ANDREW S. HANKS

Assistant Professor
Department of Human Sciences – 130A Campbell Hall
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EDUCATION:

2014:	Postdoctoral training	Cornell University	(Behavioral Economics)
2011:	Ph.D.	Washington State University	(Economics)
2011:	M.S.	Washington State University	(Statistics)
2006:	B.S.	Brigham Young University	(Economics and History)

CURRENT EMPLOYMENT:

2014-Present: Assistant Professor of Consumer Sciences, Department of Human Sciences, Ohio State University

RESEARCH GRANTS AND AWARDS

Grants awarded while employed as Assistant Professor at Ohio State University

2018-21: $477,224 National Science Foundation: Education and Human Resources Core Research (Co-PI): *Collaborative Research: Who are Interdisciplinary STEM Doctoral Graduates? Exploring and Assessing Antecedents and Economic Consequences*.

2018-19: $27,500 Ohio State University Connect and Collaborate Grants Program (PI): *Establishing Partnerships between Academia, State Agencies, and Private Business to Deliver Nutrition Assistance to Low-Income Families*

2018-19: $34,708 Ohio State University Initiative for Food and Agricultural Transformation Competitive Grant Program (PI): Food Insecurity and WIC: *Identifying Factors Related to and Redemption Decisions of WIC Eligible Households*

2016-17: $32,745 Cornell Center for Behavioral Economics in Child Nutrition Programs Small Grant Award (PI): *Measuring the Long-Term Impact of Behavioral Interventions in School Cafeterias.*

2015: $5,000 Ohio State University Food Innovation Center High Yield Collaborative Research Fund Grant (Co-I): *Impact of Dairy Intervention amongst Ohio State Students*.

2015: $5,000 Duke/UNC Center for Behavioral Economics and Healthy Food Choice Research White Paper Honorarium (PI): *Behavioral Economics and Cost Reductions in the WIC Program.*

Grants awarded while employed as Postdoctoral Researcher at Cornell University

2013-15 : $900,000 United States Department of Agriculture Food and Nutrition Services, Cornell Center for Behavioral Economics in Child Nutrition Programs Amendment (Investigator).

2012-15: $110,000 United States Department of Agriculture/Smith-Lever-Hatch Grant Program, The Gateway to a More Nutritious Lunch: Milk and Dairy Consumption in School Lunchrooms (Investigator).

2012-15: $870,000 United States Department of Agriculture Food and Nutrition Services, Cornell Center for Behavioral Economics in Child Nutrition Programs Amendment (Investigator).

2011-15 : $550,000 United States Department of Agriculture Food and Nutrition Services, Cornell Center for Behavioral Economics in Child Nutrition Programs Amendment (Investigator).

ACADEMIC JOURNAL PUBLICATIONS

2018

Kniffin, Kevin M. and **Andrew S. Hanks**. "The Trade-offs of Teamwork Among STEM Doctoral Graduates." *American Psychologist*. 2018; 72(4): 420-432.DOI: http://dx.doi.org/10.1037/amp0000288. Accepted for publication in 2017.

2017

Gabrielyan, Gnel, Kathryn I. Hoy, **Andrew S. Hanks**, David R. Just, and Brian Wansink. "Who's Adopting the Smarter Lunchroom Approach? Individual Characteristics of Innovative Food Service Directors." *Evaluation and Program Planning*. 2017; 60: 72-80. DOI: http://dx.doi.org/10.1016/j.evalprogplan.2016.08.023. First published online in September 2016.

Kniffin, Kevin M. and **Andrew S. Hanks**. "Antecedents and Near-Term Consequences for Interdisciplinary Dissertators." *Scientometrics*. 2017; 111: 1225-1250. First published online in March 2017.

Laroche, Helena H., Kate Anderson, Christine Hradek, **Andrew S. Hanks,** Katherine I. Hoy, David R. Just, and Brian Wansink. "Healthy Concessions: High School Student's Responses to Healthy Concession Stand Changes." *Journal of School Health*. 2017; 87(2): 98-105. DOI: http://dx.doi.org/10.1111/josh.12472. Accepted for publication June 2016. First published online in January 2017.

Rose, Angela M., Ilana Nurko., Julie A. Kennel, **Andrew S. Hanks**, and Carolyn Gunther. "Short-Term Campus-Based Dairy Campaign is Effective in Promoting Awareness of Importance of Calcium Intake in College Students." Accepted for publication at *Forum for Family and Consumer Issues.* 2017.

Rose, Angela M., Rachel A. Williams, **Andrew S. Hanks**, Julie A. Kennel, and Carolyn Gunther. "Milk vending does not improve college students' milk and calcium intakes." *Health Promotion and Practice*. 2018, 19(2): 295-302. DOI: https://doi.org/10.1177/1524839917717227. First published online in August 2017.

2016

Hanks, Andrew S, David R. Just, and Adam Brumberg. "Marketing Vegetables in Elementary School Cafeterias to Increase Uptake." *Pediatrics*. 2016;138(2):e20151720. DOI: http://dx.doi.org/10.1542/peds.2015-1720. First published online in August 2016.

Kniffin, Kevin M. and **Andrew S. Hanks**. "Revisiting Gladwell's Hockey Players: Influence of Relative Age Effects Upon Earning the PhD." Cornell Higher Education Research Institute (CHERI) Working Paper 157. *Contemporary Economic Policy*. 2016; 34(1): 21-36. DOI: 10.1111/coep.12114. Accepted for publication in 2015.

Wansink, Brian, **Andrew S. Hanks**, and Kirsikka Kaipainen. Slim by Design: Kitchen Counter Correlates of Obesity. *Health Education and Behavior*. 2016; 43(5): 552-558. DOI:

10.1177/1090198115610571. First published online in 2015.

2015

Just, David R. and **Andrew S. Hanks**. "The Hidden Costs of Regulation: Emotional Responses to Command and Control." *American Journal of Agricultural Economics*. 2015; 97(5): 1385-1399. DOI: doi.org/10.1093/ajae/aav016. First published online in 2015.
Presented at the American Economic Association Annual Meeting by David R. Just.

Laroche, Helena H., Christopher Ford, Kate Anderson, Xueya Cai, David R. Just, **Andrew S. Hanks**, and Brian Wansink (2015). "Concession Stand Makeovers: A Field Study of Serving Healthy Foods at High School Concession Stands." *Journal of Public Health.* 2015; 37(1): 116-124. DOI: https://dx.doi.org/10.1093/pubmed/fdu015. First published online in March 2014.

Wansink, Brian, David R. Just, and **Andrew S. Hanks**. "A Plant to Plate Pilot: A Cold-Climate High School Garden Increased Vegetable Selection but also Waste." *Acta Paediatrica*. 2015; 104: 823-826. DOI:10.1111/apa.13028. First published online in 2015.

2014

Hanks, Andrew S., David R. Just, and Brian Wansink. "Chocolate Milk Consequences: A Pilot Study Evaluating the Consequences of Banning Chocolate Milk in School Cafeterias." *PLoS One*. 2014; 9(4): e91022. DOI: https://dx.doi.org/10.1371/journal.pone.0091022. Published April 2014. Accepted for publication in 2014.

Hanks, Andrew S. and Kevin M. Kniffin. "Early Career PhD Salaries. The Industry Premium and Interdisciplinary Debate." *Applied Economics Letters*. 2014; 21(18):1277-1282. DOI: http://dx.doi.org/10.1080/13504851.2014.922664. Published online in 2014. Accepted for publication in 2014.

Hanks, Andrew S., Brian Wansink, and David R. Just. "Reliability and Accuracy of Real-Time Visualization Techniques for Measuring School Cafeteria Tray Waste: Validating the Quarter-Waste Method." *Journal of the Academy of Nutrition and Dietetics*. 2014; 114(3):470-474. DOI: http://dx.doi.org/10.1016/j.jand.2013.08.013. Available online in 2013. Accepted for publication in 2013.

Just, David R., Brian Wansink, **Andrew S. Hanks**. "Chefs Move to Schools. A Pilot Examination of How Chef-Created Dishes Can Increased School Lunch Participation and Fruit and Vegetable Intake." *Appetite*. 2014; 83(1):242-247. DOI: http://dx.doi.org/10.1016/j.appet.2014.08.033. Accepted for publication in August 2014.

Pope, Elizabeth, **Andrew S. Hanks**, David R. Just, and Brian Wansink. "New Year's Res-Illusions: Non-Compensating Cycles of Holiday Grocery Shopping. *PLoS One*. 2014; 9(12): e110561. DOI: https://dx.doi.org/10.1371/journal.pone.0110561. Accepted for publication in 2014.

Wansink, Brian and **Andrew S. Hanks**. "Calorie Reductions and Within-meal Calorie Compensation in Children's Meal Combos." *Obesity*. 2014; 22(3): 630-632. DOI: 10.1002/oby.20668. Published online in 2013. Accepted for publication in 2013.

2013

Hanks, Andrew S., David R. Just, and Brian Wansink. "Smarter Lunchrooms Can Address New School Lunchroom Guidelines and Obesity." *Journal of Pediatrics*. 2013; 162 (4): 867-869. DOI: http://dx.doi.org/10.1016/j.jpeds.2012.12.031. Accepted for publication in 2012.

Wansink, Brian, David R. Just, and **Andrew S. Hanks,** and Laura E. Smith. "Pre-Sliced Fruit in School Cafeterias: Children's Selection and Intake." *American Journal of Preventive Medicine*. 2013; 44(5): 477-480. DOI: http://dx.doi.org/10.1016/j.amepre.2013.02.003. Published online in 2013.

Wansink, Brian and **Andrew S. Hanks**. "Slim by Design: Serving Healthy Foods First in Buffet Lines Improves Overall Meal Selection." *PLoS ONE*. 2013; 8(10):e77055. DOI: 10.1371/journal/pone.007055. Accepted for publication in 2013.

2012

Hanks, Andrew S., David R. Just, Laura E. Smith, and Brian Wansink. "Healthy Convenience: Nudging Students Toward Healthier Choices in the Lunchroom." *Journal of Public Health.* 2012; 34(3): 370-376. DOI: https://doi.org/10.1093/pubmed/fds003. Published online in 2012.

Hanks, Andrew S., David R. Just, and Brian Wansink. "Trigger Foods: The Influence of 'Irrelevant' Alternatives in School Lunchrooms." *Agricultural and Resource Economics Review*. 2012; 41(1): 114-123. URI: http://purl.umn.edu/123318.

Tasnádi, Attila T., Trenton G. Smith, and **Andrew S. Hanks**. "Quality Uncertainty as Resolution of the Bertrand Paradox." *Pacific Economic Review*. 2012; 17(5): 687-692. DOI: 10.1111/1468-0106.12005.

BOOK CHAPTERS

Drewnowski, Adam, **Andrew S. Hanks**, and Trenton G. Smith (2010). "International Trade, Food and Diet Costs, and the Global Obesity Epidemic," Ch. 5 in Hawkes, Corinna, Chantal Blouin, Spencer Henson, Nick Drager, Laurette Dubé, (editors), *Trade, Food, Diet and Health: Perspectives and Policy Options*, Oxford: Wiley-Blackwell.

WORKING PAPERS, ARTICLES UNDER REVIEW OR BEING REVISED

"A Pilot Test of the Post-Intervention Effects of Behavioral Economics Interventions in National School Lunch Program Cafeterias," with Haleigh Gaines and Julie Kennel. Manuscript written using outcomes from BEN Center grant. Under review. Poster Presentation by Haleigh Gaines at the Society for Nutrition Education and Behavior Annual Meeting, July 2016.

"Changes in Tax Brackets and Philanthropic Organizations," With Ron C. Mittelhammer and Jill J. McCluskey. Being revised. Research presentation by Jill J. McCluskey at American Economic Association Annual Meeting, January 2013.

"Examination of the Relationship of Diet Quality with Cardiometabolic Risk Factors in Apparently Healthy College Students," with Rachel Williams, Angela Rose, Richard Bruno, Julie Kennel, Joshua McDonald, and Carolyn Gunther. Under review.

"From Paper to Plastic: Understanding the Impact of EBT on WIC Recipient Behavior," with Carolyn Gunther, Dean Lillard, and Robert Scharff. Under review. Presented at AEA Annual Meeting, 2017, NBER Summer Health Institute, 2016.

"Incentivizing Nutritious Diets: A Field Experiment of Relative Price Changes and How They are Framed," with John H. Cawley, David R. Just, and Brian Wansink. Being revised. NBER working paper w21929. URL: http://www.nber.org/papers/w21929.

"Independent and Additive Effects of Behavioral Economics Strategies on Selection and Consumption of the National School Lunch Program," with Haleigh Golub, Carolyn Gunther, and Julie Kennel. Being revised.

"Opportunity Knocks: An Economic Analysis of Television Advertisements," Washington State University Working Paper 2010-18. Previously titled "The Economic Psychology of Television Advertising," with Trenton G. Smith and Attila Tasnádi. Being revised.

PUBLISHED ABSTRACTS

Hanks, Andrew S., Haleigh Golub, and Julie Kennel. "Do Behavioral Economics Interventions Induce Healthy Eating Habits? Evidence from a 15-Week Cafeteria Study." Journal of Nutrition Education and Behavior. 2016; 48(7): Supplement S16. DOI: http://dx.doi.org/10.1016/j.jneb.2016.04.047.

Golub, Haleigh, Carolyn Gunther, Andrew S. Hanks, Christopher Holloman, and Julie Kennel. "Comparative Analysis of Single Versus multiple Behavioral Economics Intervention Components on Children's Food Intake from the National School Lunch Program." Journal of the Federation of American Societies for Experimental Biology. 2015; 29(1): Supplement 732.1. URL: http://www.fasebj.org/content/29/1_Supplement/732.1.abstract?sid=39f59ae7-68d7-47f7-bd01-68abfe408d95. [Abstract] [Peer Reviewed]

Hanks, Andrew S., Michael Craig, David R. Just, Elizabeth McNeeley. "The Value of Convenient Nutrition Information: Assessing the Impact of an Online, Interactive School Lunch Menu." Journal of Nutrition Education and Behavior. 2015; 47(4): Supplement S47. DOI: http://dx.doi.org/10.1016/j.jneb.2015.04.123. [Abstract] [Peer Reviewed]

Hanks, Andrew S.; Kathryn I. Hoy, David R. Just, and Brian Wansink. "Chefs Move to Schools USDA Program Increases Consumption and Selection of Targeted Entrees in School Lunchrooms." Journal of Nutrition Education and Behavior. 2014; 46(4): Supplement S107-S108. DOI: http://dx.doi.org/10.1016/j.jneb.2014.04.033. [Abstract] [Peer Reviewed]

Hanks, Andrew S.; Kathryn I. Hoy, Brian Wansink, and David R. Just. "Smarter Lunchrooms Equal Deeper Pockets." Journal of Nutrition Education and Behavior. 2014; 46(4): Supplement S117. DOI: http://dx.doi.org/10.1016/j.jneb.2014.04.261. [Abstract] [Peer Reviewed]

Hanks, Andrew S.; David R. Just, and Brian Wansink. "Chefs Move to Schools: a pilot study of the influence of outside chefs on school lunchroom behavior." Journal of the Federation of American Societies for Experimental Biology. 2014; 28(1): Supplement 808.11. URL: http://www.fasebj.org/content/28/1_Supplement/808.11.abstract?sid=39f59ae7-68d7-47f7-bd01-68abfe408d95. [Abstract] [Peer Reviewed]

Hanks, Andrew S., David R. Jus, and Brian Wansink. "Evaluating the impact of fat taxes and vegetables subsidies on specific food categories." Journal of the Federation of American Societies for Experimental Biology. 2014; 28(1): Supplement 630.4. URL: http://www.fasebj.org/content/28/1_Supplement/630.4.abstract?sid=02c54a33-eca7-4505-8b3d-e0f72c097cff. [Abstract] [Peer Reviewed]

Hanks, Andrew S., David R. Just, and Brian Wansink. "Serving vegetables in multiple locations in school lunchrooms can lead to increased vegetable selection." Journal of the Federation of American Societies for Experimental Biology. 2014; 28(1): Supplement 808.1. URL: http://www.fasebj.org/content/28/1_Supplement/808.10.abstract?sid=39f59ae7-68d7-47f7-bd01-68abfe408d95. [Abstract] [Peer Reviewed]

Hanks, Andrew S., Brian Wansink, and David R. Just. "The impact of school gardens on student salad selection: a pilot study." Journal of the Federation of American Societies for Experimental Biology.

2014; 28(1): Supplement 808.12. URL: http://www.fasebj.org/content/28/1_Supplement/808.12.abstract?sid=02c54a33-eca7-4505-8b3d-e0f72c097cff. [Abstract] [Peer Reviewed]

Laroche, Helena H, J. Park-Mroch, Andrew S. Hanks, David R. Just, and Brian Wansink. "Dinner at the Game: Student's Concession Stand Purchases" Annals of Behavioral Medicine. 2014; 47: Supplement S24. URL: https://link.springer.com/article/10.1007/s12160-014-9596-9. [Abstract] [Peer Reviewed]

Pope, Lizzy, Andrew S. Hanks, David R. Just, and Brian Wansink. "New Year's res-Illusions: food shopping in the New Year competes with healthy intentions." Journal of the Federation of American Societies for Experimental Biology. 2014; 28(1): Supplement 811.22. URL: http://www.fasebj.org/content/28/1_Supplement/811.22.abstract?sid=02c54a33-eca7-4505-8b3d-e0f72c097cff. [Abstract] [Peer Reviewed]

Pope, Lizzy, Lara Latimer, Andrew S. Hanks, and Brian Wansink. "Healthier from Home? Lunch Source and Daily Calorie Cycling In Children." Journal of Nutrition Education and Behavior. 2014; 46(4): Supplement S117-S118. DOI: http://dx.doi.org/10.1016/j.jneb.2014.04.061. [Abstract] [Peer Reviewed]

Hanks, Andrew S., Kirsikka Kaipainen, and Brian Wansink. "The Syracuse Plate: Reducing BMI by Introducing Smaller Plates in Households." *Journal of Nutrition Education and Behavior*. 2013; 45(4): Supplement S41. DOI: http://dx.doi.org/10.1016/j.jneb.2013.04.111. [Abstract] [Peer Reviewed]

Hanks, Andrew S., and Brian Wansink. "Happier Meals: How Changes in McDonald's Happy Meals Altered Food Choices." *Journal of Nutrition Education and Behavior*. 2013; 45(4): Supplement S30-S40. DOI: http://dx.doi.org/10.1016/j.jneb.2013.04.106. [Abstract] [Peer Reviewed]

Hanks, Andrew S., Brian Wansink, David R. Just, John Cawley, Harry Kaiser, Laura E. Smith, Jeff Sobal, Elaine Wethington, and William Schulze. "Fat Taxes versus Vegetable Subsidies: Which Works Best in the Field?" *Journal of Nutrition Education and Behavior*. 2013; 45(4): Supplement S40. DOI: http://dx.doi.org/10.1016/j.jneb.2013.04.107. [Abstract] [Peer Reviewed]

Hanks, Andrew S., Brian Wansink, David R. Just, John Cawley, Harry Kaiser, Laura E. Smith, Jeff Sobal, Elaine Wethington, and William Schulze. "From Coke to Coors: A Field Study of a Fat Tax and its Unintended Consequences." *Journal of Nutrition Education and Behavior*. 2013; 45(4): Supplement S40. DOI: http://dx.doi.org/10.1016/j.jneb.2013.04.108. [Abstract] [Peer Reviewed]

Hanks, Andrew S., Yi Zhong, Yi, David R. Just, and Brian Wansink. "Fast Food or Fast Feet: Understanding the Relationship between BMI, Calorie Source and Recreational Time Usage." *Journal of Nutrition Education and Behavior*. 2013; 45(4): Supplement S40-S41. DOI: http://dx.doi.org/10.1016/j.jneb.2013.04.109. [Abstract] [Peer Reviewed]

Hoy, Katherine I., Andrew S. Hanks, David R., Just, and Brian Wansink. Visual Inspection of Cafeteria Waste by Quarter Servings Rivals the Accuracy of Weighing." *Journal of Nutrition Education and Behavior*. 2013; 45(4): Supplement S47-S48. DOI: http://dx.doi.org/10.1016/j.jneb.2013.04.128. [Abstract] [Peer Reviewed]

Hanks, Andrew S., David R. Just, and Brian Wansink. "An Assessment of Tray Waste Measurement Techniques." *Journal of Nutrition Education and Behavior*. 2012; 44(4): Supplement S15. DOI: http://dx.doi.org/10.1016/j.jneb.2012.03.017. [Abstract] [Peer Reviewed]

Hanks, Andrew S., David R. Just, and Brian Wansink. "A Source of Contention or Nutrition: An Assessment of Removing Flavored Milk from School Lunchrooms." *Journal of Nutrition Education and Behavior*. 44(4): Supplement S21. DOI: http://dx.doi.org/10.1016/j.jneb.2012.03.033. [Abstract] [Peer Reviewed]

Hanks, Andrew S., David R. Just, and Brian Wansink. "Total Lunchroom Makeovers: Using the Principles of Asymmetric Paternalism to Address New School Lunchroom Guidelines." *Journal of Nutrition Education and Behavior*. 2012; 44(4): Supplement S21-S22. DOI: http://dx.doi.org/10.1016/j.jneb.2012.03.034. [Abstract] [Peer Reviewed]

RESEARCH PRESENTATIONS

"From Paper to Plastic: Understanding the Impact of EBT on WIC Recipient Behavior"
University of Alabama, Department of Consumer Sciences Research seminar, October 2018.

"You can have my chips: Potentially resolving the Tragedy of the Commons in Food Settings"
Agricultural and Applied Economic Association Annual Conference, Research presentation, August 2018.

"Manipulation or Motivation? Leveraging Choice Architecture to Encourage Personal Change"
Midwestern University, College of Osteopathic Medicine Research seminar, Glendale, AZ, March 2018

"Decommodifying School Lunches: How Students Respond when Cafeteria Foods are Converted into Relational Goods."
Agricultural and Applied Economic Association Annual Conference, Research presentation, July 2017.

"Examining the Change in Food Consumption and Waste in School Cafeterias from 2012-2014."
Agricultural and Applied Economic Association Annual Conference, Research presentation, July 2017.

"How the Change to EBT for WIC Affects Food Choices for Participants."
Agricultural and Applied Economic Association Annual Conference, Research presentation, July 2017.

"Boundary Spanning in Academia: Antecedents and Near-Term Consequences of Academic Entrepreneurialism."
American Economic Association Annual Conference, Poster presentation, January 2017.

"WIC Recipient Behavior in the Transition to the Electronic Benefit Transfer System."
American Economic Association Annual Conference, Research presentation, January 2017.

"WIC Recipient Behavior in the Transition to the Electronic Benefit Transfer System"
NBER Summer Institute for Health Economics, Research presentation, July 2016.

"Are You Going to Buy That? WIC Recipient Behavior and the Transition to EBT"
Ohio State University, Department of Human Sciences, Research seminar, Presented with Robert Scharff, Jan 2016.

"Smarter Lunchrooms: "How and Why Behavioral Economics Influences Food Choices and Intake in School Lunchrooms"
First Friday Colloquium sponsored by the Schoenbaum Family Center and the Crane Center for Early Childhood Research and Policy at Ohio State University, Dec 2015.

"Time is of the Essence: School Lunch Periods and Daily Caloric Intake"
Ohio State University, Department of Human Sciences, Research seminar, Sep 2015.

"Smarter Lunchrooms: How Applications of Asymmetric Paternalism Increase Fruit and Vegetable Intake in School Cafeterias"
Research seminar given at University of Texas at Arlington, Sep 2015; Indiana University, Sep 2014; University of Kentucky, University of Nevada-Reno, University of Maryland, Texas Tech University, Ohio State University, Jan-Feb 2013; Penn State University, Oct 2013; Environmental Design and Research Association Annual Conference, May2013; University of Nebraska, April 2013, American Public Health Association Annual Conference, Oct 2012.

"Behavioral Economics and Cost Reductions in the WIC Program"
Annual Workshop hosted by the Center for Behavioral Economics and Healthy Food Choice Research, Washington D.C., August 2015.

"Are You Going to Eat That? Key insights from behavioral economics into food selection and intake decisions"
Agricultural and Applied Economics Association Annual Conference, July 2015. Behavioral Economics Post Conference Workshop, invited speaker.

"Incentivizing Nutritious Diets: A Field Experiment of Relative Price Changes and How They Are Framed."
National Bureau of Economic Research Health Institute, July 2015 (presented by John Cawley); Indiana University Purdue University Indianapolis, May 2015.

"Opportunity Knocks: An Economic Analysis of Television Advertisements"
Ohio State University, Department of Human Sciences, Research seminar, Feb 2015.

"Induced Scarcity and Portrayals of Excess Demand in Television Advertising"
Agricultural and Applied Economics Association Annual Conference, Research presentation, July 2015; Western Economics Association International Annual Conference, Research presentation, Jul 2012.

"School Lunches and Daily Caloric Intake"
Agricultural and Applied Economics Association Annual Conference, Research presentation, July 2015

"Incentivizing Nutritious Diets: A Field Experiment of Relative Price Changes and How They Are Framed"
Ohio State University, Department of Human Sciences, Research seminar, Sep 2014.

"Perceived Choice: Using Choice Architecture to Improve Food Choice."
Agricultural and Applied Economics Association Annual Conference, Research presentation, July 2014.

"The Case of Unintended Consequences: Why Understanding Consumer Behavior is Essential for Policy Makers"
Society for the Advancement of Behavioral Economics, Research presentation, July 2014.

"Psychology of Food Choice"
Food Service at Retail Exchange Annual Conference, Research presentation, with Adam Brumberg, June 2014.

"Overcoming Temptation: How Pre-Committing to Meal Choices Overrides Impulse Purchases"
Applying Field Experimentation to Behavior Research Annual Conference, Poster presentation, Mar 2014.

"Evaluating Fat Taxes and Healthy Subsidies in a Field Experiment"

Obesity Week Annual Conference, Poster presentation, Nov 2013; Society for Nutrition Education and Behavior Annual Conference, Poster presentation, Aug 2013; North East Agricultural and Resource Economics Association Annual Conference, Research presentation, June 2013.

"From Coke to Coors: Unintended Consequences of a Fat Tax"
Obesity Week Annual Conference, Poster presentation, Nov 2013; Society for Nutrition Education and Behavior Annual Conference, Poster presentation, Aug 2013; Association for Consumer Research Annual Conference, Research presentation, Oct 2012.

"Happier Meals: New Children's Meals Have Fewer Total Calories and Encourage Milk Consumption"
Obesity Week Annual Conference, Poster presentation, Nov 2013; Society for Nutrition Education and Behavior Annual Conference, Poster presentation, Aug 2013.

"Competing Incentives in School Lunchrooms"
Agricultural and Applied Economics Association Annual Conference, Research presentation, Aug 2013.

"Fast Food or Fast Feet: Understanding the Relationship between BMI, Calorie Source, and Recreational Time Usage"
Society for Nutrition Education and Behavior Annual Conference, Poster presentation, Aug 2013.

"The Syracuse Plate: Reducing BMI by Introducing Smaller Plates in Households"
Society for Nutrition Education and Behavior Annual Conference, Poster presentation, Aug 2013.

"Environmental Changes that Increase Fruit and Vegetable Consumption in School Lunchrooms"
Northeastern Agricultural and Resource Economics Association Annual Conference, Research presentation, Jun 2013.

"Reliability and Accuracy of Real-Time Visualization Techniques for Measuring School Cafeteria Tray Waste: Validating the Quarter-Waste Method"
Northeastern Agricultural and Resource Economics Association Annual Conference, Research presentation, Jun 2013; Society for Nutrition and Education Behavior Annual Conference, Research presentation, July 2012.

"Introduction to Behavioral Economics in Food Choices"
Montana SNA Key Note Address with Adam Brumberg, Billings, MT, June 2013.

"Healthy Convenience: Nudging Students Toward Healthier Choices in the Lunchroom"
Environmental Design Research Association: Distinguished Paper Award, Research presentation, May 2013.

"Kitchen Counter Correlates of Obesity"
Environmental Design Research Association, Research presentation, May 2013.

"Happier Meals: How Happy Meal Changes Altered Related Food Choices"
McDonald's Corporation, Oakbrook, IL, Jan 2013.

"The Impact of New School Lunch Guidelines"
United States Department of Agriculture: FNS/ERS, Presented with A.Brumberg, K. Hoy, D. Just, and B. Wansink, Nov 2012.

"A Source of Contention or Nutrition: An Assessment of Removing Flavored Milk from School Lunchrooms"

Society for Nutrition Education and Behavior Annual Conference, Poster presentation, Jul 2012.

"Total Lunchroom Makeovers: Using Environmental Changes to Encourage Healthier Eating"
Society for Nutrition Education and Behavior Annual Conference, Jul 2012; Food Environments: The Effects of Context on Food Choice, May 2012.

"Opportunity Knocks: An Economic Analysis of Television Advertisements"
Washington State University, Dec 2010; Western Economics Association International Annual Conference, Research presentation, July 2010.

ORGANIZED CONFERENCE SESSIONS

"Experimental Auctions and Other Experimental Stimuli in Agri-Environmental Research: Methods and Policy Implications"
Agricultural and Applied Economics Association Annual Meeting, August 2018

"United States Food Assistance Programs: New Evidence for Program Impact and Recipient Behavior."
American Economic Association Annual Meeting, January 2017.

"Behavioral Economics and Food Choice: Understanding the Environmental and Neurological Mechanisms that Influence Behavior." Agricultural and Applied Economics Association Annual Meeting, July 2014.

"The Forces Without…and Within: When Conflicting Goals in the Food Industry Contribute to Obesigenic Environments." Agricultural and Applied Economics Association Annual Meeting, August 2013.

"Smarter Lunchrooms: Cost-Effective Methods for Measuring and Reducing Waste in School Lunchrooms." NE Agricultural and Resource Economics Association Annual Meeting, June 2013.

"Behavioral Innovations that Nudge Students to Eat Healthier Lunches." American Public Health Association Annual Meeting, Oct 2013.

PREVIOUS EMPLOYMENT:

2014-Present: Assistant Professor, Department of Human Sciences, Ohio State University
2011-2014: Cornell University (Ithaca, NY) – Postdoctoral Research Associate; Research Director for the Cornell Center for Behavioral Economics in Child Nutrition Programs; Lead Analyst for the Cornell Food and Brand Lab
2010-2011: Graduate student instructor for International Trade and Finance, Washington State University
2008-2010: Graduate student research assistant, Washington State University
Sum 2008: Visiting instructor, Mathematical Statistics for Economists, Brigham Young University
2007-2008: Research assistant, University of Washington
2006-2008: Graduate student teaching assistant, Fundamentals of Microeconomics, Intermediate Macroeconomic Analysis, Money and Banking, Ph.D. Microeconomic Theory I, Ph.D. Macroeconomic Theory I, Theory of the Firm and Market Policy, Washington State University

OUTREACH AND EXTENSION TRAININGS

"Making Hidden Persuaders and Mindless Eating Work for Us"
Palo Verde Nuclear Generating Facility, Tonopah, AZ, March 2018

"Behavioral Economics: Insights for Behavior Change"
Abbott Nutrition, Columbus, OH, December 2017

"Refresh Your Smarter Lunchrooms Movement Initiatives"
Ohio Department of Education Meeting, December 2016

"Columbus City Schools Study Information"
Columbus City Schools District Food Service Directors Training, August 2016

"Behavioral Economics in School Lunchrooms: An Experimental Approach."
Workshop in Lansing, MI, Jun 2013; Montana School Nutrition Association in Bozeman, MT, Jun 2013; Annual Smarter Lunchrooms Symposium in Ithaca, NY, May 2013; Workshop in Columbus, OH, Dec 2012; School District Board Meeting in Lansing, NY, Jun 2013

"Using Data in a Smarter Lunchrooms Makeover."
Recorded videos, Aug 2012; Society for Nutrition Education and Behavior Workshop, Jul 2012.

"Behavioral Economics Research in School Lunchrooms: Background and Experimental Design."
NYC Department of Education Food Service Meeting, Mar 2012.

"Nudging Nutrition: What We Can Do To Make A Difference."
BOCES Summer Food Service Managers Meeting, Savona, NY, Aug 2011.

SERVICE

Graduate Advising

Current Students

Yiting Lan: Dissertation Advisor. Expected completion May 2020
Congrong Ouyang: Dissertation Committee. Expected completion May 2019
Dongyue Ying: Dissertation Committee. Expected completion May 2021
Xianhua Zai: Dissertation Committee. Expected completion May 2021

Graduated Students

Gui-Jeong Kim, PhD Advisor: Apr 2016-Jul 2017. Graduated. Employment: Samsung, Seoul, South Korea. Publications: 1.
Yiting Lan, MS Advisor: Aug 2015-May 2017. Graduated. PhD student at Ohio State University, Department of Human Sciences.
Botong Shang, MS thesis committee: Aug 2014-May 2015. Graduated. Employment: PhD student at University of Rochester, Department of Finance.
Haleigh Golub, MS thesis committee: Aug 2014-May 2015. Graduated. Employment: University Hospitals, Cleveland, OH.

Undergraduate Advising

George Dial, Independent Study Supervisor: Jan-Apr 2018
Christina Miller, Human Sciences Department Internship Supervisor: Aug-Dec 2016
Caroline Gonzalez, Economics Department Internship Supervisor: Aug-Dec 2016
Gina Harville, Public Health Department Internship Supervisor: Jan-Apr 2016
Shannon Bradley, Public Health Department Internship Supervisor: Jan-Apr 2016

Editorial Board

Journal of Consumer Affairs

Article Reviewer

Agricultural and Resource Economics Review, American Journal of Agricultural Economics, American Journal of Clinical Nutrition, American Journal of Preventive Medicine, Appetite, Applied Economic

Perspectives and Policy, British Journal of Nutrition, Economics and Human Biology, Economic Inquiry, Environment and Behavior, European Journal of Marketing, European Journal of Social Psychology, Health Education and Behavior, Journal of the Academy of Nutrition and Dietetics, Journal of Agricultural and Resource Economics, Journal of Consumer Affairs, Journal of Economics and Psychology, Journal of Health Economics, Journal of Nutrition, Journal of Public Health, Journal of Service Management, Obesity Journal, Psychology and Marketing.

Grant Reviewer

Decision, Risk, and Management Sciences Program of the NSF
SES-Economics program of the NSF

University Service

Committee for Diversity and Inclusion, Fall 2014-Spring 2015
Consumer Sciences Graduate Studies Committee, 2014-Present
Department faculty search committee, Fall 2017-Spring 2018
Denman Undergraduate Research Forum Judge, Spring 2017
PhD Oral Defense Graduate Faculty Representative, Spring 2015, 2016, and 2017.

News Appearances

ABC News, CBS News, Good Morning Columbus, Reader's Digest, The Atlantic, Boston Globe, Fitness Magazine, Huffington Post, Inside Higher ED, LA Times, NBC News, NPR, Pacific Standard, New York Times, Washington Post, Postmedia News, Yahoo Health

PROFESSIONAL ACTIVITIES

Consulting

Lewis County, WA; McDonald's Corporation; Perkins Eastman; Ohio Health; Market Insights.

Memberships

Agricultural and Applied Economic Association; American Economic Association

Affiliations

Food Innovation Center, Ohio State University; Initiative for Food and AgriCultural Transformation (InFACT), Ohio State University; Ohio Agricultural Research and Development Center (OARDC), Ohio State University

Leadership Positions

Member at large for the Institutional and Behavioral Economics Section of the Agricultural and Applied Economics Association 2015-2016

Workshops

Introduction to R, Ohio State University; Agricultural and Applied Economics Association, Mentor-Mentee Workshop; Graduate Student Workshop in Experimental Economics, Chapman University

Guest Lecturer

Penn State University, Food Product Marketing; Indiana University, Economics of Obesity; The Ohio State University, Social Determinants of Obesity.

Service

Abstract and graduate student paper competition reviewer for Agricultural and Applied Economics Association

AWARDS AND HONORS

Top 10 Most Accessed Articles in 2014, Society for Nutrition Education and Behavior

Distinguished Extension/Outreach Program Group Award: Agricultural and Applied Economics Association, 2013.

Best Full Length Paper: Environmental Design and Research Association Annual Meeting, 2013.

Graduate and Professional Student Association Research Excellence Award, Washington State University, 2010.

SKILLS

Statistical and Mathematica Software

Stata, GAUSS, SAS, Mathematica, Excel

Languages

English: Native
Portuguese: Conversant