“Local Economic and Political Effects of Trade Deals: Evidence from NAFTA” (with Jiwon Choi, Ilyana Kuziemko and Gavin Wright)

Why have white, less educated voters left the Democratic Party over the past few decades? Scholars have proposed ethnocentrism, social issues and deindustrialization as potential answers. We highlight the role played by the 1994 North American Free Trade Agreement (NAFTA). In event-study analysis, we demonstrate that counties whose 1990 employment depended on industries vulnerable to NAFTA suffered large and persistent employment losses relative to other counties. These losses begin in the mid-1990s and are only modestly offset by transfer programs. While exposed counties historically voted Democratic, in the mid-1990s they run away from the party of the president (Bill Clinton) who ushered in the agreement and by 2000 vote majority Republican in House elections. Employing a variety of micro-data sources, including 1992-1994 respondent-level panel data, we show that protectionist views predict movement toward the GOP in the years that NAFTA is debated and implemented. This shift among protectionist respondents is larger for whites (especially men and those without a college degree) and those with conservative social views, suggesting an interactive effect whereby racial identity and social-issue positions mediate reactions to economic policies.


Recently in economics there has been discussion of how to increase diversity in the profession and how to improve the work life of diverse peoples. We conducted surveys and interviews with Black, Latinx and Native American people, groups long underrepresented in the economics profession. Participants, at various stages along the economics career trajectory or on the trajectory no longer, used their lived experience to reflect on what helps and hurts underrepresented minorities in economics. We heard a few consistent themes, bias, hostile climate, and the lack of information and good mentoring among them. Respondents’ insights and experience point toward action steps that you can take today to increase the presence and improve the work life of underrepresented minorities in the economics profession.

“The Mommy Effect: Do Women Anticipate the Employment Effects of Motherhood?” (with Ilyana Kuziemko, Jessica Pan, and Jenny Shen)

The birth of a first child is a major life transition, particularly for women, and recent work documents it still leads to large declines in female labor supply. We make three related arguments about women’s ability to predict the effects of motherhood on their employment. First, we present a variety of evidence from the US and UK that modern cohorts of women underestimate these effects. This underestimate is largest for those with college degrees and who themselves had working mothers. We show that this optimism about post-baby working life is new; earlier cohorts of mothers underestimated their post-baby labor supply. Second, an important implication of this finding is that, at the time they are making decisions over post-secondary education, young women underestimate the probability they will be stay-at-home mothers. This underestimation thus provides a potential resolution to the puzzle of why, despite plateauing labor-force attachment since 1990, women in the US continue to increase human-capital investment. Third, we explain why women today underestimate maternal employment costs using a two-generation model alongside evidence that the costs have recently increased after decades of decline. In our model, women, especially those who saw their own mothers work, invest in human capital under the assumption that the employment costs of motherhood would continue to fall. We show that roughly in the 1980s, however, key costs begin to rise.

We ask whether attitudes toward government play a causal role in the evasion of U.S. personal income taxes. We use individual-level survey data to demonstrate a link between sharing the party of the president and trust in the administration generally and opinions on taxation and spending policy, more specifically. Next, we move to the county level, and measure tax behavior as elections, decided by the voting behavior in swing counties, push voters in partisan counties into and out of alignment with the party of the president. We provide three types of evidence of alignment causally reducing evasion. As a county moves into alignment we find 1) conditional on county economic activity, taxpayers report more easily-evaded Schedule C&E income, with no changes in income that is third-party reported; 2) sharp-bunching around the EITC threshold decreases; and 3) audits, generally instigated by computer algorithms that identify suspect returns, decrease as do audits that result in additional tax liabilities assessed. Our results provide real-world evidence that a positive outlook on government lowers tax evasion.


A long-standing debate in political economy is whether voters are driven primarily by economic self-interest or by less pecuniary motives such as ethnocentrism. Using newly available data, we reexamine one of the largest partisan shifts in a modern democracy: Southern whites’ exodus from the Democratic Party, concentrated in the 1960s. Combining high-frequency survey data and textual newspaper analysis, we show that defection among racially conservative whites explains all of the large decline in white Southern Democratic identification between 1958 and 1980. Racial attitudes also predict whites’ partisan shifts earlier in the century. Relative to recent work, we find a much larger role for racial views and essentially no role for income growth or (non-race-related) policy preferences in explaining why Democrats “lost” the South.


Despite the large increases in economic inequality since 1970, American survey respondents exhibit no increase in support for redistribution, in contrast to the predictions from standard theories of redistributive preferences. We replicate these results but further demonstrate substantial heterogeneity by demographic groups. In particular, the two groups who have most moved against income redistribution are the elderly and African-Americans. We find little evidence that these subgroup trends are explained by relative economic gains or growing cultural conservatism, two common explanations. We further show that the elderly trend is uniquely American, at least relative to other developed countries with comparable survey data. While we are unable to provide definitive evidence on the cause of these two groups’ declining redistribution support, we offer additional correlations which may offer fruitful directions for future research on the topic. One story consistent with the data on elderly trends is that older Americans worry that redistribution will come at their expense, in particular via cuts to Medicare. We find that the elderly have grown increasingly opposed to government provision of health insurance and that controlling for this tendency explains about 40% of their declining support for redistribution. For blacks, controlling for their declining support of race-targeted aid explains nearly 45% of their differential decline in redistributive preferences (raising the question of why support for race-targeted aid has fallen during a period when black economic catch-up to whites has stalled).


The Voting Rights Act of 1965, called one of the most effective pieces of civil rights legislation in U.S. history, generated dramatic increases in black voter registration across the South. We ask whether the increase in black voting rights was accompanied by an increase in blacks’ share of public spending. We exploit a key provision of the Act —
removal of literacy tests at registration — for identification. Employing a triple-difference framework over a twenty-
year period, we find that counties with higher black population shares in former literacy test states saw greater
increases in both voter turnout and state transfers than comparison counties in non-literacy test states, a finding that is
consistent with models of distributive politics.

5(2): 53-76 (with Eric Brunner and Stephen L. Ross) [Data Appendix]

We assemble a novel dataset of matched legislative and constituent votes and demonstrate that less income does not
mean less representation. We show 1) The opinions of high and low income voters are highly correlated; the
legislator’s vote often reflects the desire of both. 2) What differences in representation by income exist, vary by
legislator party. Republicans more often vote the will of their higher income over their lower income constituents;
Democratic legislators do the reverse. 3) Differences in representation by income are largely explained by the
correlation between constituent income and party affiliation.

“Do Majority Black Districts Limit Blacks’ Representation? The Case of the 1990 Redistricting,” Journal of Law and
Economics (2012), 55(2): 251-274

Conventional wisdom and empirical academic research conclude that majority Black districts decrease Black
representation by increasing conservatism in Congress. However, this research generally suffers from three limitations:
1) too low a level of aggregation, 2) lack of a counterfactual and 3) failure to account for the endogeneity of the
creation of majority minority districts. I compare congressional delegations of states that during the 1990 redistricting
were under greater pressure to create majority minority districts with those under lesser pressure in a difference-in-
difference framework. I find no evidence that the creation of majority minority districts leads to more conservative
House delegations. In fact, point estimates indicate that states that increased their share of majority Black districts saw
their delegations grow increasingly liberal. I find similar results for majority Latino districts in the southwest. Thus I
find no evidence for the common view that majority minority districts decrease minority representation in Congress.

and Stephen L. Ross)

Using California ballot proposition returns and exogenous shifts to labor demand, we provide the first large-scale
causal evidence of the impact of economic conditions on policy preferences. Consistent with economic theory, we find
that positive economic shocks decrease support for redistributive policies. More notably, we find evidence of a need
for cognitive consistency in voting behavior as economic shocks have a smaller significant impact on voting on non-
economic ballot issues. While we also demonstrate that positive shocks decrease turnout, we present evidence that our
results reflect changes to the electorate’s preferences and not simply to its composition.

“The First of the Month Effect: Consumer Behavior and Store Responses.” American Economic Journal: Economic
Policy (2010), 2: 142-162 (with Justine Hastings)

Previous research has used survey and diary data to carefully document that Food Stamp recipients decrease their
expenditures and consumption of food throughout the benefit month, the beginning of which is defined by the date on
which benefits are distributed. The reliance on survey and diary data has meant that researchers could not test two
rational hypotheses for why food consumption cycles. Using detailed grocery store scanner data we ask 1) whether
cycling is due to a desire for variation in foods consumed that leads to substitution across product quality within the
month and 2) whether cycling is driven by countercyclical pricing by grocery retailers. We find support for neither of
these hypotheses. We find that the decrease in food expenditures is largely driven by reductions in food quantity, not
quality, and that prices for foods purchased by benefit households vary pro-cyclically with demand implying that
benefit households could save money by delaying their food purchases until later in the month. The price effects are small relative to demand changes and relative to impacts found for other subsidy programs such as EITC, suggesting that most of the benefits accrue to the intended recipients particularly in product categories and stores where benefit recipients represent a small fraction of overall demand. We conclude by concurring with previous literature that food cycling behavior is most likely due to short-run impatience.


Partisanship is strongly correlated with attitudes and behavior, but it is unclear from this pattern whether partisanship has a causal effect on political behavior and attitudes. We report the results of a field experiment designed to investigate the causal effect of party identification. Prior to the February 2008 Connecticut presidential primary, researchers sent a mailing to a random sample of unaffiliated registered voters who, in a pre-treatment survey, leaned toward a political party. The mailing informed the subjects that only voters registered with a party were able to participate in the upcoming presidential primary. Subjects were surveyed again in June 2008. Comparing post-treatment survey responses to subjects’ baseline survey responses, we find that those informed of the need to register with a party were more likely to affiliate with a party and subsequently showed stronger partisanship. Further, we find that the treatment group also demonstrated greater concordance than the control group between their pre-treatment latent partisanship and their post-treatment reported voting behavior and intentions and evaluations of partisan figures. Thus our treatment, which caused a strengthening of partisan identity, also caused a shift in subjects’ candidate preferences and evaluations of salient political figures. This finding is consistent with the claim that partisanship is an active force changing how citizens behave in and perceive the political world.


The impact of segregation on Black political efficacy is theoretically ambiguous. On one hand, increased contact among Blacks in more segregated areas may mean that Blacks are better able to coordinate political behavior. On the other hand, lesser contact with non-Blacks may mean that Blacks have less political influence over voters of other races. As for non-Blacks, inter-group conflict theory suggests that greater contact yields greater conflict between the groups while inter-group contact theory suggests exactly the reverse. We investigate this question empirically. We find that exogenous increases in segregation lead to decreases in Black civic efficacy, as measured by an ability to elect Representatives who vote liberally and more specifically in favor of legislation that is favored by Blacks. This tendency for Representatives from more segregated MSAs to vote more conservatively arises in spite of the fact that Blacks in more segregated areas hold more liberal political views than do Blacks in less segregated locales. We find evidence that this decrease in efficacy is driven by more conservative attitudes amongst non-Blacks in more segregated areas.


Cognitive dissonance theory predicts that the act of voting for a candidate leads to a more favorable opinion of the candidate in the future. We find support for the empirical relevance of cognitive dissonance to political attitudes. We examine the presidential opinion ratings of voting age eligibles and ineligibles two years after the president’s election. We find that eligibles show 2-3 times greater polarization of opinions than comparable ineligibles. We find smaller effects when we compare polarization in opinions of senators elected during high turnout presidential campaign years with senators elected during non-presidential campaign years.

Parenting daughters, sociologists have shown, increases feminist sympathies. I test the hypothesis that children, much like neighbors or peers, can influence parental behavior. I demonstrate that conditional on total number of children, each daughter increases a congress person’s propensity to vote liberally, particularly on reproductive rights issues. The results identify an important (and previously omitted) explanatory variable in the literature on congressional decision making. Additionally the paper highlights the relevance of child to parent behavioral influence.


Both Black and White voter turnout increases 2-3 percentage points with each Black Democrat on the ballot. Given the groups’ representations in the population, the White response is numerically greater. Whites of both parties are less likely to vote for their parties’ candidate when s/he is Black. The turnout findings are not explained away by voter, election, or politician characteristics. However the fact that there is no turnout response to Black Republicans suggests that a perception of Blacks’ ideology may be a factor.


Thirty-five to forty-five percent of low-income American households do not possess a bank account. This statistic coupled with claims of price gouging by check cashers has prompted government intervention. I find that state legislation requiring banks to offer low-cost accounts slightly decreases the number of low-income minority unbanked households, but only with a substantial lag. Caps on check cashing fees also lead to a small, but more immediate, reduction in the number of unbanked amongst this population. Because price caps may lead to a reduction in supply, welfare effects are indeterminate.


One approach to covering the uninsured that is frequently advocated by policy-makers is subsidizing the employee portion of employer-provided health insurance premiums. But, since the vast majority of those offered employer-provided health insurance already take it up, such an approach is only appealing if there is a very high takeup elasticity among those who are offered and uninsured. Moreover, if plan choice decisions are price elastic, then such subsidies can at the same time increase health care costs by inducing selection of more expensive plans. We study an excellent example of such subsidies: the introduction of pre-tax premiums for postal employees in 1994, and then for the remaining federal employees in 2000. We do so using a census of personnel records for all federal employees from 1991 through 2002. We find that there is a very small elasticity of insurance takeup with respect to its after-tax price, and a modest elasticity of plan choice. Our results suggest that the federal government did little to improve insurance coverage, but much to increase health care expenditures, through this policy change.

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