

## RICHARD J. PAULSEN, Ph.D.

[Rpaulsen@commonwealthu.edu](mailto:Rpaulsen@commonwealthu.edu)

<https://richardjpaulseneconomics.com>

Department of Economics & Finance

Commonwealth University of Pennsylvania - Bloomsburg

Bloomsburg, PA 17815

### EDUCATION

Ph. D. in Economics, *Northeastern University* 2014 – 2019

Dissertation Title: “Three Essays in Productivity and Earnings”

Fields: Labor Economics, Industrial Organization

Master of Arts, Economics, *Northeastern University* 2014 – 2016

Bachelor of Arts, Mathematics and Economics, *Utica College*, summa cum laude 2010 – 2014

### POSITIONS

Assistant Professor of Sport Management, *University of Michigan* Starting January 2024

Assistant Professor of Economics, *Commonwealth University of PA – Bloomsburg* 2020 – 2023

Lecturer of Economics, *University of Vermont* 2019 – 2020

Adjunct Instructor of Economics, *Bentley University* 2017 – 2019

### RESEARCH AND TEACHING FIELDS

Primary Fields: Labor Economics, Sports Economics

Secondary Fields: Cultural Economics, Industrial Organization, Economics of Education, Health

### PUBLICATIONS

**Paulsen, R. J.**, Alper, N., and G. Wassall. (2023). “Assessing the Role of Sexual Orientation in the U.S. Labor Market for Artists and Arts Majors”. Available online at *American Behavioral Scientist*.

**Paulsen, R. J.** (2023). “Student loan debt and the career choices of college graduates with majors in the arts”. Available online at *Journal of Cultural Economics*.

**Paulsen, R. J.**, and O. Boucot. (2023). Playing in a pandemic: The impact of family on performance in the NBA’s “bubble”. *Managerial and Decision Economics*, 44(4), 2102-2109.

Modestino, A., and **R. J. Paulsen**. (2023). School’s Out: How Summer Youth Employment Programs Impact Academic Outcomes. *Education Finance and Policy*, 18(1), 97-126.

Hindman, L., and **R. J. Paulsen**. (2022). Racial and Gender Inequality Regimes in Sport: Occupational Segregation and Wage Gaps in the U.S. Spectator Sports Industry. Available online in *European Sport Management Quarterly*.

**Paulsen, R. J.** (2022). Peer Effects and Human Capital Accumulation: Time Spent in College and Productivity in the National Basketball Association. *Managerial and Decision Economics*, 43(8), 3611-3619.

**Paulsen, R. J.** (2022). It's a party in the MLB: An analysis of shirking between games in Major League Baseball. *Journal of Sport Management*, 36(4), 319-329.

**Paulsen, R. J.** (2022). Arts Majors and the Great Recession: A Cross-Sectional Analysis of Educational Choices and Employment Outcomes. *Journal of Cultural Economics*, 46, 635-658.

**Paulsen, R. J.** (2021). New Evidence in the Study of Shirking in Major League Baseball. *Journal of Sport Management*, 35(4), 285-294.

**Paulsen, R. J.**, Alper, N., and G. Wassall. (2021). Arts Majors as Entrepreneurs and Innovators. *Small Business Economics*, 57(2), 2021, 639-652.

**Paulsen, R. J.**, Modestino, A., Alam, M., Hasan, M., Young, L., and G. Young. (2020). Patterns of Buprenorphine/Naloxone Prescribing: An Analysis of Claims Data from Massachusetts. *The American Journal of Drug and Alcohol Abuse*, 46(2), 216-223.

Modestino, A., and **R. J. Paulsen.** (2019). Reducing Inequality Summer by Summer: Lessons from an Evaluation of the Boston Summer Youth Employment Program, *Evaluation and Program Planning*, 72, 40-53.

**Paulsen, R. J.** (2018). Contract Options and Performance: The Case of Major League Baseball. *Atlantic Economic Journal*, 46(4), 379-388.

### **WORKING PAPERS**

“Addressing Endogeneity in Marginal Revenue Product Estimates of Shirking in Major League Baseball”

“Penalty or Power Play? Investigating the Occupational Segregation and Wage Disparities of U.S. Spectator Sports Employees in Same-Sex Cohabiting Relationships” (with J. McCharles and L. Hindmann)

“Who Shirks? A Look at Socio-Economic Status, Culture, and Shirking in Major League Baseball”

“The Affordable Care Act’s Dependent Coverage Expansion and the Career Choices of Young College Graduates with Degrees in the Arts” (with R. Dulal)

“Assessing the Role of Hubs in Determining Which Art Majors Work in Entrepreneurship and Innovation” (with N. Alper and G. Wassall)

“Poor Job Quality in the United States' Spectator Sport Industry? Evidence and Theoretical Explanation” (with C. McLeod and L. Hindmann)

### **WORKS IN PROGRESS**

“Health Insurance and Disability in the Sports Industry: Impacts of the ACA’s Dependent Coverage Expansion” (with C. McLeod and L. Hindmann)

“Factors Influencing Size, Duration, and Timing of Multi-Year Contracts in Major League Baseball” (with M. Sinkey)

“The Effects of Racial Discrimination on the U. S. Creative Economy” (with A. Cuyler)

Seeking funding through *National Endowment for the Arts – Research Grants in the Arts*

## INVITED PRESENTATIONS

- “The Affordable Care Act’s Dependent Coverage Expansion and the Career Choices of Young College Graduates with Degrees in the Arts” (with R. Dulal)
- Cultural Economics Online Seminar Series* October 2023
- “Who Shirks? A Look at Socio-Economic Status, Culture, and Shirking in Major League Baseball”
- 92<sup>nd</sup> Annual Conference for the Southern Economic Association* November 2022
- “Assessing the Role of Hubs in Determining Which Art Majors Work in Entrepreneurship and Innovation” (with N. Alper and G. Wassall)
- 92<sup>nd</sup> Annual Conference for the Southern Economic Association* November 2022
- “A Look at Occupations and Earnings of Sports Industry Workers in Same-Sex Relationships Using Census Data” (with J. McCharles and L. Hindmann)
- Mid-Atlantic LGBTQA Conference* November 2022
- “Addressing Endogeneity in Marginal Revenue Product Estimates of Shirking in Major League Baseball”
- University of Vermont Department of Economics Seminar Series* September 2022
- “Assessing the Role of Sexual Orientation in the U.S. Labor Market for Artists and Arts Majors” (with N. Alper and G. Wassall)
- Arts, Entrepreneurship, and Innovation (AEI) Lab Workshop* June 2022
- “Racial and Gender Inequality Regimes in Sport: Occupational Segregation and Wage Gaps in the U.S. Spectator Sports Industry” (with L. Hindman)
- North American Society for Sport Management Conference* June 2022
- “Student Loan Debt and the Career Choices of College Graduates with Majors in the Arts”
- 92<sup>nd</sup> Annual Conference for the Southern Economic Association* November 2022  
*BU Institute for Culture and Society’s Faculty Lecture Series* March 2022  
*Cultural Economics Online Seminar Series* March 2022
- “Technological Change and the Government’s Role in the Economy: A Look at Universal Basic Income”
- BU Institute for Culture and Society’s Explores the Future Lecture Series* February 2022
- “Peer Effects and Human Capital Accumulation: Time Spent in College and Productivity in the National Basketball Association”
- College Sport Research Institute 2021 Online Conference* March 2021
- “Arts Majors as Entrepreneurs and Innovators” (with N. Alper and G. Wassall)
- Association for Cultural Economics International ACEI2021 Online Conference* July 2021  
*Arts, Entrepreneurship, and Innovation (AEI) Lab Leveraging Creativity Workshop* June 2020

“It’s a party in the MLB: An analysis of shirking between games in Major League Baseball”

*88<sup>th</sup> International Atlantic Economic Conference* October 2019

“New Evidence in the Study of Shirking in Major League Baseball”

*13<sup>th</sup> Annual MIT Sloan Sports Analytics Conference* March 2019

*88<sup>th</sup> Annual Conference for the Southern Economic Association* November 2018

*Bryant University Annual Spring Symposium on Analytics* April 2018

*Bentley University Economics Department Brown Bag Seminar Series* March 2018

*Analytics Without Borders Conference* March 2018

“Reducing Inequality Summer by Summer: Lessons from the Boston Summer Youth Employment Program Survey” (with A. Modestino)

*APPAM Regional Student Conference – DC* April 2018

## **TEACHING AND ADVISING**

### Instructor

#### **Graduate**

Introduction to Statistics for Sport Management

*University of Michigan* Spring 2024

#### **Undergraduate**

Principles of Microeconomics

*Bloomsburg University of Pennsylvania* Fall 2020 – Fall 2023 (8 sections)

*University of Vermont* Spring 2020

*Northeastern University* Summer 2017 – Summer 2019 (3 sections)

*Bentley University* Fall 2017 – Fall 2018 (4 sections)

Principles of Macroeconomics

*Bloomsburg University of Pennsylvania* Summer 2021 – Fall 2022 (4 sections)

*University of Vermont* Summer 2020

Business and Economics Mathematics

*Bloomsburg University of Pennsylvania* Winter 2022

Business and Economics Statistics I

*Bloomsburg University of Pennsylvania* Fall 2020 – Fall 2023 (17 sections)

Introduction to Econometrics

*Bloomsburg University of Pennsylvania* Spring 2021 – Spring 2023 (3 sections)

Economic Methods (Statistics)

*University of Vermont* Fall 2019 – Spring 2020 (2 sections)

Microeconomic Theory

*University of Vermont* Fall 2019 – Spring 2020 (2 sections)

Economics of Sports	
<i>Bloomsburg University of Pennsylvania</i>	Fall 2020 – Fall 2022 (3 sections)
<i>University of Vermont</i>	Fall 2019
<i>Bentley University</i>	Fall 2018 – Spring 2019 (2 sections)

Industrial Organization	
<i>Bloomsburg University of Pennsylvania</i>	Spring 2023

Health Economics	
<i>University of Vermont</i>	Fall 2019

First Year Seminar – The Future of Work	
<i>Bloomsburg University of Pennsylvania</i>	Fall 2023

Honors, Awards, and Nominations

Bloomsburg University ProfessionalU Champion Award	2023
Bloomsburg University Athletics Most Influential Professor Award (x2)	2021-2022
Bloomsburg University ProfessionalU Champion Award	2021
Bloomsburg University Athletics Most Influential Professor Award	2020-2021
Northeastern University College of Social Sciences and Humanities Excellence in Graduate Teaching Award, <i>finalist</i>	2018, 2019
Northeastern University Outstanding Graduate Student Award – Teaching, <i>nominee</i>	2017-2018

Undergraduate Research, Scholarly, and Creative Activity Supervision

Justin Robbins – “Assessing the Impact of Trades on the Performance of Players with Families in the NBA”, <i>Bloomsburg University of Pennsylvania</i>	Summer 2022
Placed Second for Best Poster in the Arts, Humanities, and Social Sciences at <i>Susquehanna Valley Undergraduate Research Symposium 2022</i>	
Olivia Boucot – “Family and the NBA Bubble”, <i>Bloomsburg University of Pennsylvania</i>	Summer 2021

Undergraduate Honors Thesis Committee

Khadejah Covington, <i>Bloomsburg University</i> (Honors Capstone Advisor)	Spring 2022
Courtney Brady, <i>University of Vermont</i> (Thesis Defense Committee Member)	Spring 2020
Joshua Audette, <i>University of Vermont</i> (Thesis Defense Committee Member)	Spring 2020

Teaching Professional Development

Courses:

Association of College and University Educators Certificate Course in Effective College Instruction  
 Completed a 10-month course focused on teaching pedagogy and instruction in in-person and online college courses from January to October 2021.

Teaching Online Certification Course  
 Completed a 3-week course offered by the Pennsylvania State System of Higher Education focused on teaching pedagogy for effective online instruction in November 2020.

Teaching Effectively Online Course

Completed a 4-week course offered by the University of Vermont focused on effective online teaching in February of 2020.

Teaching and Learning Enhancement Center at Bloomsburg University Book Clubs:

Book club participation involved reading chapter(s) of books and meeting to discuss themes of teaching pedagogy and/or diversity, accessibility, equity, and inclusion. Books I've read for book clubs include the following: *Small Teaching Online*; *I'm Still Here: Black Dignity in a World Made for Whiteness*; *Keeping Us Engaged*; *How Humans Learn*; *White Fragility*; *Becoming a White Antiracist*; *Teach Students How to Learn*; *Distracted*.

Optional Workshops and Trainings Attended

Teach Students How to Learn 2.0

Attended an interactive 1.5-hour workshop given by Sandra McGuire on teaching pedagogy based on her book "Teach Students How to Learn".

Metacognition, Mindset, and Motivation: The Keys to Inclusive Excellence!

Attended an interactive 3-hour workshop given by Sandra McGuire on teaching pedagogy focused on student mindset and motivation based in the science of learning.

Engaging with Ability and Access in Campus DEI Initiatives

Attended an interactive 1-hour training focused on making classes and campus spaces inclusive for students with physical, cognitive, and learning disabilities.

Safe Zone (LGBTQ+) Ally Training

Attended an interactive 1-hour training focused on making classes and the campus community inclusive for members of the LGBTQ+ community.

**SERVICE**

Department

Economics Club Advisor, <i>Bloomsburg University</i>	Spring 2022 – Present
Department Website Content Manager, <i>Bloomsburg University</i>	Fall 2020 – Present
Creator and Administrator of Department Twitter Page, <i>Bloomsburg University</i>	Fall 2020 – Present
Creator and Administrator of Department Instagram Page, <i>Bloomsburg University</i>	Fall 2020 – Present
Committee Service	
Promotion	Fall 2020 – Spring 2023
Curriculum (Chair Fall 2020 – Spring 2022)	Fall 2020 – Spring 2023
Search and Screen (Chair Fall 2022 – Spring 2023)	Fall 2020 – Spring 2023
Tenure	Fall 2020 – Spring 2022
Scholarship	Fall 2022 – Spring 2023
Sabbatical	Fall 2022 – Spring 2023

College

CASSH Con Event Department Moderator/Organizer, <i>Bloomsburg University</i>	2020, 2021
Committee Service	
Strategic Planning Committee	Spring 2023
Zeigler Institute for Professional Development	Fall 2022 – Spring 2023

University

University Curriculum Committee, <i>Bloomsburg University</i>	Fall 2022
Panel Member for “How to Thrive” Orientation Session, <i>Bloomsburg University</i>	August 2021
Course Approval for ECONOMIC 390 – Sports Economics, <i>Bloomsburg University</i>	Spring 2021
Department Representative for Fall Recruiting Events, <i>Bloomsburg University</i>	Fall 2020, Fall 2022
Committee Service	
APSCUF Membership Committee, <i>Bloomsburg University</i>	Fall 2021 – Spring 2023
University Forum Committee, <i>Bloomsburg University</i>	Fall 2021 – Spring 2022
TALE Committee, <i>Bloomsburg University</i>	Fall 2021 – Spring 2023
Economics Integration Sub-Committee, <i>Bloomsburg University</i>	Spring 2021
Institute of Culture and Society, <i>Bloomsburg University</i>	Fall 2020 – Spring 2023

### **OTHER RELEVANT EMPLOYMENT**

Research Assistant to Dr. Alicia Sasser Modestino, <i>Northeastern University</i>	May 2017 – April 2019
Freelance Economics Content Consultant, <i>Knewton</i>	May 2016 – April 2019
Research Assistant to Dr. Kevin Boudreau, <i>Northeastern University</i>	September 2016 – December 2016
Research Intern to Dr. Michelle Barnes, <i>Federal Reserve Bank of Boston</i>	June 2015 – August 2016
Test Bank Editor, <i>McGraw Hill</i>	October 2014 – December 2014

### **PROFESSIONAL ACTIVITIES**

Referee for *American Behavioral Scientist*; *Journal of Behavioral and Experimental Economics*; *International Journal of Sport Finance*; *Journal of Sport Management*; *Journal of Business and Economics Studies*; *Journal of Substance Abuse Treatment*; *Economic Inquiry*; *Atlantic Economic Journal*; *European Sport Management Quarterly*

Paper discussant at *Southern Economic Association Conference*; *Arts, Entrepreneurship, and Innovation Lab Workshop*

### **MEDIA**

#### Popular Media Citations

*MIT Sloan Management Review* – “New Evidence in the Study of Shirking in Major League Baseball” cited in “Why Sports is a Great Proving Ground for Managerial Ideas”

*The Guardian* – “New Evidence in the Study of Shirking in Major League Baseball” cited in “Is giving 26-year-old Bryce Harper a 13-year, \$330m contract a terrible idea?”

#### Podcast Appearance

*Counterpoints: The Sports Analytics Podcast from MIT SMR* – Featured guest speaker on episode “Buyer Beware! MLB Free Agents Underperform Their Contracts”

### **REFERENCES**

Dr. Mindy Marks  
Associate Professor of Economics  
Northeastern University  
[m.marks@northeastern.edu](mailto:m.marks@northeastern.edu)

Dr. Neil Alper  
Associate Professor Emeritus  
Northeastern University  
[n.alper@northeastern.edu](mailto:n.alper@northeastern.edu)

Dr. Lisa Stallbaumer  
Professor of History and Director of the  
Teaching and Learning Enhancement Center  
Bloomsburg University of Pennsylvania  
[lstaalba@bloomu.edu](mailto:lstaalba@bloomu.edu)

Dr. Sara Solnick  
Chair, Associate Professor of Economics  
University of Vermont  
[Sara.Solnick@uvm.edu](mailto:Sara.Solnick@uvm.edu)