

David E. Broockman

CONTACT INFORMATION

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ACADEMIC APPOINTMENT

Stanford Graduate School of Business
Assistant Professor, Political Economy, Fall 2015 - Present

EDUCATION

University of California, Berkeley
Ph.D., *Political Science*, May 2015
★ Dissertation Cmte.: Eric Schickler, Jasjeet Sekhon, Laura Stoker, and Sarah Anzia
M.A., *Political Science*, 2012
★ Fields: American Politics (with distinction), Political Behavior, Political Methodology

Yale University

B.A., *Political Science (Intensive)*, 2011 (*Cum Laude*, With Distinction in Political Science)

JOURNAL ARTICLES

15. **Broockman, David E.** and Joshua L. Kalla and Jasjeet S. Sekhon. 2017. [The Design of Field Experiments With Survey Outcomes: A Framework for Selecting More Efficient, Robust, and Ethical Designs](#). *Political Analysis*, Forthcoming.
14. **Broockman, David E.** and Joshua L. Kalla. 2016. [Durably reducing transphobia: a field experiment on door-to-door canvassing](#). *Science*, 352(6282): 220-224.
13. **Broockman, David E.** and Daniel M. Butler. 2016. [The Causal Effects of Elite Position-Taking on Voter Attitudes: Field Experiments with Elite Communication](#). Forthcoming, *American Journal of Political Science*.
★ Winner of the Best Paper award from the APSA Experimental Research section.
12. **Broockman, David E.** and Timothy J. Ryan. 2016. [Preaching To The Choir: Americans Prefer Communicating To Copartisan Elected Officials](#). Forthcoming, *American Journal of Political Science*.
11. **Broockman, David E.** 2016. [Approaches to Studying Policy Representation](#). *Legislative Studies Quarterly* 41(1): 181-215.
10. Joshua L. Kalla and **David E. Broockman**. 2016. [Campaign Contributions Facilitate Access to Congressional Officials: A Randomized Field Experiment](#). *American Journal of Political Science* 60(3): 545-558.
9. **Broockman, David E.** and Daniel M. Butler. 2015. [How Do Committee Assignments Facilitate Legislative Party Power? Evidence from a Randomized Lottery in the Arkansas State Legislature](#). *Journal of Experimental Political Science*, 2(2): 152-163.
8. **Broockman, David E.** 2014. [Distorted Communication, Unequal Representation: Constituents Communicate Less To Representatives Not Of Their Race](#). *American Journal of Political Science*, 58 (2): 307-321.
7. **Broockman, David E.** 2014. [Can the Presence of Additional Female Politicians and Candidates Empower Women to Vote or Run For Office? A Regression Discontinuity Approach](#). *Electoral Studies*, 34 (June): 190-204.
★ Honorable Mention, 2011 Catt Prize for Research on Women and Politics
6. **Broockman, David E.** and Donald P. Green. 2014. [Do Online Advertisements Increase Political Candidates' Name Recognition or Favorability? Evidence from Randomized Field Experiments](#). *Political Behavior* 36 (2): 263-289.

5. **Broockman, David E.** 2014. Mobilizing Candidates: Political Actors Strategically Shape the Candidate Pool with Personal Appeals. *Journal of Experimental Political Science*, 1 (2): 104-119.
4. **Broockman, David E.** 2013. Black Politicians Are More Intrinsically Motivated To Advance Blacks' Interests: A Field Experiment Manipulating Political Incentives. *American Journal of Political Science*, 57 (3): 521-536.
 - ★ Winner of the [Lawrence Longley Award](#) for the best article on representation and electoral systems published in 2013 from the APSA Representation and Electoral Systems section.
3. **Broockman, David E.** 2012. The 'Problem of Preferences': Medicare and Business Support for the Welfare State. *Studies in American Political Development*, 26 (2): 83-106.
2. Butler, Daniel M. and **David E. Broockman.** 2011. Do Politicians Racially Discriminate Against Their Constituents? A Field Experiment on State Legislators. *American Journal of Political Science*, 55 (3): 463-477.
 - ★ Honored in *Science*.
 - ★ Among top ten most read articles in *AJPS* in 2011.
1. **Broockman, David E.** 2009. Do Congressional Candidates Have Reverse Coattails? *Political Analysis*, 17 (4): 418-434.

IN PROGRESS Conservative Bias In Perceptions of Public Opinion Among American Political Elites. (with Chris Skovron)

Having Their Cake and Eating It, Too: (Why) Party Leaders Prefer Nominating Extreme Candidates. (with Nicholas Carnes, Melody Crowder-Meyer, and Chris Skovron)

Taste-Based Discrimination Against Non-White Political Candidates: Evidence from a Natural Experiment. (with Evan Soltas)

The Delegate Paradox: Why Polarized Politicians Can Represent Citizens Best. (with Douglas J. Ahler)

OTHER WRITING [Irregularities in LaCour \(2014\)](#). (with Joshua Kalla and Peter Aronow)

- ★ Winner of 2015 Leamer-Rosenthal Prize for Open Social Science

[Experiments show this is the best way to win campaigns. But is anyone actually doing it?](#) (with Joshua Kalla)

[Facebook: A New Frontier for Field Experiments](#). (with Timothy Ryan)

GRANTS Walter and Evelyn Haas Jr. Fund, \$10,000, 2016 (with Joshua Kalla)

Center for Open Science, \$16,400, 2015 (with Neil Malhotra)

Gill Foundation, \$95,000, 2015 (with Joshua Kalla)

PATENT APPLICATION Patent Application Under Review: "System and Method for Determining Effectiveness of Content Items in a Computer Network Environment" (with Randall Lewis, John Pau, Robert Saliba, and Abdelhamid Abdou). Filed by Google, Inc.

SELECTED NON-ACADEMIC EMPLOYMENT AND SERVICE Senior Analyst, [Economics, Google](#), Mountain View, CA **May 2013 - Dec 2016**

- Created and leading research project to compare the effects of advertisements on attitudes in order to test hypotheses about mass communication.

Fellow, [CREDO Mobile](#), San Francisco, CA **June 2011 - June 2015**

- Randomized field experiments on voter persuasion and political advocacy.

- Analyst, **Analyst Institute**, Washington, DC (remotely) **September 2009 - May 2011**
- Design and analysis of randomized field experiments on voter persuasion and mobilization.
- Fellow, **New Organizing Institute**, Washington, DC (remotely) **June 2010 - September 2010**

AWARDS AND FELLOWSHIPS

- Stanford Graduate School of Business
- Academic Recognition Dinner for Receiving Strongest Student Evaluations, 2016
 - **Spence Faculty Scholar**, 2016-7
- Best Paper Award**, APSA Experimental Research Section, for “Causal Effects of Elite Position-Taking,” 2016
- Leamer-Rosenthal Prize for Open Social Science**, Emerging Researcher Prize, Berkeley Initiative for Transparency in Social Science (BITSS) 2015
- Lawrence Longley Award**, for the best article on representation and electoral systems, APSA Section on Representation and Electoral Systems, for “Black Politicians Are More Intrinsically Motivated to Advance Blacks’ Interests,” 2013
- Honorable Mention, Catt Prize for Research on Women and Politics**, 2011
- University of California, Berkeley
- **Peter H. Odegard Award**, “Given every spring to doctoral students in their third year who have performed exceptionally on coursework and the preliminary examinations,” 2014
 - **David M. Howard Memorial Prize**, “Awarded to an exceptionally deserving UC Berkeley graduate student conducting research in the field of American political behavior,” 2012
 - **Travers Fellowship**, 2011-5
- National Science Foundation Graduate Research Fellowship**, 2011
- Presidential Scholars Award**, Harvard University, 2011 (Declined) “Awarded yearly to the 25 most talented admitted PhD students in the humanities and social sciences.”
- First Prize, Award for Outstanding Undergraduate Research in African-American Politics**, TAMU Project for Equity, Representation, and Governance, 2011
- Yale University
- **Frank M. Patterson Prize**, For the Best Senior Essay on the American Political System, 2011
 - **Saslow Prize**, For the Best Senior Essay Relevant to a Constitutional Issue, 2011
 - **Obernauer Prize**, For the Best Senior Essay Promoting Understanding Between Groups, 2011
 - **David C. DeFrost/Townsend Premium Prize**, Third Place, 2011
 - **Mellon Research Grants**, 2010 and 2011
 - **Dean’s Research Fellowship in the Social Sciences**, 2010
 - **Frank M. Patterson Political Science Dept. Summer Research Grant**, 2010
 - **Richter Summer Research Fellowship**, 2010
 - **Daniel Tyler Prize**, “For A Distinguished Sophomore In Political Science”, 2009
- National Merit Scholarship**, 2007

PH.D. STUDENTS ADVISED Zhao Li.

TEACHING *Measuring Impact in Practice*, Stanford Graduate School of Business
Strategy Beyond Markets, Stanford Graduate School of Business
 Co-instructor, *Design and Analysis of Field Experiments*, **Master of Information and Data Science Program**, UC Berkeley

ACADEMIC SERVICE	Referee for <i>American Journal of Political Science</i> (x10, 'Super Reviewer' 2012, 2013, 2014); <i>American Political Science Review</i> (x6); <i>American Politics Research</i> (x2); <i>British Journal of Political Science</i> (x7); <i>Business and Politics</i> ; <i>Economic Inquiry</i> ; <i>Electoral Studies</i> (x4); <i>Journal of Economic Behavior and Organization</i> ; <i>Journal of the European Economic Association</i> ; <i>Journal of Experimental Political Science</i> (x3); <i>Journal of Experimental Psychology: General</i> ; <i>Journal of Information Technology and Politics</i> ; <i>Journal of Politics</i> (x10); <i>Journal of Public Economics</i> ; <i>Journal of Race, Ethnicity, and Politics</i> ; <i>Journal of Women, Politics, and Policy</i> ; <i>Legislative Studies Quarterly</i> (x9); <i>National Science Foundation</i> (x2); <i>Party Politics</i> ; <i>Political Analysis</i> (x2); <i>Political Communication</i> ; <i>Political Behavior</i> (x6); <i>Political Psychology</i> ; <i>Political Research Quarterly</i> (x6); <i>Politics and Governance</i> ; <i>Politics, Groups, and Identities</i> (x2); <i>Proceedings of the National Academy of Sciences</i> ; <i>PS: Political Science and Politics</i> (x2); <i>Public Opinion Quarterly</i> ; <i>Quarterly Journal of Political Science</i> (x4); <i>Research and Politics</i> ; <i>Science</i> ; <i>Social Science Quarterly</i> ; <i>State Politics and Policy Quarterly</i> ; <i>Swiss National Science Foundation</i> (x2); <i>TESS</i>
PROFESSIONAL MEMBERSHIPS	<ul style="list-style-type: none"> • EGAP • APSA
INVITED TALKS	<ul style="list-style-type: none"> • Stanford METRICS, December 2016. • USC Marshall School of Business, December 2016. • University of Zurich, November 2016. • University of London Birkbeck, November 2016. • Duke Sanford Policy School, September 2016. • Northwestern Kellogg School of Business, September 2016. • University of California at Santa Barbara, November 2015. • Stanford PPRG, September 2015; November 2016. • Yale Conference on Climate Change Communication, October 2015. • Princeton CSDP, October 2015. • USC School of Law, December 2014. • UC Merced, October 2014. • Michigan State University, October 2014. • UCSD Human Nature Group, May 2014. • Columbia, April 2014. • MIT, May 2013.
CONFERENCE PRESENTATIONS	<ul style="list-style-type: none"> • <i>Polmeth</i>, 2015. • <i>MIT Conference on Ideal Points</i>, 2015. • <i>American Political Science Association</i>, 2013. • <i>Midwest Political Science Association</i>, 2014, 2013, 2012. • <i>Western Political Science Association</i>, 2013. • <i>Political Representation Fifty Years After Miller and Stokes</i>, Vanderbilt University, 2013. • <i>State Politics and Policy Conference</i>, 2012, 2011.
OTHER WRITING	"Facebook: A New Frontier for Field Experiments," <i>The Experimental Political Scientist</i> , Fall 2012. (with Timothy J. Ryan)
OTHER SKILLS	ArcGIS, Python, Morse Code
ACADEMIC REFERENCES	<p>Jasjeet Sekhon (email: sekhon@berkeley.edu; phone: (510)-642-1624)</p> <ul style="list-style-type: none"> • Professor, Political Science, University of California, Berkeley <p>Eric Schickler (email: eschickler@berkeley.edu; phone: (510)-643-2933)</p> <ul style="list-style-type: none"> • Professor, Political Science, University of California, Berkeley <p>Laura Stoker (email: stoker@socrates.berkeley.edu; phone: (510)-642-3396)</p> <ul style="list-style-type: none"> • Associate Professor, Political Science, University of California, Berkeley

Gabriel Lenz (email: glenz@berkeley.edu; phone: (510)-575-9971)

- Associate Professor, Political Science, University of California, Berkeley

Robert van Houweling (email: rpvh@berkeley.edu; phone: (510)-643-6678)

- Associate Professor, Political Science, University of California, Berkeley

Sean Gilmard (email: gilmard@berkeley.edu; phone: (510)-642-4677)

- Associate Professor, Political Science, University of California, Berkeley

Donald Green (email: dpg2110@columbia.edu; phone: (212)-854-0397)

- Professor, Political Science, Columbia University

David Reiley (email: dreiley@pandora.com)

- Research Scientist, Pandora