Gender, Competition, and Compensation

Faculty Member: Ed Vytlacil

Previous experimental analysis suggested that men systematically prefer compensation through a competitive winner-take-all tournament, while women systematically prefer compensation through non-competitive piece-rate compensation. Previous researchers have focused on the explanation that men are systematically over-confident in their own relative ability and have a taste for competition, while women are systematically under-confident and have a distaste for competition.

This project is re-examining that previous analysis. We are running a new laboratory experiment, with the experimental protocol informed by recent developments in the literature on elicitation of beliefs and in the literature on selective trials. We will be analyzing the data using recent techniques for selection models and heterogeneous effects.

The RA should have a strong interest in working with data and some experience with R.

Award: Alissa Ji
Eli Metzner

Tobin Application Link: Tobin Application
Project Type: Tobin
Project Year: 2019
Term: Spring 2019

Source URL: https://economics.yale.edu/undergraduate/tobin/spring-2019/gender-competition-and-compensation