

# JEFFREY D. GUO

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## PLACEMENT COMMITTEE

Chairs: Sandra Black (sblack@columbia.edu); Suresh Naidu (sn2430@columbia.edu)  
Administrators: Amy Devine (aed2152@columbia.edu); Rosie Lourentzatos (rcl2109@columbia.edu)

## EDUCATION

2024 (expected)	Ph.D., Economics	Columbia University
2021	M.Phil., Economics	
2020	A.M., Economics	
2016	BA, Economics with Distinction in the Major	Yale College

## RESEARCH FIELDS

*Primary Fields:* Behavioral and Experimental Economics, Political Economy  
*Secondary Field:* Microeconomic Theory

## JOB MARKET PAPER

### Doing Good in the Digital World

Though digital interactions between people have become more commonplace and sophisticated, behavior in digital settings remains underresearched. A distinctive feature of the digital world is the ability to calibrate or withhold one's identifier: a person can be identified by a string of letters, an avatar, their real name, or even nothing at all. That digital identifiers allow a person to mask their physical identity also makes it difficult to attribute digital actions to a physical person, even when the actions are observed. I embed these features in an experiment where subjects play a finitely repeated, linear public goods game. Treated subjects are identified in one of three ways—by their photograph, by a random number, or by a self-designed cartoon avatar—and their individual choices are revealed and either attributed to, or decoupled from, their identifier. In line with the previous literature, identifying subjects and increasing the precision of attribution increases contributions relative to a baseline condition without identifiers or revealed individual choices. Remarkably, however, the largest impact on behavior comes from having an identifier in the first place: for a given level of attribution, the experimental data suggest that being identified by a number or by an avatar is as powerful as being identified by one's photograph.

## PUBLICATIONS

### Minority Turnout and Representation under Cumulative Voting: An Experiment

(with Alessandra Casella and Michelle Jiang)

*Games and Economic Behavior*, 2023

Under majoritarian election systems, securing the participation and representation of minorities remains an open problem, made salient in the US by its history of voter suppression. One remedy recommended by the courts is the adoption of Cumulative Voting (CV) in multi-member districts: each voter has as many votes as open positions but can cumulate votes on as few candidates as desired. Historical experiences are promising but also reflect episodes of minority activism. We present the results of a controlled lab experiment that isolates the role of the voting rule from other confounds. Although each voter is treated equally, theory predicts that CV should increase the minority's turnout relative to the majority and the minority's share of seats won. The experimental results strongly support both theoretical predictions.

## **WORK IN PROGRESS**

### **The Intergenerational Dilemma: Preferences over Final Distributions**

(with Mark Dean, Hayeon Jeong, and Zhi Hao Lim)

### **Who Wants Their Peers To Be A Millionaire?**

(with Pietro Battiston, Lorán Chollete, and Sharon Harrison)

## **RESEARCH APPOINTMENTS**

Su21 – Fa22	Lab Manager, Columbia Experimental Laboratory for Social Sciences
Fa21 – Sp23	Research Assistant, to Alessandra Casella (Columbia University)
Fa20	Research Assistant, to Mark Dean (Columbia University)
Su20	Research Assistant, to Sharon Harrison (Barnard College)

## **TEACHING EXPERIENCE**

### **GRADUATE**

Sp21	Teaching Fellow, Microeconomic Analysis II (PhD), for Yeon-Koo Che and W. Bentley MacLeod
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### **UNDERGRADUATE**

Su21	Teaching Fellow, Principles of Economics, for Anna C. Musatti
Fa20	Teaching Fellow, Political Economy, for Alessandra Casella
Su20	Teaching Fellow, Economic Growth and Development, for Wendy Morrison
Sp20	Teaching Fellow, Principles of Economics, for Waseem Noor
Fa19	Teaching Fellow, Financial Economics, for Tamrat Gashaw

## **GRANTS AND ACADEMIC AWARDS**

2023	Summer Research Award, <i>Program for Economic Research</i> , Columbia University (\$4,000)
2023	Dissertation and Seed Grants for Graduate Student Projects, <i>Columbia Experimental Laboratory for Social Sciences</i> (\$6,000)
2022	Summer Research Stipend, <i>Program for Economic Research</i> , Columbia University (\$4,000)
2022	Grant for Experimental Research, <i>Program for Economic Research</i> , Columbia University (\$6,000)
2021	Wueller Award for Best Teaching Fellow for 2020-2021 PhD Courses, <i>Department of Economics</i> , Columbia University
2020	Summer Research Fellowship, <i>Program for Economic Research</i> , Columbia University (\$2,000)
2020	Seed Grant for Graduate Student Projects – Online Experiments, <i>Columbia Experimental Laboratory for Social Sciences</i> (\$1,000)
2018 –	Dean’s Fellowship, <i>Graduate School of Arts and Sciences</i> , Columbia University
2017	W. Ward Reynoldson Award, <i>American Mock Trial Association</i>

- 2016 Finalist, Charles H. Dickerman Memorial Prize, *Department of Economics*, Yale University
- 2016 Finalist, Ronald Meltzer/Cornelia Awdziejewicz Economics Award, *Department of Economics*, Yale University
- 2015 Third Place, Henry James TenEyck Prize, *Yale University*

#### CONFERENCE AND WORKSHOP PRESENTATIONS

- 2023: Student Workshop in Experimental Economics Techniques (NYU); Behavioral/Experimental Summer Workshop (Caltech)
- 2022: North American ESA Meeting (Santa Barbara, CA)
- 2021: Rebecca B. Morton Conference on Experimental Political Science (NYU CESS, virtual poster session)

#### DEPARTMENT SERVICE

##### COLUMBIA UNIVERSITY

- Fa19 – Fa21 Graduate Student Advisor
- Fa20 – Sp21 Co-President, Association of Graduate Economics Students
- Fa20 – Sp22 Treasurer, Association of Graduate Economics Students
- Fa21 – Sp22 Student Co-Organizer, Microeconomic Theory Colloquium
- Sp20 Organizer, Second Year Field Week Presentations

#### EMPLOYMENT

- 2016 – 2018 Analysis Group, Analyst (Los Angeles, CA).

#### MISCELLANEOUS

- Birth Year: 1994.
- Citizenship: United States.
- Languages: English (native), Mandarin Chinese (fluent), French (elementary).
- Programming: zTree, oTree, Stata, Python, Mathematica, SAS, MATLAB.
- Certifications: Passed CFA Level I.

#### REFERENCES

<b>Alessandra Casella</b>	<b>Mark Dean</b>	<b>Sharon Harrison</b>
Professor of Economics and Political Science	Associate Professor of Economics	Professor of Economics
Columbia University	Columbia University	Barnard College
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