Curriculum Vitae
April 2024
Lucas C. Coffman
Boston College Economics
lucas.coffman@bc.edu
EDUCATION Harvard University, Ph.D., Business Economics, 2010
 Case Western Reserve University, B.A., Mathematics, Economics, ‘04
PRINCIPAL EMPLOYMENT
01/20 – present Assistant Professor of Economics, Boston College
07/16 – 12/19 Visiting Associate Professor of Economics, Harvard University
08/10 – 06/16 Assistant Professor, Department of Economics, Ohio State University
08/14 – 07/15 Visiting Assistant Professor of Economics, Stanford University
08/11 – 03/12 Visiting Assistant Professor of Economics, Yale School of Management
RESEARCH AND TEACHING INTERESTS
Applied Microeconomics, Experimental Economics, Development Economics, Behavioral
TEACHING
As Instructor
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Expectations Do Not Affect Punishment (unformatted free version)
The Journal of the Economic Science Association, December 2019, 5: 182—196.
Expectations-based reference dependence has been shown to be important across a variety of
contexts in Psychology and Economics. Do expectations play a role in moral judgment? The higher
our beliefs are relative to an outcome, do we punish more harshly? This paper reports a series of
experiments investigating the hypothesis that expectations as reference points per se affect
punishment. The experimental design varies the expectation the Punisher holds just before she learns
what actually occurred. In tandem with the manipulation, expectations are shown to vary significantly
and substantially. However, punishment does not respond to these exogenous changes in
expectations. After 17 sessions, 295 Punishers, and six experimental setups, expectations are shown
not to affect�嬀pectas"倀 17as

“The Size of the LGBT Population and the Magnitude of Anti-Gay Sentiment are Substantially
Underestimated”
Management Science, October 2017, 63(10): 3168—3186.
With Katherine Coffman and Keith M Marzilli-Ericson
We demonstrate widely-used measures of the LGBT population and anti-gay sentiment are
misestimated, likely substantially. We experimentally compare standard methodology of questioning
about sexual identity and anti-gay sentiment (direct questions, privacy, and anonymity) to a “veiled”
methodology that precludes inference about an individual but provides population estimates. The

“Intermediaries in Fundraising Inhibit Quality-Driven Charitable Donations”
Economic Inquiry,

“A Model of Information Nudges”
 With Clayton Featherstone and Judd Kessler

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BOOK CHAPTERS
“Replication”
Forthcoming. in Handbook of Experimental Economics Methods, Snowberg, Erik and Yariv, Leeat
eds. Elsevier Press.
 With Anna Dreber Almenberg
“Intermediation and Diffusion of Responsibility in Negotiation: A Case of Bounded
Ethicality”
2010. in Handbook of Negotiation and Conflict Resolution, Oxford Press
With Neeru Paharia, Harvard Safra Institute, and Max Bazerman, Harvard Business School
NEWS COVERAGE
Press for Coffman, Coffman & Ericson (2017):
The Atlantic, LA Times, Time, Pew Research, Slate, Psychology Today, Bloomberg (by Cass
Sunstein), NPR Los Angeles, Freakonomics
Wall Street Journal “Why the NFL Draft Drives Economists Crazy,” Sports Section, by Reed
Albergotti, April 22, 2010.
GRANTS AND AWARDS
2023 Boston College Research Incentive Grant for “Conspiracy and Status”
2022 $30,000 Ignite Grant from Boston College for “Work-Leisure Cue Interference”
2014-2016 USAID $1.26M grant for Belief Formation of the Returns to Schooling
2013 $100,000 Research Grant from Fundación INICIA (Dominican Republic)
2012 Behavioral Decision Making Initiative Grant (Ohio State)
2011 International Growth Centre Grant (LSE and Oxford)
2009 Harvard University Dissertation Completion Fellowship
2006, 2009 Harvard University Paul Warburg Funds, Research Award
2008 Harvard Program on Negotiation, Next Generation Grant

ADVISING

Graduate Students
2023+, All Boston College: Ryan Westphal (co-primary), Alex Opanasets (primary), Yuval Lidany
(co-primary), Emine Tasci (primary), Sravan Ramaswamy (primary), Yunus Coskun (primary), Ying
Wang (primary)
2022: Andrew Copland, Boston College (committee)
2018: Tanushree Jhunjhunwala, Ohio State (committee)
2017: Siqi Pan, Ohio State (committee)
2016: Anthony Bradfield, Ohio State (committee), Arjun Sengupta, Ohio State (primary)