216). Case Western Reserve University, Spring 2021-present

Origins of the Modern Economy (ECON 355). Case Western Reserve University, Spring 2021-present

Principles of Microeconomics (ECON 102). Case Western Reserve University, Spring 2018-Spring 2019.

Designing Experiments for Social Science, Public Policy, and Management (ECON 328). Case Western Reserve University, Spring 2011-Spring 2017.

The Economy in the American Century (ECON 395, undergraduate capstone). Case Western Reserve University, Spring 2009-present.

Advanced Topics and Writing in Economics (ECON 391, senior seminar). Case Western Reserve University, Spring 2011-Spring 2018.

Intermediate Microeconomics with Calculus (ECON 309), Case Western Reserve University, Spring 2008-Spring 2010.

World Economic History (ECON 350), Case Western Reserve University, Spring 2008-Spring 2010.

Independent Studies. Rich Narendran, 2014-15; Jon Lewandowski, 2012; Yugarshi Mondal, 2009-10.

Graduate

Behavioral Economics (EMBA 477). Case Western Reserve University, Spring 2012.

Behavioral Decision Making (EDMP 678). Case Western Reserve University, Spring 2012.

DAVID CLINGINGSMITH

ADVISING

Doctoral theses

Nathan Delany (2015-18, PhD History)
Chuck Bishop (2014-2017; Management)

Undergraduate honors theses

Christelle Yameogo 2023-24
Henry Blyth 2022-23
Yifei Luo 2021-22
Anna Gurian 2022-23
Claire Jeffress, 2021-22
Alec Hoover, 2019-20
Victoria Sung, 2018-19
Jackie Blair, 2017-18
Jingze Sun, 2015-16
Melinda Ashe, 2013-14
Anthony Gatti, 2012-13
Andrin Foster, 2012-13
Di Tang, 2010-12
Aya Du, 2011-12
Michael Bielawski, 2010-12
Dana Skold, 2010-11
Allison Elder, 2009-10
J.P. Gaulty, 2009-10

PROFESSIONAL SERVICE

Referee

American Economic Journal—Applied Economics
Australian Economic History Review
Economic History Review
Economic Journal
Economics of Education Review
Explorations in Economic History
Journal of Conflict Resolution
Journal of Development Economics
Journal of Economic Behavior and Organization
Journal of Economic History
Journal of Economic Psychology
Journal of the Experimental Science Association
Journal of Human Resources
Journal of Political Economy
Journal of Urban Economics
Management Science
Oxford Economic Papers
Oxford University Press
Quarterly Journal of Economics
Review of Economic Studies
Review of Economics and Statistics

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Journal of Economic History

Grant Application External Reviewer

Israeli Science Foundation

Introductory Textbook

Contributor to Core Academy project to create open-source introductory textbook for US market.

INSTITUTIONAL SERVICE

University Level

Faculty Senate, Senator, Summer 2021-Summer 2024

Faculty Senate Honorary Degree Committee. Weatherhead School of Management Representative. Fall 2008-Fall 2018.

Faculty Marshall. Commencement and Convocation. Spring 2010-Spring 2018.

Academic Integrity Board. Faculty Representative. Fall 2010-Spring 2014.

Faculty Senate Committee on Undergraduate Education Academic Standing Subcommittee. Faculty Representative. Spring 2015-Spring 2018.

School Level

Weatherhead School of Management Diversity and Inclusion Advisory Board, Spring 2021-

Weatherhead School of Management Committee on Appointments. Member. Fall 2017-Spring 2019.

Weatherhead School of Management Committee on Appointments. Observer. Fall 2015-Spring 2016.

Weatherhead School of Management Faculty Council. Member and Secretary. Fall 2013-Fall 2016.

Weatherhead School of Management. Secretary of the Faculty. Fall 2013-Fall 2016.

Department Level

Department Chair, 2021-Present

Hiring Committee Chair, 2021

Hiring Committee. Member. 2009-2012; 2017, 2019

Seminar Committee. Member. 2009-2014; 2018-Present

Program Assessment Committee. Member. 2014-Present.

McMyler Lecture Committee. Member 2014-Present.

Brownbag Coordinator. 2014-Present.

Undergraduate Advising. Approximately 10 students per year. Fall 2008-Present.

PROFESSIONAL AFFILIATIONS

DAVID CLINGINGSMITH

American Economic Association
Royal Economic Society
Economic Science Association
Economic History Association