

# David E. Broockman

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## CONTACT INFORMATION

University of California, Berkeley  
210 Barrows Hall #1950  
Berkeley, CA 94720

Phone: (415)-390-6003  
E-mail: [dbroockman@berkeley.edu](mailto:dbroockman@berkeley.edu)  
Google Scholar: <http://bit.ly/2MeE5VS>

## ACADEMIC APPOINTMENTS

**University of California, Berkeley**  
Associate Professor, Political Science, January 2020 - Present

### **Stanford University, Graduate School of Business**

Associate Professor, Political Economy, July 2019 - December 2019

Assistant Professor, Political Economy, July 2015 - June 2019

## EDUCATION

### **University of California, Berkeley**

Ph.D., *Political Science*, May 2015

★ Dissertation Cmte.: Eric Schickler (Chair), Jasjeet Sekhon, Laura Stoker, and Sarah Anzia

★ Fields: American Politics (with distinction), Political Behavior, Political Methodology

### **Yale University**

B.A., *Political Science*, 2011

## JOURNAL ARTICLES

22. Kalla, Joshua L. and **David E. Broockman**. 2020. [Reducing Exclusionary Attitudes through Interpersonal Conversation: Evidence from three field experiments](#). *American Political Science Review*.
21. **Broockman, David E.** and Neil Malhotra. 2020. [What Do Partisan Donors Want? Heterogeneity by Party and Policy Domain \(Research Note\)](#). *Public Opinion Quarterly*.
20. **Broockman, David E.**, Nicholas Carnes, Christopher Skovron, and Melody Crowder-Meyer. 2020. [Why Local Party Leaders Don't Support Nominating Centrists](#). *British Journal of Political Science*.
19. **Broockman, David E.**, Gregory Ferenstein, and Neil Malhotra. 2019. [Predispositions and the Political Behavior of American Economic Elites: Evidence from Technology Entrepreneurs](#). *American Journal of Political Science*, 63(1): 212-233.
18. **Broockman, David E.** and Christopher Skovron. 2018. [Bias In Perceptions of Public Opinion Among Political Elites](#). *American Political Science Review*, 112(3): 542-563.
17. Ahler, Douglas J. and **David E. Broockman**. 2018. [The Delegate Paradox: Why Polarized Politicians Can Represent Citizens Best](#). *Journal of Politics*, 80(4): 1117-1133.  
★ Winner of the [Joseph L. Bernd Award](#) for the best paper published in the *Journal of Politics* in 2018.
16. Kalla, Joshua L. and **David E. Broockman**. 2018. [The Minimal Effects of Campaign Contact in General Elections: Evidence from 49 Field Experiments](#). *American Political Science Review*, 112(1): 148-166.

15. **Broockman, David E.**, Joshua L. Kalla, and Jasjeet S. Sekhon. 2017. The Design of Field Experiments With Survey Outcomes: A Framework for Selecting More Efficient, Robust, and Ethical Designs. *Political Analysis*, 25(4): 435-464.
14. **Broockman, David E.** and Daniel M. Butler. 2017. The Causal Effects of Elite Position-Taking on Voter Attitudes: Field Experiments with Elite Communication. *American Journal of Political Science*, 61(1): 208-221.
  - ★ Winner of the Best Paper award from the APSA Experimental Research section.
  - ★ Featured in *AJPS* 'highly cited articles' collection.
13. **Broockman, David E.** and Joshua L. Kalla. 2016. Durably reducing transphobia: a field experiment on door-to-door canvassing. *Science*, 352(6282): 220-224.
  - ★ Winner of the **Cialdini Prize** from the Society for Personality and Social Psychology.
12. **Broockman, David E.** and Timothy J. Ryan. 2016. Preaching To The Choir: Americans Prefer Communicating To Copartisan Elected Officials. *American Journal of Political Science* 60(4): 1093-1107.
11. Kalla, Joshua L. and **David E. Broockman**. 2016. Campaign Contributions Facilitate Access to Congressional Officials: A Randomized Field Experiment. *American Journal of Political Science* 60(3): 545-558.
10. **Broockman, David E.** 2016. Approaches to Studying Policy Representation. *Legislative Studies Quarterly* 41(1): 181-215.
9. **Broockman, David E.** and Daniel M. Butler. 2015. How Do Committee Assignments Facilitate Legislative Party Power? Evidence from a Randomized Lottery in the Arkansas State Legislature. *Journal of Experimental Political Science*, 2(2): 152-163.
8. **Broockman, David E.** 2014. Distorted Communication, Unequal Representation: Constituents Communicate Less To Representatives Not Of Their Race. *American Journal of Political Science*, 58 (2): 307-321.
7. **Broockman, David E.** 2014. Can the Presence of Additional Female Politicians and Candidates Empower Women to Vote or Run For Office? A Regression Discontinuity Approach. *Electoral Studies*, 34 (June): 190-204.
  - ★ Honorable Mention, 2011 Catt Prize for Research on Women and Politics
6. **Broockman, David E.** and Donald P. Green. 2014. Do Online Advertisements Increase Political Candidates' Name Recognition or Favorability? Evidence from Randomized Field Experiments. *Political Behavior* 36 (2): 263-289.
5. **Broockman, David E.** 2014. Mobilizing Candidates: Political Actors Strategically Shape the Candidate Pool with Personal Appeals. *Journal of Experimental Political Science*, 1 (2): 104-119.
4. **Broockman, David E.** 2013. Black Politicians Are More Intrinsically Motivated To Advance Blacks' Interests: A Field Experiment Manipulating Political Incentives. *American Journal of Political Science*, 57 (3): 521-536.
  - ★ Winner of the **Lawrence Longley Award** for the best article on representation and electoral systems published in 2013 from the APSA Representation and Electoral Systems section.
3. **Broockman, David E.** 2012. The 'Problem of Preferences': Medicare and Business Support for the Welfare State. *Studies in American Political Development*, 26 (2): 83-106.

2. Butler, Daniel M. and **David E. Broockman**. 2011. [Do Politicians Racially Discriminate Against Their Constituents? A Field Experiment on State Legislators](#). *American Journal of Political Science*, 55 (3): 463-477.
  - ★ Honored in *Science*.
  - ★ Among top ten most read articles in *AJPS* in 2011.
1. **Broockman, David E.** 2009. [Do Congressional Candidates Have Reverse Coattails?](#) *Political Analysis*, 17 (4): 418-434.

#### IN PROGRESS

[A Natural Experiment on Discrimination in Elections](#) (with Evan Soltas). Under Review.

[Heuristic Projection](#) (with Gabriel Lenz and Aaron Kaufman). Under Review.

A field experiment on changing abortion attitudes (with Adam S. Levine and Josh Kalla).

Issue Voting in Congressional Elections: A Field Experiment (with Josh Kalla).

Affective Polarization and Democratic Accountability (with Sean Westwood and Josh Kalla).

Co-Principal Investigator, [YCombinator Basic Income Study](#).

#### OTHER PUBLICATIONS

[Ascertaining Business's Interests and Political Preferences](#), 2019, *Studies in American Political Development*, 33(1): 26-35.

[Irregularities in LaCour](#) (2014). (with Joshua Kalla and Peter Aronow)
 

- ★ Winner of 2015 Leamer-Rosenthal Prize for Open Social Science

[G.O.P. Senators Might Not Realize It, but Not One State Supports the Health Bill](#), *New York Times*. (with Christopher Warshaw)

[Facebook: A New Frontier for Field Experiments](#), *The Experimental Political Scientist*. (with Timothy Ryan)

#### AWARDS AND FELLOWSHIPS

Stanford Graduate School of Business

- **Amplifier Award**, Finalist, 2018, for "providing students broad and inclusive perspectives that prepare us to lead effectively in our jobs and communities"
- **Academic Recognition Dinner** for Strongest Student Evaluations in Core Classes: 2016, 2017, 2018
- **Spence Faculty Scholar**, 2016-7

**Joseph L. Bernd Award**, Southern Political Science Association, for the best paper published in a given year in the *Journal of Politics*, 2019

**W. Glenn Campbell and Rita Ricardo-Campbell National Fellow** and John Stauffer National Fellow in Public Policy, Hoover Institution, 2018-9

**Cialdini Prize**, Society for Personality and Social Psychology, 2017, "to recognize the publication that best explicates social psychological phenomena principally through the use of field research methods and settings"

**Best Paper Award**, APSA Experimental Research Section, 2016

**Leamer-Rosenthal Prize for Open Social Science**, Emerging Researcher Prize, Berkeley Initiative for Transparency in Social Science (BITSS), 2015

**Lawrence Longley Award**, for the best article on representation and electoral systems, APSA Section on Representation and Electoral Systems, 2013

**Honorable Mention, Catt Prize for Research on Women and Politics**, 2011

University of California, Berkeley (During PhD)

- **Peter H. Odegard Award**, "Given every spring to doctoral students in their third year who have performed exceptionally on coursework and the preliminary examinations," 2014
- **David M. Howard Memorial Prize**, "Awarded to an exceptionally deserving UC Berkeley graduate student conducting research in the field of American political behavior," 2012
- **Travers Fellowship**, 2011-5

**National Science Foundation Graduate Research Fellowship**, 2011

**First Prize, Award for Outstanding Undergraduate Research in African-American Politics**, TAMU Project for Equity, Representation, and Governance, 2011

Yale University

- **Frank M. Patterson Prize**, For the Best Senior Essay on the American Political System, 2011
- **Saslow Prize**, For the Best Senior Essay Relevant to a Constitutional Issue, 2011
- **Obernauer Prize**, For the Best Senior Essay Promoting Understanding Between Groups, 2011
- **Daniel Tyler Prize**, "For A Distinguished Sophomore In Political Science", 2009

SELECTED  
MEDIA  
COVERAGE

*This American Life*, "For Your Reconsideration"

*New York Times Magazine*, "How Do You Change Voters' Minds? Have a Conversation"

*New York Times*, "Silicon Valley's Politics"

*New York Magazine* (now "The Cut"), "The Case of the Amazing Gay-Marriage Data: How a Graduate Student Reluctantly Uncovered a Huge Scientific Fraud"

*New York Times*, "Nothing in Moderation"

*New York Times*, "A Citizen's Guide to Buying Political Access"

*New York Times*, "No Need to Flip-Flop? An Argument for the Power of Persuasion"

*Washington Post*, "One Study Explains Why It's Tough to Pass Liberal Laws"

INVITED  
TALKS  
AND  
PRESENTATIONS

2020 Harvard University, Departments of Economics and Government; University of Michigan

2019 Yale University; UNC-Chapel Hill; UC Berkeley Haas School of Business, Marketing Group; Stanford Department of Psychology; Aarhus University; Harvard Political Psychology and Behavior Series; Harvard Kennedy School; Facebook; Oxford University Rothermere Institute, Keynote Speaker; Bocconi University; London School of Economics; King's College

- 2018 Brown University; Wallis Conference, University of Rochester, Discussant; Queen's University; UC Davis
- 2017 MIT American Politics Conference; Australian Labor Party Conference, Keynote Speaker; McGill Centre for the Study of Democratic Citizenship
- 2016 Stanford METRICS; USC Marshall School of Business; University of Zurich; University of London Birkbeck; Duke Sanford Policy School; Northwestern Kellogg School of Business
- 2015 University of California at Santa Barbara; Stanford PPRG; Princeton CSDP; Yale Conference on Climate Change Communication; UC Berkeley; MIT Conference on Ideal Points; New York University
- 2014 USC School of Law; UC Merced; Michigan State University; UCSD Human Nature Group; Columbia
- 2013 MIT; Vanderbilt University

PH.D. STUDENT  
ADVISING

- Zhao Li (Assistant Professor, Princeton University)
- Christian Fong (Assistant Professor, University of Michigan)
- Christopher McConnell
- Tom Yu

TEACHING

- Measuring Impact in Practice*, Stanford Graduate School of Business, 2017, 2018
- ★ Developed original course; one of the most highly rated MBA electives
  - ★ Materials in use at Boston University (Andrey Fradkin), Columbia GSB (Jonah Rockoff), Harvard Business School (Michael Luca), WashU (Xiang Hui), Wharton (Santosh Anagol), Yale (Josh Kalla), Yale SOM (Robert Jensen)
- Strategy Beyond Markets*, Stanford Graduate School of Business, 2016, 2017, 2018
- ★ Academic Recognition for Strongest Student Evaluations in Core Classes: 2016, 2017, 2018
- Design and Analysis of Field Experiments* (Co-instructor), [Master of Information and Data Science Program](#), UC Berkeley, 2014-2015
- ★ Developed original course; now typically highest rated DATASCI course at Berkeley iSchool

GRANTS

- National Science Foundation, \$666,276 (with Joshua Kalla)
- Walter and Evelyn Haas Jr. Fund, \$10,000, 2016 (with Joshua Kalla)
- Berkeley Signature Innovation Fellowship, \$100,000, 2015 (with Jasjeet Sekhon and Joshua Kalla)
- Center for Open Science, \$16,400, 2015 (with Neil Malhotra)
- Equality Federation Institute, \$40,000, 2015 (with Joshua Kalla)
- NARAL Pro-Choice America Foundation, \$50,000, 2015 (with Joshua Kalla)
- Gill Foundation, \$95,000, 2015 (with Joshua Kalla)

SERVICE

Editorial Board, *American Journal of Political Science*, 2019-2022

Stanford Graduate School of Business

- Member, Financial Aid Advisory Group

Referee for *American Economic Review* (x2); *American Economic Journal: Economic Policy*; *American Journal of Political Science* (x18); *American Political Science Review* (x14); *American Politics Research* (x2); *Applied Psychology: An International Review*; *British Journal of Political Science* (x14); *Business and Politics* (x2); *Canadian Journal of Economics*; *Comparative Political Studies* (x2); *Du Bois Review*; *Economics and Politics*; *Economic Inquiry*; *Election Law Journal*; *Electoral Studies* (x4); *European Economic Review*; *European Journal of Political Research*; *European Political Science Review* (x2); *Journal of Economic Behavior and Organization*; *Journal of the European Economic Association*; *Journal of Experimental Political Science* (x5); *Journal of Experimental Psychology: General*; *Journal of Experimental Social Psychology*; *Journal of Information Technology and Politics*; *Journal of Politics* (x22); *Journal of Public Economics*; *Journal of Race, Ethnicity, and Politics*; *Journal of Women, Politics, and Policy*; *Legislative Studies Quarterly* (x14); *National Science Foundation* (x3); *Palgrave Communications*; *Party Politics*; *Perspectives on Politics* (x2); *Political Analysis* (x3); *Political Communication* (x4); *Political Behavior* (x12); *Political Psychology* (x2); *Political Research Quarterly* (x8); *Political Science Research and Methods*; *Politics and Gender*; *Politics and Governance*; *Politics, Groups, and Identities* (x3); *Proceedings of the National Academy of Sciences* (x5); *PS: Political Science and Politics* (x2); *Public Opinion Quarterly* (x2); *Quarterly Journal of Political Science* (x4); *Research and Politics*; *Review of Economic Studies*; *Review of Economics and Statistics*; *Science*; *Social Psychological and Personality Science*; *Social Science Quarterly*; *State Politics and Policy Quarterly*; *Swiss National Science Foundation* (x2); *TESS*.

SELECTED

Senior Analyst, **Economics, Google**, Mountain View, CA

May 2013 - Dec 2016

NON-ACADEMIC  
EMPLOYMENT

- Design of experimental frameworks for assessing causal effects of advertisements.

Fellow, **CREDO Mobile**, San Francisco, CA

June 2011 - June 2015

- Randomized field experiments on voter persuasion and political advocacy.

Analyst, **Analyst Institute**, Washington, DC (remotely)

September 2009 - May 2011

- Design and analysis of randomized field experiments on voter persuasion and mobilization.