

David E. Broockman

CONTACT INFORMATION

Stanford Graduate School of Business
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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

17. Joshua L. Kalla and **David E. Broockman**. 2017. The Minimal Effects of Campaign Contact in General Elections: Evidence from 49 Field Experiments. *American Political Science Review*, Forthcoming.
16. Douglas J. Ahler and **David E. Broockman**. 2017. [The Delegate Paradox: Why Polarized Politicians Can Represent Citizens Best](#). *Journal of Politics*, Forthcoming.
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.
★ Winner of the Cialdini Prize from the Society for Personality and Social Psychology.
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)
- Wealthy Elites' Policy Preferences and Economic Inequality: The Case of Technology Entrepreneurs. (with Neil Malhotra and Gregory Ferenstein)

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

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, 2017
- **Spence Faculty Scholar**, 2016-7

Cialdini Prize, Society for Personality and Social Psychology, 2017

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. STUDENT ADVISING

Dissertation or Defense Committee Member: Jennifer Dannals, Soohee Kim, Zhao Li.

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| TEACHING | <p><i>Measuring Impact in Practice</i>, Stanford Graduate School of Business</p> <p><i>Strategy Beyond Markets</i>, Stanford Graduate School of Business</p> <p>Co-instructor, <i>Design and Analysis of Field Experiments</i>, Master of Information and Data Science Program, UC Berkeley</p> |
| ACADEMIC SERVICE | <p>Referee for <i>American Journal of Political Science</i> (x12); <i>American Political Science Review</i> (x7); <i>American Politics Research</i> (x2); <i>British Journal of Political Science</i> (x8); <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> (x12); <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> (x10); <i>National Science Foundation</i> (x2) ; <i>Party Politics</i>; <i>Perspectives on 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> (x7); <i>Political Science Research and Methods</i>; <i>Politics and Governance</i>; <i>Politics, Groups, and Identities</i> (x2); <i>Proceedings of the National Academy of Sciences</i> (x2); <i>PS: Political Science and Politics</i> (x2); <i>Public Opinion Quarterly</i> (x2); <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></p> |
| PROFESSIONAL MEMBERSHIPS | <ul style="list-style-type: none"> • EGAP • APSA |
| INVITED TALKS | <ul style="list-style-type: none"> • McGill, November 2017. • 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"> • MIT American Politics Conference, September 2017. • Nottingham Interdisciplinary Centre for Economic and Political Research (NICEP) Conference, 2017. • <i>Polmeth</i>, 2015. • MIT Conference on Ideal Points, 2015. • American Political Science Association, 2013. • Midwest Political Science Association, 2014, 2013, 2012. • Western Political Science Association, 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 | <p>“Facebook: A New Frontier for Field Experiments,” <i>The Experimental Political Scientist</i>, Fall 2012. (with Timothy J. Ryan)</p> |
| OTHER SKILLS | <p>ArcGIS, Python, Morse Code</p> |

ACADEMIC
REFERENCES

Jasjeet Sekhon (email: sekhon@berkeley.edu; phone: (510)-642-1624)

- Professor, Political Science, University of California, Berkeley

Eric Schickler (email: eschickler@berkeley.edu; phone: (510)-643-2933)

- Professor, Political Science, University of California, Berkeley

Laura Stoker (email: stoker@socrates.berkeley.edu; phone: (510)-642-3396)

- 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 Gailmard (email: gailmard@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