

CURRICULUM VITAE

Name: Otis W. Gilley Date of Birth: April 10, 1952
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Academic and Professional Experience

September 2004 - Present	Head of the Department of Economics and Finance
September 1995 - Present	Clarke Williams/Century Telephone Enterprises Distinguished Professor
September 1994 - August 1995	Professor, Louisiana Tech University
September 1988 - August 1994	Associate Professor, Louisiana Tech University
July 1985 - August 1988	Associate Professor, University of Alaska
September 1979 - July 1985	Assistant Professor, University of Texas
September 1978 - August 1979	Research Fellow, CETA
September 1977 - August 1978	Graduate Research Assistant - CETA Project Grant
September 1975 - August 1977	Graduate Teaching Assistant, Purdue University

Degrees

B.S. - Economics 1975, The University of Texas at Arlington (highest honors)
M.S. - Economics 1977, Purdue University
Ph.D. - Economics 1979, Purdue University

Awards, Honors, and Grants

2006 - Citations of Excellence Top 50 Papers, The Emerald Management Reviews
2005 - Outstanding Researcher Award, CAB, Louisiana Tech University
2005 - Best Paper Award for Marketing Research, Society for Marketing Advances
2004 - Outstanding Researcher Award, CAB, Louisiana Tech University
2004 - AcademicKeys Who's Who in Social Sciences Higher Education
2003 - AcademicKeys Who's Who in Business Higher Education
1999 - Irwin McGraw-Hill Distinguished Paper Award from SWMA
1991 - Honorable mention, Best Article Award by Western Economics Association
International, for articles in *Economic Inquiry* for 1990
1991 - University Research Grant - Louisiana Tech University
1991 - CAB Research Grant - Louisiana Tech University
1989 - University Faculty Development Grant - Louisiana Tech University
1989 - CAB Research Grant - Louisiana Tech University
1988 - Lincoln Institute for Land Policy / International Association of Assessing Officers
Research Grant
1987 - University Faculty Research Grant - University of Alaska
1987 - School of Management Summer Research Grant - University of Alaska
1986 - School of Management Developmental Research Grant - University of Alaska
1984 - Microcomputer Educational Development Grant - IBM
1982 - Exxon Education Foundation Grant
1981 - Research Grant, The Center for Energy Studies, The University of Texas
1978 - CETA Doctoral Dissertation Grant
1976 - Outstanding Young Men of America Award

- 1976 - Outstanding Teacher Award, Purdue University
- 1975 - Purdue University Assistantship
- 1975 - Outstanding Economics Graduate, University of Texas at Arlington
- 1975 - Outstanding Economics Graduate of North Texas, by the Dallas Economists' Club
- 1975 - Who's Who in American Colleges and Universities

Professional Affiliations

American Economic Association
Southern Economic Association
Western Economic Association

Financial Management Association
American Real Estate Society
AREUEA

Courses Taught

Econometrics
Applied Econometrics
Graduate Microeconomic Theory
Mathematical Economics
Managerial Economics
Intermediate Microeconomics

Probability
Statistics
Real Estate
Introductory Microeconomics
Introductory Macroeconomics
Graduate Labor Economics

Refereed Publications

“On the Chinese B-Share Price Discount Puzzle: Some New Evidence,” with Ali F. Darrat, Yanhui Wu, and Maosen Zhong, *Journal of Business Research*, forthcoming.

“Can Retailers get Higher Prices for “End-of-Life” Inventory through Online Auctions?” with C. Woods, B. Alford, and R.W. Jackson, *Journal of Retailing*, Volume 81, Number 3, 2005, pp. 181-190. Received Citations of Excellence Top 50 papers award from The Emerald Management Reviews.

“An Analysis of REIT CEO Stock-Based Compensation,” with A. Pennathur and R. Shelor, *Real Estate Economics*, Volume 33, Number 1, March 2005, pp. 189-202.

“Professional Golf: Labor or Leisure,” with M. Chopin, *Managerial Finance*, Volume 26, Number 7, 2000, pp. 33-45.

“A Method for Spatial-Temporal Forecasting with an Application to Real Estate Prices,” with R. K. Pace, R. Barry, and C.F. Sirmans, *International Journal of Forecasting*, Number 16, 2000, pp. 229-246.

“The Hazards of High Yield Bonds,” with J. David Ashby and Marc C. Chopin, *Journal of Research in Finance*, Volume 2, Number 1, Summer 1999, pp. 6-30.

“Optimally Combining OLS and the Grid Estimator,” with R. K. Pace, *Real Estate Economics*, Volume 26, Number 2, 1998, pp. 331-347.

“An Examination of the Impact of Changes in the Maturity Mix of Government Borrowing on Long-Term Interest Rates,” with M. Chopin and R. Dickens, *Quarterly Journal of Business and Economics*, Vol. 36, No. 3, Summer 1997, pp. 37-48.

“Using the Spatial Configuration of the Data to Improve Estimation,” with R. K. Pace, *Journal of Real Estate Finance and Economics*, Vol. 14, No.3, May 1997, pp. 333-340. Reprinted in

Revealed Preference Approaches to Environmental Valuation Volume II, by Joseph Herriges and Cathy Kling, Ashgate Publishing Company, 2008.

“U.S. Oil Consumption, Oil Prices, and the Macroeconomy: A Reply,” with A.F. Darrat, *Empirical Economics*, Vol. 22, No.1, 1997, pp. 157-160.

“On the Harrison and Rubinfeld Data,” with R.K. Pace, *Journal of Environmental Economics and Management*, Vol. 31, November 1996, pp. 403-405.

“U.S. Oil Consumption, Oil Prices, and the Macroeconomy,” with A.F. Darrat and D.J. Meyer, *Empirical Economics*, Vol. 21, No. 3, 1996, pp. 317-334.

“Improving Hedonic Estimation with An Inequality Restricted Estimator,” with R.K. Pace, *Review of Economics and Statistics*, Volume 77, Number 4, November 1995, pp. 609-621.

“More on the Search for Giffen Goods,” with G.V. Karels, *Economic Inquiry*, Volume 32, Number 1, January 1994, pp. 175-177.

“Translating Prior Information Across Specifications to Improve Predictive Accuracy,” with R.K. Pace, *Journal of Business and Economic Statistics*, Volume 11, Number 3, July 1993, pp. 301-310.

“Price Appraisal of Investment Grade Gemstones,” with T.H. Willis and C.D. Abbey, *Southern Business and Economic Journal*, Volume 16, Number 1, October 1992, pp. 45-59.

“Petroleum Demand, Income Feedback Effects, and OPEC’s Pricing Behavior: Some Theoretical and Empirical Results,” with A.F. Darrat and D.J. Meyer, *International Review of Economics and Finance*, Volume 1, Number 3, 1992, pp. 247-260.

“Using Prior Information to Improve the Estimation Efficiency and Predictive Performance of Mass Appraisal Models,” with R. K. Pace, *Research in Real Estate Monograph Series: Vol. IV*, JAI Press, Spring 1992, pp. 183-202.

“A Two-Stage Imputation Procedure for Item Nonresponse in Survey Research,” with R.P. Leone, *Journal of Business Research*, Volume 22, Number 4, June 1991, pp. 281-291.

“In Search of Giffen Behavior,” with G.V. Karels, *Economic Inquiry*, Volume 29, Number 1, January 1991, pp. 182-189.

“A Hybrid Cost and Market Based Estimator for Appraisal,” with R. K. Pace, *Journal of Real Estate Research*, Volume 5, Number 1, Spring 1990, pp. 75-88.

“Information Costs and the Organization of Credit Markets: A Theory of Indirect Lending,” with M.E. Staten and J.R. Umbeck, *Economic Inquiry*, Volume 28, Number 3, July 1990, pp. 508-529. Received Honorable Mention for Best Manuscript in 1990 by the Western Economic Association.

“A Note on Consistent Conjectures: The Leontief Legacy,” with R. Kelley Pace, *Southern Economic Journal*, Volume 56, Number 3, January 1990, pp. 778-792.

“Estimation Employing A Priori Information Within Mass Appraisal and Hedonic Pricing Models,” with R.K. Pace, *Journal of Real Estate Finance and Economics*, Volume 3, Number 1, March 1990, pp. 55-72.

“Appraisal Across Jurisdictions Using Bayesian Estimation With Bootstrapped Priors for Secondary Mortgage Market Applications,” with R.K. Pace, *Property Tax Journal*, Volume 8, Number 1, March, 1989, pp. 27-42.

“Transportation Rates and Location of the Firm: A Comparative Static Analysis,” with Y.N. Shieh and N.A. Williams, *Journal of Regional Science*, Volume 28, Number 2, May 1988, pp. 231-238.

“A Ranking of the Top U.S. Economics Departments by Research Productivity of Graduates: A Comment,” *Journal of Economic Education*, Volume 17, Number 4, Fall 1986, pp. 307-310.

“Uncertainty, Experience and the ‘Winner’s Curse’ in OCS Lease Bidding,” with G.V. Karels and R.P. Leone, *Management Science*, Volume 32, Number 6, June 1986, pp. 673-682.

“Joint Ventures and Offshore Oil Lease Sales,” with G.V. Karels and R.M. Lyon, *Economic Inquiry*, Vol. 24, No. 2, April 1985, pp. 321-329.

“The Number of Competitors and Bid Prices: A Comment,” with G.V. Karels, *Southern Economic Journal*, Vol. 51, No. 3, January, 1985, pp. 921-923.

“The Competitive Effect in Bonus Bidding: New Evidence,” with G.V. Karels, *The Bell Journal of Economics*, Vol. 12, No. 2, Autumn 1981, pp. 637-648.

“Contacts, Non-Random Search Strategies and the Returns to Search: A Note,” with J.M. Barron, *The American Economic Review*, Vol. 71, No. 4, September 1981, pp. 747-752.

“The Economics of Oil Lease Bidding,” with G.V. Karels and R.M. Lyon, *Houston Law Review*, Vol. 18, No. 5, July 1981, pp. 1061-1072.

“Search Intensity, the Reservation Wage and the Duration of Unemployment,” *Quarterly Review of Economics and Business*, Vol. 12, No. 3, Autumn 1980, pp. 99-107.

“The Effect of Unemployment Insurance on the Search Process,” with J.M. Barron, *Industrial and Labor Relations Review*, Vol. 32, No. 3, April 1979, pp. 363-366.

Papers Under Consideration

“Job Market Signaling: What Drives the Productivity of Finance PhDs?” with D.J. Flagg and J.C. Park, November 2008, for submission to *Journal of Finance and Quantitative Analysis*.

“End-of-Life Inventory Disposition Through Online Auctions” with C. Woods, and B. Alford, June 2008, for submission to *Review of Economics and Statistics*.

Other Papers and Publications

“Imputing Values for Missing Data in Consumer Surveys,” with R.P. Leone, Institute for Constructive Capitalism Paper No. 84-12-1, The University of Texas at Austin, December 1984.

“An Investigation of ‘Winner’s Curse’ Behavior in Oil Lease Bidding,” with G.V. Karels and R.P. Leone, Institute for Constructive Capitalism Paper No. 84-08-02, The University of Texas at Austin, July 1984.

“Evidence on Joint Venture Formation for Offshore Oil Lease Sales,” with G.V. Karels and R.M. Lyon, Policy Study No. 23, November 1983, The Center for Energy Studies, The University of Texas at Austin.

“Bid Mode Strategies for Offshore Petroleum Lease Sales,” with G.V. Karels, Paper No. 79-1, Nov. 1979, Center for Economic Research, The University of Texas at Austin.

“A Theoretical and Empirical Investigation of Job Search Behavior,” U.S. Department of Labor Project Report No. 91-18-78-38, 1979. Available from the National Technical Information Service, Washington, D.C.

“A Test of Incentive Effects of UI Programs,” with J.M. Barron, Paper No. 667, Institute for Research in the Behavioral, Economic and Management Sciences, Purdue University, July 1978.

Books

Student Learning Guide for Economics Today, The Micro View, New York, Harper & Row Publishers, 1985. (First edition 1982.)

Student Learning Guide for Economics Today, The Macro View, New York, Harper & Row Publishers, 1985. (First edition 1982.)

Test Bank for Thompson's Principles of Economics, (first author and editor) Massachusetts, Addison-Wesley Publishing Company, 1985.

Student Learning Guide to accompany Miller/Antler Economics Today, with Rudolph A. Ffrench, New York, Harper & Row Publishers, 1985.

Study Guide to Accompany Intermediate Microeconomics, with G.V. Karels, Minnesota, West Publishing Company, 1984.

A Study Guide for Understanding Economics, Minnesota, West Publishing Company, 1983.

Selected Conference Presentations (Partial List)

“Spatial Variation in Diffusion of Technological Innovations at the Cross-National Level,” presented at SWFAD meeting, Houston, March 1999.

“Crowding Out, the Federal Deficit, and the Term Structure of Interest Rates,” presented at the Southern Economics Association meeting, New Orleans, November 1995.

“Market Structure and Managerial Decision Making,” presented at the Southern Economics Association meeting, New Orleans, November 1993.

“Improving Prediction in Non-Linear Specification via Prior Information,” with R.K. Pace, presented at the American Real Estate Society Meeting, Sarasota, April 1991.

“Prior Information and Functional Form Specification for Statistical Valuation Models,” with R.K. Pace, presented at the Allied Social Science Association Meeting, Washington D.C., December 1990.

“Using Inequality Restricted Least Squares to Tame Multicollinearity,” with R.K. Pace, presented at the Western Economics Association Meeting, San Diego, June 1990.

“Using Prior Information to Improve Estimation Efficiency and Predictive Performance for Mass Appraisal,” with R.K. Pace, presented at the American Real Estate Society Meeting, Lake Tahoe, March 1990.

“Estimation Employing A Priori Information Within Mass Appraisal and Hedonic Pricing Models,” with R.K. Pace, presented at the Western Economics Association Meeting, Lake Tahoe, June 1989.

“Using Bayesian Estimation With Bootstrapped Priors for Secondary Mortgage Market Applications,” with R.K. Pace, presented at the LILP/IAAO conference at Harvard University, August 1988.

“Multicollinearity and Extraneous Information: A Proposed Improvement for Statistical Appraisal Models,” with R. K. Pace, presented at the meeting of AREUEA, Chicago, December 1987.

“In Search of Giffen Behavior,” with G.V. Karels, presented at the Western Economic Association Meeting, Vancouver, B.C., July, 1987.

“An Equilibrium Screening Model of Segmented Markets for Consumer Durable Loans,” presented at the Econometric Society Meeting, New Orleans, December, 1986.

Work in Progress

“Analyzing Auction Data: What Doesn’t Sell Could Matter”

“A Spatial Econometric Model of Chain Store Demand”

“Male Labor Force Participation and Technological Change”

Referee Work

Canadian Journal of Economics

Economic Journal

Economic Inquiry

Energy Journal

Journal of Political Economy

Journal of Econometrics

Journal of Business and Economic Statistics

Review of Economics and Statistics

National Science Foundation

Journal of Human Resources

Journal of Money, Credit, and Banking

Journal of Economic Education

Land Economics

Quarterly Review of Economics and Business

Journal of Economic Dynamics and Control

Journal of Business and Economics

Journal of Real Estate Research

Journal of Applied Business Research

Quarterly Journal of Business and Economics

Social Science Quarterly

Real Estate Economics

Managerial and Decision Economics

Marine Resource Economics

Journal of Economics and Finance

Urban Studies

References

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