

# Jonathan Lucas Reddinger

Department of Economics  
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## References

**Gary Charness** Professor of Economics, UCSB [gary.charness@ucsb.edu](mailto:gary.charness@ucsb.edu)

**Erik Eyster** Professor of Economics, UCSB [erikeyster@ucsb.edu](mailto:erikeyster@ucsb.edu)

**Ignacio Esponda** Associate Professor of Economics, UCSB [iesponda@ucsb.edu](mailto:iesponda@ucsb.edu)

## Education

**Ph.D. Economics** University of California, Santa Barbara *Expected 2021*  
Committee: Gary Charness, Erik Eyster, Ignacio Esponda

**M.S. Applied Economics** Montana State University, Bozeman May 2010  
Committee: Robert Fleck, Christiana Stoddard, Timothy Fitzgerald

**B.A. Philosophy** Montana State University, Bozeman May 2007  
Second major in Economics, minor in Mathematics, *with highest honors*

## Research

**Fields:** Behavioral and Experimental Economics, Labor Economics, Decision Theory

**“Temptation: Immediacy and Certainty”**

[\*Job Market Paper\*](#)

**Abstract:** An option is especially tempting when it is both immediate and certain. I conduct an online experiment with longitudinal real-effort provision to test this hypothesis and study the effect of risk on present bias. My design permits dynamic inconsistency by having some decisions in advance of real-effort exertion, as well as decisions when the work is imminent. This novel design methodologically eliminates two types of risk created by the random incentive scheme, while still identifying present bias. When a decision is implemented with certainty, I find that the number of present-biased individuals is no different, but the intensity of their present-bias is far greater than under risk.

**JEL Codes:** D03, D81, D91

**Technology:** Cloud services, PHP, MySQL, Javascript (jQuery), XHTML, CSS

*Please find an online demonstration of the experiment on my website.*

**“Wage Policies, Incentive Schemes, and Motivation”** with Gary Charness and Michael Cooper

[Handbook of Labor, Human Resources and Population Economics, 2020](#)

**Abstract:** We review experimental and field evidence of how effort and performance in the labor market is affected by financial incentives and non-monetary motivators. Especially small incentives may crowd-out intrinsic motivation, while large incentives may cause choking. A wide variety of social preferences affect labor supply, including gift exchange, fairness, and reciprocity.

*Please find works in progress on my website.*

## Laboratory Experience

**UCSB Experimental and Behavioral Economics Laboratory** Feb 2020 – present

- Developed tools to improve account management; these augment the ORSEE software.
- Contributed technical fixes using PHP, Bash, and Perl scripts on the Linux ORSEE server.
- Managed the laboratory subject pool by carefully pruning inactive subject accounts.
- Coordinated sessions between laboratory researchers and graduate research assistants.

## Conference Presentations

<b>Economic Science Association, North America Conference</b>	Oct 2019
Loyola Marymount University and University of Southern California	
<b>Economic Science Association, Global Conference</b>	Sept 2020
<b>Economic Science Association, Job Market Series</b>	Nov 2020
<b>Western Economic Association, Virtual International Conference</b>	Mar 2021

## Academic Service and Affiliations

**Referee:** *Experimental Economics*

**Member:** American Economic Association, Economic Science Association

## Technology Expertise

**Statistical software** (advanced): Stata, Matlab, R, Python

**Experimental software** (advanced): ORSEE, oTree

**Other software** (expert): LaTeX, Git, Subversion, Microsoft Office

**Web development** (expert): PHP, MySQL, Javascript, CSS, HTML, various web frameworks

**Operating systems** (expert): FreeBSD, OpenBSD, Debian Linux, Microsoft Windows

**Infrastructure** (advanced): Amazon Web Services – Compute, Storage, Mechanical Turk

**Active certifications:** CompTIA Security+ #SY0-201, CompTIA Network+ #N10-004,  
CompTIA A+ #220-221, #220-222

*Prior* certifications: Microsoft Cert. Professional #070-210, Cisco Cert. Network Assoc. #840-801

## Teaching Experience

### Graduate Teaching Assistant

University of California, Santa Barbara

#### *Master's level*

Corporate Finance	Spring 2016
Econometrics II	Winter 2016
Econometrics I	Fall 2015

#### *For majors*

History of Economic Thought	Spring 2018
European Economic History	Spring 2018
Intermediate Macroeconomics	Spring 2014, Spring 2017
Finance	Winter 2013, Fall 2016, Winter 2017, Winter 2016, Spring 2016
Intermediate Microeconomics II	Spring 2012, Winter 2014, Winter 2015

#### *Pre-majors*

Intermediate Microeconomics I	Winter 2012, Fall 2014, Summer 2016, Fall 2013
Principles of Macroeconomics	Spring 2015
Statistics for Business & Economics	Fall 2011

#### *Non-majors*

Introduction to Economics	Winter 2015
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#### *Advisory role*

Online Instruction	Spring 2020, Summer 2020
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### Adjunct Instructor

Montana State University, Bozeman

#### *For majors*

Introductory Microeconomics	Fall 2010, Spring 2011
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### Graduate Teaching Assistant

Montana State University, Bozeman

#### *Master's level*

Econometrics I	Fall 2007, Fall 2008, Fall 2009
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#### *For majors*

Intermediate Microeconomics	Spring 2009
Benefit-Cost Analysis	Spring 2008
Honors Economics	Spring 2008

### Undergraduate Teaching Assistant

Montana State University, Bozeman

#### *For majors*

Introduction to Microeconomics	Spring 2007
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## Academic Publications, Non-Economics

“LISA Data Analysis Using Genetic Algorithms”

with Jeff Crowder and Neil J. Cornish

[Physical Review D 73, March 2006](#)

## Academic Awards and Honors

### University of California, Santa Barbara

Graduate Division	Research Award	Spring 2020
Department of Economics	Research Award	Spring 2014

### Montana State University, Bozeman

Dept. of Ag. Econ. and Econ.	Exceptional Comprehensive Exam	Spring 2008
Undergraduate Scholars Program	Research Award	Spring 2007
Undergraduate Scholars Program	Research Award	Fall 2006
Dept. of Ag. Econ. and Econ.	Research Award	Summer 2006
Undergraduate Scholars Program	Research Award	Summer 2006
Dept. of Ag. Econ. and Econ.	First Place, General Economics Exam	Spring 2006
Dept. of Ag. Econ. and Econ.	First Place, General Economics Exam	Spring 2005

## Technology Employment Experience

**RightNow Technologies, Inc. (acquired by Oracle)** Bozeman, MT Mar 2010 – Sept 2011

*Title 0: Quality Assurance Test and Documentation Engineer*      *Title 1: Software Engineer*

- Focused on web application engineering and upgrade engineering for production CRM systems.
- Specialized in technical documentation and business requirement drafting of production sites.
- Conducted quality assurance testing on upgrade engineering work, managing the UAT process.
- Held on-call duties for upgrades to production websites (e.g., Sony Online Ent., USPS, Sandisk).
- Guided projects shared with internal systems development teams and product development teams.
- Lead projects to increase visibility of team metrics and centralize tools used by upgrade engineers.

## Technology Consulting & Entrepreneurial Experience

**Love Discourse, LLP** Co-founder, Engineer, Economist Sept. 2010 – May 2011

- Designed a complete learning management system with subscription management and accounting.
- Managed all IT aspects of the firm, including production and development system administration.
- Ensured quality and usability of the learning management system through complete QA testing.
- Contributed economics curriculum content and matured existing content and articles.

**Balance Lifestyles, Inc.** Consultant, Engineer Jan. 2007 – Oct. 2007

- Developed a new e-commerce website emphasizing SEO and back-end usability.
- Recommended and implemented numerous successful marketing strategies.
- Employed industry best practices for web software architecture and source code management.
- Originally operating at a loss, this company went on to open a brick-and-mortar store.

**Riverguide, Inc. (acquired by Gartner)** Consultant, Engineer May 2007 – Aug. 2007

- Developed a new lead-generation website emphasizing conversion rates, SEO, and CRM.
- Optimized MySQL queries, designed complex search algorithms, and streamlined the back-end UI.
- Hired and managed subcontractors to help meet project milestone deadlines.
- Advocated development best practices—my platform was still used over three years months later.