

Date: August 7, 2018

# David E. Broockman

---

CONTACT INFORMATION      Stanford Graduate School of Business      *Phone:* (415)-390-6003  
655 Knight Way, E372      *E-mail:* [dbroockman@stanford.edu](mailto:dbroockman@stanford.edu)  
Stanford, CA 94305-7298      *Google Scholar:* <http://bit.ly/1nGjthi>

ACADEMIC APPOINTMENT      **Stanford Graduate School of Business**  
Assistant Professor, Political Economy, 2015 - Present

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

**Yale University**  
B.A., *Political Science*, 2011  
★ Thesis Advisor: Eleanor Powell

- JOURNAL ARTICLES
18. **David E. Broockman** and Christopher Skovron. 2018. [Bias In Perceptions of Public Opinion Among Political Elites](#). *American Political Science Review*, 112(3): 542-563.
  17. Douglas J. Ahler and **David E. Broockman**. 2018. [The Delegate Paradox: Why Polarized Politicians Can Represent Citizens Best](#). *Journal of Politics*, Forthcoming.
  16. Joshua L. Kalla and **David E. Broockman**. 2018. [The Minimal Effects of Campaign Contact in General Elections: Evidence from 49 Field Experiments](#). *American Political Science Review*, 112(1): 148-166.
  15. **Broockman, David E.**, 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*, 25(4): 435-464.
  14. **Broockman, David E.** and Daniel M. Butler. 2017. [The Causal Effects of Elite Position-Taking on Voter Attitudes: Field Experiments with Elite Communication](#). *American Journal of Political Science*, 61(1): 208-221.  
★ Winner of the Best Paper award from the APSA Experimental Research section.
  13. **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.
  12. **Broockman, David E.** and Timothy J. Ryan. 2016. [Preaching To The Choir: Americans Prefer Communicating To Copartisan Elected Officials](#). *American Journal of Political Science* 60(4): 1093-1107.
  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

The Political Behavior of American Economic Elites: Evidence from Technology Entrepreneurs. (with Neil Malhotra and Gregory Ferenstein)

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

A Natural Experiment on Taste-Based Discrimination in U.S. Elections. (with Evan Soltas)

Co-Principal Investigator, YCombinator Basic Income Study.

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

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

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

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.

AWARDS AND  
FELLOWSHIPS

Stanford Graduate School of Business

- **Academic Recognition Dinner** for Strongest Student Evaluations in Core Classes: 2016, 2017
- **Spence Faculty Scholar**, 2016-7

**W. Glenn Campbell and Rita Ricardo-Campbell National Fellow**, Hoover Institution, 2018-9

**Cialdini Prize**, Society for Personality and Social Psychology, 2017, "to recognize the publication that best explicates social psychological phenomena principally through the use of field research methods and settings"

**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

TEACHING

*Measuring Impact in Practice*, Stanford Graduate School of Business, 2017, 2018  
 \* Original course; materials now in use at Columbia GSB, Wharton, IFMR

*Strategy Beyond Markets*, Stanford Graduate School of Business, 2016, 2017, 2018  
 \* Academic Recognition Dinner for Strongest Student Evaluations in Core Classes: 2016, 2017

*Design and Analysis of Field Experiments* (Co-instructor), **Master of Information and Data Science Program**, UC Berkeley, 2014-2015  
 \* Original course; now typically highest rated DATASCI course at UC Berkeley

PH.D. STUDENT ADVISING

Advisor, Dissertation, or Defense Committee Member: Christian Fong, Christopher McConnell, Zhao Li, Tom Yu.

ACADEMIC SERVICE

Referee for *American Journal of Political Science* (x14); *American Political Science Review* (x9); *American Politics Research* (x2); *Applied Psychology: An International Review*; *British Journal of Political Science* (x9); *Business and Politics*; *Comparative Political Studies*; *Economic Inquiry*; *Electoral Studies* (x4); *Journal of Economic Behavior and Organization*; *Journal of the European Economic Association*; *Journal of Experimental Political Science* (x4); *Journal of Experimental Psychology: General*; *Journal of Information Technology and Politics*; *Journal of Politics* (x16); *Journal of Public Economics*; *Journal of Race, Ethnicity, and Politics*; *Journal of Women, Politics, and Policy*; *Legislative Studies Quarterly* (x11); *National Science Foundation* (x2); *Party Politics*; *Perspectives on Politics*; *Political Analysis* (x2); *Political Communication* (x3); *Political Behavior* (x6); *Political Psychology* (x2); *Political Research Quarterly* (x8); *Political Science Research and Methods*; *Politics and Gender*; *Politics and Governance*; *Politics, Groups, and Identities* (x3); *Proceedings of the National Academy of Sciences* (x3); *PS: Political Science and Politics* (x2); *Public Opinion Quarterly* (x2); *Quarterly Journal of Political Science* (x4); *Research and Politics*; *Review of Economics and Statistics*; *Science*; *Social Science Quarterly*; *State Politics and Policy Quarterly*; *Swiss National Science Foundation* (x2); *TESS*.

PROFESSIONAL MEMBERSHIPS

- EGAP
- APSA

INVITED TALKS AND PRESENTATIONS

- Yale University, January 2019.
- Brown University, November 2018.
- Wallis Conference, University of Rochester, September 2018.
- Queen's University, June 2018.
- UC Davis, May 2018.
- McGill Centre for the Study of Democratic Citizenship, 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; October 2017.
- 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.
- Vanderbilt University, February 2013.

- CONFERENCE PRESENTATIONS
- *PPSA*, 2018.
  - *EGAP*, 2018.
  - *Toronto Political Behavior Conference*, 2017.
  - *MIT American Politics Conference*, 2017.
  - *Nottingham Interdisciplinary Centre for Economic and Political Research (NICEP) Conference*, 2017.
  - *Polmeth*, 2015, 2018.
  - *MIT Conference on Ideal Points*, 2015.
  - *Yale Conference on Climate Change Communication*, 2015.
  - *American Political Science Association*, 2013.
  - *Midwest Political Science Association*, 2014, 2013, 2012.
  - *Western Political Science Association*, 2013.
  - *State Politics and Policy Conference*, 2012, 2011.

- SELECTED NON-ACADEMIC EMPLOYMENT
- |   |                                  |
|---|----------------------------------|
| Senior Analyst, <b>Economics</b> , <b>Google</b> , Mountain View, CA                | <b>May 2013 - Dec 2016</b>       |
| • Design of experimental frameworks for assessing causal effects of advertisements. |                                  |
| Fellow, <b>CREDO Mobile</b> , San Francisco, CA                                     | <b>June 2011 - June 2015</b>     |
| Analyst, <b>Analyst Institute</b> , Washington, DC (remotely)                       | <b>September 2009 - May 2011</b> |

OTHER SKILLS    ArcGIS, Python, Morse Code