

November 5, 2002

Dr. Maria P. Aristigueta
Chair, Search Committee
School of Urban Affairs and Public Policy
University of Delaware
Newark, DE 19716

Dear Dr. Aristigueta:

Please accept the enclosed Curriculum Vita, summary of several student evaluations of my performance as a teacher and research paper as application for an assistant professor position at the University of Delaware, in response to your advertisement in the November Job Openings for Economists. Letters of reference will arrive separately and will be sent to you directly by my advisors.

My research interests revolve around the following question: why and how do people and firms make both economic and non-economic decisions? My approach to answering this question uses theory to guide an empirical examination of how people and firms respond to the incentives they face due to the structure of society, of institutions, and of markets that make up their economic environments. However, I also believe that without careful consideration of the motivations that guide human decision making, one cannot create theories that adequately describe human behavior, or correctly assess what the economic impact of a public policy will be. One must also consider what factors, besides the desire to maximize one's monetary payoffs, people and firms consider when making decisions.

My teaching interests are quite broad. I would be content teaching undergraduate level introductory or intermediate microeconomic theory classes, or any graduate or undergraduate class in industrial organization or law and economics. My preference would be to teach an undergraduate class in econometrics or statistics at the undergraduate level, and an applied microeconometrics class or a class in experimental methods and behavioral economics at the graduate level.

Thank you in advance for your consideration, and I look forward to hearing from you.

Sincerely,

Jeffrey Livingston
University of Maryland
Department of Economics
3105 Tydings Hall
College Park, MD 20742
livingst@econ.bsos.umd.edu
(301) 257-6919

November 5, 2002

Chair, Search Committee
Policy Sciences Graduate Program
UMBC
1000 Hilltop Circle
Baltimore, MD 21250

Dear Chair, Search Committee:

Please accept the enclosed Curriculum Vita, summary of several student evaluations of my performance as a teacher and research paper as application for an assistant professor position at the University of Maryland-Baltimore County, in response to your advertisement in the November Job Openings for Economists. Letters of reference will arrive separately and will be sent to you directly by my advisors.

My research interests revolve around the following question: why and how do people and firms make both economic and non-economic decisions? My approach to answering this question uses theory to guide an empirical examination of how people and firms respond to the incentives they face due to the structure of society, of institutions, and of markets that make up their economic environments. However, I also believe that without careful consideration of the motivations that guide human decision making, one cannot create theories that adequately describe human behavior, or correctly assess what the economic impact of a public policy will be. One must also consider what factors, besides the desire to maximize one's monetary payoffs, people and firms consider when making decisions.

The enclosed research paper is an example of how I approach these types of problems, in the context of the Internet auction market supported by eBay. In this market, since by convention sellers are not required to send anything to winning bidders until after payment has been received, sellers can simply keep the money they have received and never ship the good to the buyer. Ebay attempts to resolve this problem by making contracts self-enforcing through a reputation mechanism. I introduce a theoretical model of bidder behavior that guides an empirical investigation of whether bidders respond to sellers who have better reputations. I show that bidders only trust sellers fully if they have a proven history of honest transactions, but they also have a fair amount of faith that sellers are honest. Down the road, I plan on looking not only at whether buyers in these markets tend to trust sellers, but also the more important question of *why* they tend to trust sellers.

Thank you in advance for your consideration, and I look forward to hearing from you.

Sincerely,

Jeffrey Livingston
University of Maryland
Department of Economics
3105 Tydings Hall
College Park, MD 20742
livingst@econ.bsos.umd.edu
(301) 257-6919

November 5, 2002

Chair, Search & Screen Committee AA# 40-2-68
Department of Economics
Bloomsburg University
Bloomsburg, PA 17815

Dear Chair, Search & Screen Committee:

Please accept the enclosed Curriculum Vita, graduate transcript and summary of several student evaluations of my performance as a teacher as application for an assistant professor position at Bloomsburg University, in response to your advertisement in the November Job Openings for Economists. During graduate school I have gained a large amount of experience as a teacher, and my evaluations show that my students have found me to be a very effective teacher. Letters of reference will arrive separately and will be sent to you directly by my advisors. Thank you in advance for your consideration, and I look forward to hearing from you.

Sincerely,

Jeffrey Livingston
University of Maryland
Department of Economics
3105 Tydings Hall
College Park, MD 20742
livingst@econ.bsos.umd.edu
(301) 257-6919