David E. Broockman

Contact Information

University of California, Berkeley
210 Social Sciences Building #1950
Berkeley, CA 94720

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

Academic Appointments

University of California, Berkeley
Associate Professor, Political Science, January 2020 - Present
Director, Berkeley Center for American Democracy, 2022 - Present
Co-Director, Citrin Center for Public Opinion Research, 2023 - 2024; 2025 - 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

Yale University
B.A., *Political Science*, 2011

Journal Articles

45. **Broockman, David E.**, Christopher S. Elmendorf, and Joshua L. Kalla. 2026. How Sociotropic Aesthetic Judgments Drive Opposition to Housing Development Conditionally Accepted, *American Political Science Review.*

44. **Broockman, David E.**, Christopher S. Elmendorf, and Joshua L. Kalla. 2026. The Symbolic Politics of Housing. Conditionally Accepted, *American Political Science Review.*

43. Miller, Sarah, Elizabeth Rhodes, Alexander W. Bartik, **David E. Broockman**, Patrick K. Krause, and Eva Vivalt. 2026. Does Income Affect Health? Evidence from a Randomized Controlled Trial of a Guaranteed Income. Conditionally Accepted, *American Economic Review*.

42. Colao, Jacqueline, **David E. Broockman**, Gregory A. Huber, and Joshua L. Kalla. 2026. Tracing Polarization's Roots: A Panel Study of Voter Choice in Congressional Primary and General Elections. Forthcoming, *American Journal of Political Science*.

41. Santoro, Erik, **David E. Broockman**, Joshua L. Kalla, and Roni Porat. 2025. Listen for a Change? A Longitudinal Field Experiment on Listening's Potential to Facilitate Persuasion. *Proceedings of the National Academy of Sciences*, 122(8).

40. **Broockman, David E.** and Benjamin E. Lauderdale. 2025. "Moderates". Forthcoming, *American Political Science Review*.

39. **Broockman, David E.** and Joshua L. Kalla. 2025. Selective Exposure and Echo Chambers in Television News Consumption: Evidence from Linked Viewership, Administrative, and Survey Data. *American Journal of Political Science* 69(3): 847-865.
    ⋆ Among top 10 most-cited *AJPS* articles in 2024.

38. **Broockman, David E.** and Joshua L. Kalla. 2025. Consuming cross-cutting media causes learning and moderates attitudes: A field experiment with Fox News viewers. *Journal of Politics* 87(1): 246-261.

37. **Broockman, David E.**, Joshua Kalla, Nicholas Ottone, Erik Santoro, and Amanda Weiss. 2024. Shared Demographic Characteristics Do Not Reliably Facilitate Persuasion in Interpersonal Conversations: Evidence from Eight Experiments. *British Journal of Political Science* 54(4): 1477-1485.

36. Hewitt, Luke, **David E. Broockman**, Alexander Coppock, Ben M. Tappin, James Slezak, Valerie Coffman, Nathaniel Lubin, and Mohammad Hamidian. 2024. How experiments help campaigns persuade voters: evidence from a large archive of campaigns' own experiments. *American Political Science Review* 118(4): 2021-2039.

35. **Broockman, David E.**, Joshua L. Kalla, Christian Caballero, and Matthew Easton. 2024. Political practitioners poorly predict which messages persuade the public. *Proceedings of the National Academy of Sciences*, 121(45).

34. **Broockman, David E.**, Aaron Kaufman, and Gabriel S. Lenz. 2024. Heuristic Projection: Why Interest Group Cues May Fail to Help Citizens Hold Politicians Accountable. *British Journal of Political Science*, 54(1): 69-87.

33. **Broockman, David E.** and Joshua L. Kalla. 2024. Candidate Ideology and Vote Choice in the 2020 US Presidential Election. *American Politics Research* 52(2): 83-96.

32. **Broockman, David E.** and Joshua L. Kalla. 2023. When and Why Are Campaigns' Persuasive Effects Small? Evidence from the 2020 US Presidential Election. *American Journal of Political Science*, 67(4): 833-849.

31. **Broockman, David E.**, Joshua L. Kalla, and Sean J. Westwood. 2023. Does Affective Polarization Undermine Democratic Norms or Accountability? Maybe Not. *American Journal of Political Science*, 67(3): 808-828.

30. Kalla, Joshua L. and **David E. Broockman**. 2023. Which narrative strategies durably reduce prejudice? Evidence from field and survey experiments supporting the efficacy of perspective-getting. *American Journal of Political Science*, 67(1): 185-204.

29. Santoro, Erik and **David E. Broockman**. 2022. The promise and pitfalls of cross-partisan conversations for reducing affective polarization: Evidence from randomized experiments. *Science Advances*: 8(25): 1-16.

28. Kalla, Joshua L. and **David E. Broockman**. 2022. Voter outreach campaigns can reduce affective polarization among implementing political activists. *American Political Science Review*, 116(4): 1516-1522.

27. Kalla, Joshua L. and **David E. Broockman**. 2022. "Outside Lobbying" Over the Airwaves: Randomized Field Experiment on Televised Issue Ads. *American Political Science Review* 116(3): 1126-1132.

26. Kalla, Joshua L., Adam S. Levine, and **David E. Broockman**. 2022. Personalizing Moral Reframing in Interpersonal Conversation: A Field Experiment. *Journal of Politics* 84(2): 1239-1243.

25. **Broockman, David E.**, Nicholas Carnes, Melody Crowder-Meyer, and Christopher Skovron. 2021. Why Local Party Leaders Don't Support Nominating Centrists. *British Journal of Political Science*, 51(2): 724-749.

24. **Broockman, David E.**, Joshua L. Kalla, Alexander Guerrero, Mark Budolfson, Nir Eyal, Nicholas P. Jewell, Monica Magalhaes, and Jasjeet S. Sekhon. 2021. Broad cross-national public support for accelerated COVID-19 vaccine trial designs. *Vaccine*, 39(2): 309-316.

23. **Broockman, David E.** and Evan J. Soltas. 2020. A Natural Experiment on Discrimination in Elections. *Journal of Public Economics*, 188 (August).

22. Kalla, Joshua L. and **David E. Broockman**. 2020. Reducing Exclusionary Attitudes through Interpersonal Conversation: Evidence from three field experiments. *American Political Science Review*, 114(2): 410-425.

21. **Broockman, David E.** and Neil Malhotra. 2020. What Do Partisan Donors Want? Heterogeneity by Party and Policy Domain. *Public Opinion Quarterly*, 84(1): 104-118.

20. **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.

19. **Broockman, David E.**. 2019. Ascertaining Business's Interests and Political Preferences. *Studies in American Political Development*, 33(1): 26-35.

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.
    - ⋆ Also adapted as Kalla, Joshua L., **David E. Broockman**, and Jasjeet S. Sekhon. 2021. Field Experiments with Survey Outcomes, in James N. Druckman and Donald P. Green, eds., *Advances in Experimental Political Science*.

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

Sell What Voters Want (with Joshua Kalla), *Princeton University Press* (under contract).

Reactive and Organizational Bias In Constituent Contact: Evidence from Administrative Records of Contacts to Congress (with Olivia Quinn, Matto Mildenberger, Leah Stokes, and Alexander Hertel-Fernandez). Submitted.

Ideology, Idiosyncrasy, and Instability in the American Electorate (with Benjamin Lauderdale).

The Employment Effects of a Guaranteed Income: Experimental Evidence from Two U.S. States (with Eva Vivalt, Elizabeth Rhodes, Alexander W. Bartik, and Sarah Miller). Revise and Resubmit, *Quarterly Journal of Economics*.

The Causal Effects of Income on Political Attitudes and Participation (with Sarah Miller, Elizabeth Rhodes, Alexander W. Bartik, Karina Dotson, Patrick K. Krause, and Eva Vivalt).

The Impact of Unconditional Cash Transfers on Consumption and Household Balance Sheets: Experimental Evidence from Two US States (with Alexander W. Bartik, Elizabeth Rhodes, Patrick K. Krause, Sarah Miller, and Eva Vivalt).

Other Publications

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 Christoper Warshaw)

Awards and Fellowships

Andrew Carnegie Fellow, Carnegie Corporation of New York, 2024-2026

University of California, Berkeley
- **Chancellor's Award for Research in the Public Interest**, 2023

Emerging Scholar Award, APSA Elections, Public Opinion, and Voting Behavior Section, 2020, *"Awarded to the top scholar in the field who is within 10 years of her or his Ph.D."*

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

New York Times, "How Much Does How Much We Hate Each Other Matter?"

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

2025 Apple; London School of Economics; King's College London; University of Chicago Harris School (discussant); Washington University in St. Louis

2024 University of Michigan; UC Berkeley Haas; UC Berkeley Psychology; Meta Computational Social Science Seminar; Yale; Princeton Politics; Princeton Psychology; Aarhus University; Columbia; University of Toronto Rotman School of Management

2023 BYU; University of Utah; Stanford Polarization Research Lab; CEPR; Yale; UCLA Anderson; University of Chicago Harris School; Social Science Research Council Centennial Lecture, "What Conventional Wisdom Gets Wrong About Political Polarization"

2022 Carlos III-Juan March Institute of Social Sciences; University of Pennsylvania; Junior Americanist Workshop Series (Discussant); Stanford University; Washington Political Economy Center Conference (Washington PECO); ITAM; Cornell University; UMass Amherst; Columbia University; University of Pittsburgh

2021 White House Office for Science and Technology Policy; University of Chicago Harris School; Columbia University; Harvard Law School; University of Michigan; Institute for Advanced Study in Toulouse; CUNY Graduate Center

2020 DCPEC Political Economy Webinar; Harvard University Political Economy Seminar

2019 Yale University; UNC-Chapel Hill; UC Berkeley Haas School of Business, Marketing Group; Stanford Department of Psychology; Aarhaus 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; Wallis Conference, University of Rochester (Presenter)

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 University

2013 MIT; Vanderbilt University

Selected Ph.D. Student Placements

- Max Kagan (Columbia University, Postdoc)
- Elizabeth Mitchell (Stanford University)
- Zhao Li (Princeton University)
- Christian Fong (University of Michigan)

Teaching

Introduction to Empirical Analysis and Quantitative Methods (Undergraduate), UC Berkeley

Political Psychology (Undergraduate), UC Berkeley

The Politics of Public Policy (Undergraduate), UC Berkeley

Representation: Bridging Institutions and Behavior (PhD seminar), UC Berkeley

Public Opinion and Voting Behavior (PhD seminar), UC Berkeley

Measuring Impact in Practice, Stanford Graduate School of Business, 2017, 2018

⋆ Developed original course; among 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
⋆ 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 AND GIFTS

Arnold Ventures, $39,216, 2024 (with Joshua Kalla and Christopher Elmendorf)

Carnegie Fellowship, $200,000, 2024

Institute for Humane Studies, $5,000, 2024

Anti-Defamation League, $169,000, 2024 (with Joshua Kalla)

Institute for Humane Studies, $10,000, 2024

Civic Health Project, $10,000, 2022

Anti-Defamation League, $60,000, 2022 (with Joshua Kalla)

Civic Health Project, $10,000, 2020

Russell Sage Foundation, $158,250, 2020 (with Matto Mildenberger and Leah Stokes)

Democracy Fund, $50,000, 2020 (with Alexander Hertel-Fernandez, Matto Mildenberger, and Leah Stokes)

National Science Foundation, $666,276, 2019 (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

Social, Political and Economic Inequality Advisory Committee, *Russell Sage Foundation*, 2023-Present

Editorial Board, *American Political Science Review*, 2020-2024, 2024-Present

Editorial Board, *American Journal of Political Science*, 2019-2025

University of California, Berkeley
- Director, Berkeley Center for American Democracy, 2022-
- Co-Director, Citrin Center for Public Opinion Research, 2023-2024; 2025-
- American Politics Field Coordinator, 2022-2025

- Graduate Admissions, 2022, 2023
- Tenure Committees, 2021, 2024, 2024
- Faculty Search Committees, 2020, 2021, 2025
- Department Strategic Planning Committee, 2020

Stanford Graduate School of Business

- Member, Financial Aid Advisory Group

Referee for *American Economic Review; American Economic Journal: Applied; American Economic Journal: Economic Policy; American Journal of Political Science; American Political Science Review; American Politics Research; Applied Psychology: An International Review; British Journal of Political Science; Business and Politics; Canadian Journal of Economics; Comparative Political Studies; Communications Psychology; Du Bois Review; Econometrica; Economics and Politics; Economic Inquiry; Economic Journal; Election Law Journal; Electoral Studies; European Economic Review; European Journal of Political Research; European Political Science Review; Frontiers in Psychology; International Organization; Journal of Economic Behavior and Organization; Journal of Elections, Public Opinion Parties; Journal of the European Economic Association; Journal of Experimental Political Science; Journal of Experimental Psychology: General; Journal of Experimental Social Psychology; Journal of Information Technology and Politics; Journal of Personality and Social Psychology; Journal of Politics; Journal of Public Economics; Journal of Race, Ethnicity, and Politics; Journal of Women, Politics, and Policy; Legislative Studies Quarterly; National Science Foundation; Nature Human Behavior; Palgrave Communications; Party Politics; Perspectives on Politics; Political Analysis; Political Communication; Political Behavior; Political Psychology; Political Research Quarterly; Political Science Research and Methods; Politics and Gender; Politics and Governance; Politics, Groups, and Identities; Proceedings of the National Academy of Sciences; PNAS Nexus; PS: Political Science and Politics; Public Opinion Quarterly; Quarterly Journal of Economics; Quarterly Journal of Political Science; Research and Politics; Review of Economic Studies; Review of Economics and Statistics; Russell Sage Foundation; Science; Science Advances; Scientific Reports; Social Psychological and Personality Science; Social Science Quarterly; State Politics and Policy Quarterly; Swiss National Science Foundation; TESS; US-Israel Binational Science Foundation; World Politics; Yale University Press*.

Selected Non-Academic Employment

Senior Analyst, Economics, **Google**, Mountain View, CA **May 2013 - Dec 2016**

- 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.

Foreign Language

中文(中级)

Citizenship

USA (Native); Germany (By Descent)