

**John Ifcher, Ph.D.**

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IZA (Institute for the Study of Labor)  
[https://www.iza.org/en/webcontent/personnel/photos/index\\_html?key=8838](https://www.iza.org/en/webcontent/personnel/photos/index_html?key=8838)

**Publications**

- “Local Neighbors as Positives, Regional Neighbors as Negatives: Competing Channels in the Relationship between Others' Income, Health, and Happiness” (with Carol Graham and Homa Zarghamee). *The Journal of Health Economics* 57: 263-276 (2018).
- “Income Inequality and Well-Being in the U.S.: Evidence of Geographic-Scale- and Measure-Dependence” (with Carol Graham and Homa Zarghamee). *The Journal of Economic Inequality* (forthcoming).
- “The Rapid Evolution of Homo Economicus: Brief Exposure to Neoclassical Assumptions Increases Self-Interested Behavior” (With Homa Zarghamee). *The Journal of Behavioral and Experimental Economics* 75(C): 55-65 (2018).
- “The Great Recession and Life Satisfaction: The Unique Decline for Americans Approaching Retirement Age” (with Homa Zarghamee and Amanda Cabacungan). In “Markets, Governance, and Institutions in the Process of Economic Development” (Dr Ajit Mishra and Dr Tridip Ray, eds.), Oxford University Press: (2018).
- “Pricing Competition: A New Laboratory Measure of Gender Differences in the Willingness to Compete” (with Homa Zarghamee). *Experimental Economics* 19(3): 642-662 (2016).
- “The Earned Income Tax Credit, Mental Health, and Happiness” (with Cassey Boyd-Swan, Chris Herbst, and Homa Zarghamee). *The Journal of Economic Behavior & Organization* 126, Part A: 18-38 (2016).
- “Do Gender-Variant Preferences for Competition Persist in the Absence of Performance?” (with Homa Zarghamee). *Economic Inquiry* 54(4): 1918-1930 (2016).
- “The Increasing Happiness of Parents” (with Chris Herbst). *Review of Economics of the Household* 14(3): 529-551 (2016) (formerly entitled, “A Bundle of Joy: Does Parenting Really Make Us Miserable?”).
- “Inequality of Happiness: Evidence of the Compression of the Subjective-Well-Being Distribution with Economic Growth” (with Homa Zarghamee). In *Inequality and Growth: Patterns and Policy: Volume I: Concepts and Analysis* (Joseph E. Stiglitz and Kaushik Basu, eds.), Palgrave: New York, NY (2016) (formerly entitled, “Subjective-Well-Being Inequality and Per Capita Income: Evidence from the World Values Surveys”).
- “Ethics and Experimental Economics” (with Homa Zarhgamee). In *Practicing Professional Ethics in Economics and Public Policy* (Elizabeth A. M. Searing and Donald R. Searing, eds.), Springer: New York, NY. (2016).
- “Affect and Overconfidence: A Laboratory Investigation” (with Homa Zarghamee). *The Journal of Neuroscience, Psychology, and Economics* 7(3): 125-150 (2014).
- “Trends in the Happiness of Single Mothers: Evidence from the General Social Survey” (with Homa Zarghamee). *The Journal of Happiness Studies* 15(5): 1219-1238 (2014).
- “Happiness and Time Preference: The Effect of Positive Affect in a Random-Assignment Experiment” (with Homa Zarghamee). *The American Economic Review* 101(7): 3109-3129 (2011).
- “The Happiness of Single Mothers after Welfare Reform.” *The B.E. Journal of Economic Analysis & Policy* 11(1) (Topics): 1-27 (2011).
- “Spend or Save? Study or Party? Smoke or Quit?” (with Homa Zarghamee). In *Shift & Reset* (Brian Reich, ed.). John Wiley & Sons, Inc.: Hoboken, NJ (2011).

“Identifying the Effect of a Welfare-to-Work Program Using Capacity Constraint: a New York City Quasi-Experiment.” *Eastern Economics Journal* 36(3): 299-316 (2010).

“General Assistance Recipients and Welfare-To-Work Programs: Evidence from New York City.” *Poverty & Public Policy* 2(3): 171-193 (2010).

“Adults’ Abilities To Detect Children Who Are Ready To Learn” (with Michelle Perry and J. Wooley) *International Journal Of Behavioral Development* 18(2): 365-381 (1995).

### **Work In Progress**

“Relative Income and Happiness: An Experiment” (with Lina Diaz, Dan Houser, and Homa Zarghamee). IZA Discussion Paper 11763 (2018). (under review).

“Behavioral Economic Phenomena in Decision-Making for Others” (with Homa Zarghamee). IZA Discussion Paper 11946 (2018). (under review). (Funded by a Russel Sage Foundation Research grant).

“Experiencing Poverty in an Online Simulation: Effects on Players’ Beliefs, Attitudes and Behaviors about Poverty” (with Christine Bachen, Pedro Hernandez-Ramos, Chad Raphael, and Michael Broghammer) (under review).

“A Laboratory Investigation of Fehr and Schmidt Using Self-Report Satisfaction Ratings” (with Lina Diaz, Dan Houser, and Homa Zarghamee).

“Gender Distribution of Economics Department Chairs” (with Homa Zarghamee and Hope Cohen).

### **Education**

Ph.D. in Economics, University of California, Berkeley, California, 2004

Dissertation: “Workfare, Job Training, and Welfare Caseloads”

Committee: Alan Auerbach (chair), Emmanuel Saez, and Steven Raphael

Fields: Public Finance and Advanced Microeconomic Theory

M.P.A., Columbia University, New York, New York, 1993

Concentration: Advanced Management Techniques

B.S. (with high distinction), University of Michigan, Ann Arbor, Michigan, 1989

Majors: Computer Science and Psychology

### **Awards and honors**

Recipient, University Research Grant, Santa Clara University, “Effects of an Online Poverty Simulation on Attitudes toward People in Poverty and Willingness to Take Action on Poverty” (with Christine Bachen, Pedro Hernandez-Ramos, and Chad Rafael), 2017

Recipient, The Society for the Advancement of Behavior Economics (SABE) Grant to fund Bay Area Behavioral and Experimental Economics Workshop (BABEEW) hosted at the Leavey School of Business (with Linda Kamas), 2017, 2012

Recipient, Russel Sage Foundation Research Grant, “Behavioral-Economic Phenomena in Group Decisions and Decisions for Others.” (with Homa Zarghamee and Jeremy Shapiro), 2016

Recipient, Exceptional Teaching Award, Leavey School of Business, Santa Clara University, 2015, 2013, 2009, 2008

Recipient, Exceptional Service Award, Leavey School of Business, Santa Clara University, 2015, 2014

Recipient, Leavey Grant, Leavey School of Business, Santa Clara University, 2014, 2013, 2012, 2011, 2010, 2009

Recipient, Presidential Research Grant, Santa Clara University, 2012, 2011, 2010, 2009

Recipient, Faculty-Student Research Assistance Program, Santa Clara University, 2012

Recipient, Hackworth Grant, Markulla Center for Applied Ethics, Santa Clara University, 2010, 2009

Recipient, Award for Best Public Policy Dissertation, Economics Department, Univ. of California, Berkeley, 2004

Recipient, Burch Center Dissertation Fellowship, Department of Economics, Univ. of California, Berkeley, 2002

Recipient, Dean’s Normative Time Fellowship, Univ. of California, Berkeley, 2001

Recipient, Outstanding Graduate Student Instructor Award, Univ. of California, Berkeley, 2000

James B. Angell Scholar, University of Michigan, Ann Arbor, 1985-1988

## Professional experience

Santa Clara University, Santa Clara, CA

Associate Professor of Economics, 2017-present

Assistant Professor of Economics, 2011-2017

Courses: Economics of Poverty & Inequality, Economics of the Public Sector, Economics Seminar, and Principles of Microeconomics

Research Fellow, IZA (Institute for the Study of Labor), 2016-present

Scholar, Economic Justice and the Common Good Institute, Bannan Institute, Santa Clara University, 2016-present

Faculty Associate, Collaborative for Teaching Innovation, Santa Clara University, 2016-2017

Visiting Fellow, Brookings Institution, Summer 2013

Visiting Faculty, George Mason University, Summer 2013

Adjunct Assistant Professor of Economics, Santa Clara University, Santa Clara, CA, 2008-2011

Lecturer & Senior Lecturer, Santa Clara University, Santa Clara, CA, 2005-2008

Principal Economic Analyst, UC Office of the President, Berkeley, CA, 2003-2004

Consultant, Human Resources Administration, New York, NY, 2001-2002

Teaching Assistant, Department of Economics, University of California, Berkeley, CA, 1998-2001

Graduate Microeconomics, Public Finance, Econometrics, Macroeconomics, and Introduction to Economics

Senior Advisor to the Commissioner, Department of Parks & Recreation, New York, NY, 1993-1998

Manage 50 employees and three divisions including Operations & Management Planning, Management Information Systems, and Training Academy. Coordinate workfare and privatization initiatives.

Adjunct Assistant Professor of Urban Planning, Columbia University, New York, NY, 1993-1997

Quantitative Techniques

Adjunct Assistant Professor of Public Affairs, Columbia University, New York, NY, 1996-1997

Advanced Analytic Techniques for Public Policy Analysis

Teaching Assistant, Columbia University, New York, NY, 1992-1993

Microeconomics and Policy Analysis

Research Assistant, Center for Clean Air Policy, Washington, DC, Summer 1992

Research Assistant, Department of Psychology, University of Michigan, Ann Arbor, 1989-1990

## Conferences and seminars

Invited presenter, University of California, Merced, Merced, CA, October 2018. Paper entitled: "Relative Income and Happiness: An Experiment" (with Lina Diaz, Dan Houser, and Homa Zarghamee).

Invited presenter, University of San Francisco, San Francisco, CA, October 2018. Paper entitled: "Relative Income and Happiness: An Experiment" (with Lina Diaz, Dan Houser, and Homa Zarghamee).

Invited attendee, Decision-Making for Others Workshop, Radboud University, Nijmegen, The Netherlands, July 2018. Co-author presented our paper entitled: "Behavioral Economic Phenomena in Decision-Making for Others" (with Homa Zarghamee).

Session organizer (12 sessions), presenter, and chair, Western Economic International Association Conference, Vancouver, British Columbia, Canada, June 2018. Paper entitled: "Relative Income and Happiness: An Experiment" (with Lina Diaz, Dan Houser, and Homa Zarghamee).

Co-organizer and presenter, Bay Area Behavioral and Experimental Economic Workshop (BABEEW), University of San Francisco, San Francisco, CA, May 2018. 40 scholars participated in the workshop and 28 presented their research. Paper entitled: "Relative Income and Happiness: An Experiment" (with Lina Diaz, Dan Houser, and Homa Zarghamee).

Presenter, USC Happiness Conference, Los Angeles, CA, April 2018. Paper entitled: "An Experimental Approach to Relative Income and Happiness" (with Homa Zarghamee, Lina Diaz, and Dan Houser).

Presenter, Economic Science Association World Conference, San Diego, CA, June 2017. Paper entitled: "Behavioral-Economic Phenomena in Group Decisions and Decisions for Others" (with Homa Zarghamee and Jeremy Shapiro).

Session organizer (17 sessions), presenter, and chair, Western Economic International Association Conference, San Diego, CA, June 2017. Paper entitled: "Behavioral-Economic Phenomena in Group Decisions and Decisions for Others" (with Homa Zarghamee and Jeremy Shapiro).

Co-organizer and presenter, Bay Area Behavioral and Experimental Economic Workshop (BABEEW), Santa Clara, CA, May 2017. 30 scholars participated in the workshop and 18 presented their research. Paper entitled: "Behavioral-Economic Phenomena in Group Decisions and Decisions for Others" (with Homa Zarghamee and Jeremy Shapiro).

Invited presenter, University of Utah, Salt Lake City, UT, November 2016. Paper entitled: "Does Studying Economics Make Students More Selfish? Evidence from a Laboratory Experiment" (With Homa Zarghamee).

Session organizer (8 sessions), presenter, and chair, Western Economic International Association Conference, Portland, OR, June 2016. Paper entitled: "Does Studying Economics Make Students More Selfish? Evidence from a Laboratory Experiment" (With Homa Zarghamee).

Co-organizer and presenter, Bay Area Behavioral and Experimental Economic Workshop (BABEEW), Berkeley, CA, May 2016. 60 scholars participated in the workshop and 35 presented their research. Paper entitled: "Does Studying Economics Make Students More Selfish? Evidence from a Laboratory Experiment" (With Homa Zarghamee).

Session organizer (6 sessions), presenter, and chair, Western Economic International Association Conference, Honolulu, HI, June 2015. Paper entitled: "Others' Income, Subjective Well-Being, and Health: Evidence from the Gallup Daily Poll" (with Carol Graham and Homa Zarghamee).

Co-organizer, Bay Area Behavioral and Experimental Economic Workshop (BABEEW), Santa Cruz, CA, May 2015. 70 scholars participated in the workshop and 36 presented their research.

Session organizer (5 sessions), presenter, and chair, Western Economic International Association Conference, Denver, CO, June 2014. Paper entitled: "Impact of Relative and Absolute Income on Happiness: A Laboratory Investigation" (with Lina Diaz, Dan Houser, and Homa Zarghamee).

Co-organizer and presenter, Bay Area Behavioral and Experimental Economic Workshop (BABEEW), Palo Alto, CA, May 2014. 50 scholars participated in the workshop and 38 presented their research. Paper entitled: "Gender and Competition in a Task without Agency" (with Homa Zarghamee).

Invited presenter, Claremont Graduate University, Pasadena, CA, December 2014. Paper entitled: "Using 'Piece-Rate Equivalents' and Relative Payoffs to Explore Gender Difference in the Willingness to Compete." (with Homa Zarghamee).

Invited presenter, Loyola Marymount University, Los Angeles, CA, December 2014. Paper entitled: "Using 'Piece-Rate Equivalents' and Relative Payoffs to Explore Gender Difference in the Willingness to Compete." (with Homa Zarghamee).

Invited presenter, LSB Breakfast Series, November 2014. Talk entitled: "The Economics of Happiness."

Invited presenter, SCU Grand Reunion, October 2014. Talk entitled: "The Economics of Happiness."

Presenter and co-organizer, Economic Sciences Association (ESA) North-American Conference, Santa Cruz, CA, October 2013. 300 scholars participated in the conference. Paper entitled: "Using 'Piece-Rate Equivalents' and Relative Payoffs to Explore Gender Difference in the Willingness to Compete." (with Homa Zarghamee).

Session organizer (8 sessions), presenter, and chair, Western Economic International Association Conference, Seattle, CA, June 2013. Papers entitled: "The Life Satisfaction of Those Approaching Retirement Age and the Great Recession: Evidence from the Behavioral Risk Factor Surveillance System" (with Amanda Taylor) and "Positive Affect and Overconfidence: A Laboratory Investigation" (with Homa Zarghamee).

Invited presenter, New Scholarship on Happiness, Duke Law School, Durham, NC, May 2013. Paper entitled: "The Earned Income Tax Credit (EITC), Health, and Happiness" (with Casey Boyd-Swan, Chris Herbst, and Homa Zarghamee).

Co-organizer, Bay Area Behavioral and Experimental Economic Workshop (BABEEW), San Francisco, CA, May 2013. 50 scholars participated in the workshop and 36 presented their research. Paper entitled: "Positive Affect and Overconfidence: A Laboratory Investigation" (with Homa Zarghamee).

Presenter, the American Economic Association Annual Meeting, San Diego, CA, January 2013. Paper entitled: "The Earned Income Tax Credit (EITC), Health, and Happiness" (with Casey Boyd-Swan, Chris Herbst, and Homa Zarghamee).

Invited presenter, Hong Kong Economics Association Annual Meetings, Hong Kong, December 2012. Paper entitled: “Subjective-Well-Being Inequality and Per Capita Income: Evidence from the World Values Surveys” (with Homa Zarghamee).

Session organizer (4 sessions), presenter, and chair, Western Economic International Association Conference, San Francisco, CA, July 2012. Paper entitled: “The Earned Income Tax Credit (EITC), Health, and Happiness” (with Casey Boyd-Swan, Chris Herbst, and Homa Zarghamee).

Co-organizer, Bay Area Behavioral and Experimental Economic Workshop (BABEEW), Santa Clara, CA, May 2012. Eighty scholars participated in the workshop and 56 presented their research. Paper entitled: “A Bundle of Joy: Does Parenting Really Make Us Miserable?” (with Chris Herbst).

Session organizer, American Economic Association Annual Meeting, Chicago, IL, January 2012. Session title: “The Impact of Negative Emotions on Economic Decisions” (with Homa Zarghamee).

Presenter, the Association of Public Policy Analysis and Management Fall Conference in Washington, DC, November 2011. Paper entitled: “A Bundle of Joy: Does Parenting Really Make Us Miserable?” (with Chris Herbst).

Presenter, Economic Sciences Association, Tucson, AZ, November 2011. Paper entitled: “Negative Affect and Overconfidence: A Laboratory Investigation” (with Homa Zarghamee).

Session organizer (2 sessions), presenter, and chair, Western Economic International Association Conference, San Diego, CA, July 2011. Paper entitled: “A Bundle of Joy: Does Parenting Really Make Us Miserable?” (with Chris Herbst).

Session co-organizer and presenter, Association of Public Policy Analysis and Management Fall Conference, Boston, MA, November 2010. Session entitled: “The Evolution of Single Mothers’ Happiness: Impacts of Welfare Reform and the Great Recession.” Paper entitled: “The Happiness of Single Mothers: Evidence from the General Social Survey.”

Session organizer, presenter, and chair, Western Economic International Association Conference, Portland, OR, July 2010. Session entitled: “Happiness and Happiness Inequality.” Paper entitled: “Economic Growth and Subjective-Well-Being Inequality.”

Invited speaker, Baruch College, Public Policy Seminar, July 2010. Paper entitled: “The Happiness of Single Mothers after Welfare Reform.”

Invited speaker, University of San Francisco, Economic Seminar, March 2010. Paper entitled: “The Happiness of Single Mothers after Welfare Reform.”

Presenter, CSIP Workshop, San Francisco, CA, September 2009. Paper entitled: “Happiness and Myopia: Evidence from a Random Assignment Experiment” (with Homa Zarghamee).

Session organizer and chair, International Association for Research in Economic Psychology (IAREP) and Society for the Advancement of Behavioral Economics (SABE) Joint conference, Halifax, Nova Scotia, July 2009. Session entitled: “The Impact of Happiness.”

Presenter, Western Economic International Association Conference, Vancouver, BC, July 2009. Paper entitled: “The Happiness of Single Mothers after Welfare Reform.”

Presenter, Happiness and Relational Goods Conference, Venice, Italy, June 2009. Paper entitled: “The Happiness of Single Mothers after Welfare Reform.”

Presenter, Population Association of America Conference, Detroit, MI, May 2009. Paper entitled: “The Happiness of Single Mothers after Welfare Reform.”

Presenter, Western Economic International Association Conference, Waikiki, HI, July 2008. Paper entitled: “The Effect of a Welfare-to-Work Program on General Assistance Recipients’ Homeless Shelter Use: Evidence from a Quasi-Experiment in New York City.”

Participant, Teaching Innovations Program Workshop, San Antonio, TX, June 2008.

### **Professional service**

Western Representative, Society for the Advancement of Behavioral Economics (SABE), 2013-present

Referee for American Economic Journal: Economic Policy, Demography, Econometrica, Economic Inquiry, Economics Journal, Evaluation and Program Planning, Journal of Economic Behavior & Organization, Journal of Economics Education, Journal of Economic Psychology, Journal of the European Economic Association, Journal

of Human Resources, Journal of Happiness Studies, Journal of Labor Economics, Journal of Neuroscience, Psychology, and Economics, Journal of Public Administration and Management, Kyklos, Management Science, Motivation and Emotion, Poverty and Public Policy, Psychological Science, Sociological Inquiry, and Social Welfare and Choice.

Leavey School of Business Undergraduate Leadership Team  
Chair, 2018-present  
Department representative, 2014-2017

Santa Clara University Academic Integrity Task Force  
Member, 2018-present

Undergraduate research supervision

Supervise honors theses

Alan Auerbach, "The Effect of Participation in Physical Education on Academic Performance: A Quantitative Analysis." June 2007.

Ella Sanman, "The Effect of Beer Taxes on High-Risk HIV/AIDS Behavior." June 2009.

Stephanie Sloane, "The Pursuit of Happiness: the Polis and Religion." June 2010.

Dylan Baker, "A Review of Experimental Studies in the Field of Identity Economics." June 2011.

Ana Yglesia, "Life Satisfaction in Latin America." June 2011.

Shannon Johnston, "Economic Wage Returns to STEM Skills." June 2013.

Amanda Taylor, "The Life Satisfaction of Those Approaching Retirement Age and the Great Recession: Evidence from the Behavioral Risk Factor Surveillance System." June 2013.

Mitch Adler, "Priming in a Theoretical Payoff Economic Game." June 2015.

Tiffany Iskandar, "Does Studying Economics Make You Selfish?" June 2016.

Reader honors theses

Lawrence Nelson, "Idle Hands: Analyzing Incarceration and Labor Market Outcomes." June 2015.

David Lyon, "Taming The Duck Curve: Incentivizing Residential Solar storage." June 2016.

Undergraduate advising

Advise students, undeclared undergraduate business students and economics majors

Faculty Advisor

Santa Clara University Economics Student Association, 2012-present

Course coordinator

Principles of Microeconomics (Economics 1), 2012-present

Hiring committee

Member, 2012-2013, 2018-2019

Department seminar organizer ("Yellow Pad")

Organizer, 2013-2014

## **Affiliations**

Board of Directors, Jewish Community Center of the East Bay, Berkeley, CA

Immediate Past President, 2016-present

President, 2013-present

Vice-president, 2011-2013

Chair, Development committee, 2010-present

Director, 2009-present

Parent Teacher Association, Claremont Middle School, Oakland, CA

Co-Vice President of Fundraising, 2016-2018

Treasurer, 2014-2016  
Secretary, 2013-2014

Board of Directors, BlueSkies for Children, Oakland, CA

President, 2007-2010

Co-Chair, Capital campaign (raised \$1.6m), 2005-2008

Co-President, 2004-2007

Director, 2004-2013

Member, American Economic Association, Economics Sciences Association, Royal Economic Society, Western Economic Association International