

Curriculum Vitae Cullen F. Goenner

September 2009

Office

Department of Economics
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Home

3917 Shady Lane
Grand Forks, ND 58201

Citizenship: United States of America

Date of Birth: 28 September 1973

Education

University of Wisconsin - Madison

PhD, Economics, 2001.

Major: Macroeconomics

Minor: Econometrics, Finance

Thesis: "Empirical Approaches to the Study of Interstate Conflict"

Committee: Steven N. Durlauf (Chair), Yuichi Kitamura, M. Scott Taylor.

MS, Business: Quantitative Math of Finance, 1999.

MS, Economics, 1997.

University of Southern California

BA/MA, Economics, 1996.

BA, Political Science, 1996.

Employment

Associate Professor (Tenure), University of North Dakota, 2007 – Present.

Assistant Professor, University of North Dakota, 2001 – 2007.

Research Interests

Fields: Macroeconomics (Major), Econometrics, Finance.

Current Research Areas: Trade, democracy, and conflict; Model specification/Bayesian model averaging; Education assessment; Predictive modeling.

Software

Matlab, C++, Stata, Splus, HLM

Courses Taught

Principles of Microeconomics

Money and Banking

Intermediate Macroeconomics

Financial Derivatives

Financial Economics

Applied Econometrics (Graduate)

Health Economics (Graduate)

Refereed Journal Articles

"From Toys to Warships: Interdependence and the Effects of Disaggregated Trade on Militarized Disputes." *Journal of Peace Research*, Forthcoming.

"Discrimination and Mortgage Lending in Boston: The Effects of Model Uncertainty", *Journal of Real Estate Finance and Economics*, Forthcoming.

"Investing in Fortune's 100 Best Companies to Work for in America," *Journal of Economics*, 34(1): 1-20, 2008.

"A Life-Cycle Approach to the Intertemporal Elasticity of Substitution" with Daniel K. Biederman, *Journal of Macroeconomics*, 30(1):481-498, 2008.

"Economic War and Democratic Peace," *Conflict Management and Peace Science*, 24(3): 171-182, 2007.

"A Predictive Model of Inquiry to Enrollment," with Kenton Pauls, *Research in Higher Education*, 47(8): 935-956, 2006.

"Accounting for Model Uncertainty in the Prediction of University Graduation Rates," with Sean M. Snaith, *Research in Higher Education*, 45(1): 25-41, 2004.

"Predicting graduation rates: An analysis of student and institutional factors at doctoral universities," with Sean M. Snaith. *Journal of College Student Retention*, 5(4): 409-420, 2004.

"Uncertainty of the Liberal Peace," *Journal of Peace Research*, 41(5): 589-605, 2004.

"Assessing the Impact of Increased Admission Standards," with Sean M. Snaith. *College and University*, 80(1): 29-34, 2004.

"Incorporating Writing into an Introductory Business and Economics Statistics Course: A Practical Approach," with Sean M. Snaith. *Journal of College Teaching and Learning*, 1(7): 53-60, 2004.

Working Papers

"The effect of asymmetries in relative factor endowments on international trade", with Peri da Silva.

"A Hierarchical Linear Model of Bilateral Trade: The Effect of Geography and Institutions"

Newspaper

Lawonn, B. (2008, Aug 6). Man Faces 78 Charges: Accused of bilking \$5M from investors in Ponzi scheme. *Fargo In-Forum*.

Nadeau, S. (2008, April 30). It's Really Going to be Ugly. *Grand Forks Herald*.

Yellowbird, D. (2007, May 20). High Gas Prices: Economist Explains it All. *Grand Forks Herald*.

Dalrymple, A. (2007, May 11). Price of Gas Likely to Reach Record Levels. *Fargo In-Forum*.

Johnson, K. (2006, September 3). Diesel Prices Stay above \$3. *Grand Forks Herald*. p. 3B

(2006, June 22). Q/A Gas Prices at the Pumps. *Grand Forks Herald*. p. 6C.

(2005, November 29). Briefly. *Bismarck Tribune*. p. 5.

(2005, October 30). Airmen begin return today through Wednesday. *Grand Forks Herald*. p. 1A.

Rineheart, E. L. (2005, April 28). Bye, bye birdies. *Grand Forks Herald*. p. 1A

Dodds, D. (2005, March 31). Biolab spins off private interests. *Grand Forks Herald*. p. 1A.

(2004, November 22). UND says funding and spending for research set records. *Bismarck Tribune*. p. 6.

Dodds, D. (2004, November 20). Research impact soars. *Grand Forks Herald*. p. 1A

Dodds, D. (2003, November 11). An economic engine. *Grand Forks Herald*. p. 4B.

Conference Presentations:

2008 - 45th Annual Missouri Valley Economic Association Meeting: St. Louis, MO. Oct 23-25,
"From Toys to Warships: Interdependence and the Effects of Disaggregated Trade on
Military Disputes"

2007- 44th Annual Missouri Valley Economic Association Meeting: Kansas City, MO. Oct 25-27,
"From Toys to Warships: Interdependence and the Effects of Disaggregated Trade on
Military Disputes"

2006 – 43rd Annual Missouri Valley Economic Association Meeting: Minneapolis, MN. Oct 26-28,
"Investing in Fortune's 100 Best Companies to Work for in America"
"A Demographic Analysis of Intertemporal Substitution in Consumption," with Daniel K.
Biederman

2005 – 42nd Annual Missouri Valley Economic Association Meeting: Kansas City, MO. Oct 27-
29, "Economic War and Democratic Peace"

2005 – Annual Association for Institutional Research Forum: San Diego, CA. May 29-June 1,
(National) "A Predictive Model of Inquiry to Enrollment," with Kenton Pauls

2004 – 41st Annual Missouri Valley Economic Association Meeting: Nashville, TN.
"Discrimination and Mortgage Lending in Boston: The Effects of Model Uncertainty"
"A Life-Cycle Approach to the Intertemporal Elasticity of Substitution" with Daniel K.
Biederman

2004 – 40th Annual Missouri Valley Economic Association Meeting: Kansas City, MO.
"A Hierarchical Linear Model of Bilateral Trade: The Effect of Geography and Institutions"

Other Presentations

2008 – University of Manitoba

2007 – FDIC, BEA, Chase-JPMorgan, Fannie Mae, Freddie Mac, Bank of America, Holy Cross
"Discrimination and Mortgage Lending in Boston: The Effects of Model Uncertainty"

2004 – UND Memorial Union Mini Session
"Credit and the rest of your life"

2004 – UND Department of Economics Seminar Series
"Discrimination and Mortgage Lending in Boston: The Effects of Model Uncertainty"

2002 – UND Memorial Union Mini Session

“Credit and the rest of your life”

2002 – UND Department of Economics Seminar Series

“Uncertainty of the Liberal Peace”

Grants and Contracts Received

“Economic Impact of ‘Experience North Dakota.’” North Dakota Department of Commerce Research Contract, 2008, (\$4,000)

“Customer Satisfaction Survey.” North Dakota Department of Transportation Research Contract, 2008, (\$30,500)

“Strategic Trade Flows, Industry Concentration, and Interstate Conflict,” UND CoBPA Summer Research Grant, 2007, (\$2,500)

“Customer Satisfaction Survey.” North Dakota Department of Transportation Research Contract, 2006, (\$28,600)

- Created a survey to evaluate stakeholder satisfaction with ND DOT.
- Oversaw statewide survey of motorists, motor carriers, government, and businesses.
- Examined which factors contributed most to overall satisfaction, differences across groups, and differences over time to find areas in need of improvement.

“Investing In Fortune’s Best Companies To Work For,” UND CoBPA Summer Research Grant, 2006, (\$2,500)

“Target Marketing and the Use of Internet Shopping Agents,” North Dakota Small Business Development Center Research Grant, 2005 (\$5,000)

- Demonstrate how small businesses can use their customers’ zip codes to conduct targeted marketing
- Utilize tools of geodemography to determine the demographic characteristics of customers based on where they live.
- Cluster analysis used to segment customers and their buying patterns.
- Regression used to identify neighborhoods to target marketing efforts.

“Model Uncertainty and the Prediction of Money Demand,” UND CoBPA Summer Research Grant, 2004, (\$2,500)

“A Hierarchical Linear Model of Trade,” UND CoBPA Summer Research Grant, 2002, (\$2,500)

Other Sponsored Research

“Increasing Admissions Standards: The Impact on Student Outcomes”, UND Vice President of Student and Outreach Services, 2009

- Analyzed impact of change in admissions standards on retention, credits completed, and first year GPA.
- Examined the impact of provisional admission status.

“A Predictive Model of Enrollment,” UND Enrollment Services, 2004

- Built a logistic regression model that scores the likelihood students who inquire of our institution will enroll.
- Limited information provided by inquiries supplemented by demographic data inferred from where a student lives.
- Model accurately predicts out of sample 90% of outcomes.

“Assessing Engagement of Students at UND,” UND Vice President of Student and Outreach Services, 2004

- Evaluated faculty and student perceptions of student engagement at UND using FSSE and NSSE data.
- Identified who was engaged as well as ways for faculty and the institution to improve student engagement.
- Compared engagement with peer institutions to evaluate relative performance.

“Economic Impact of Bio Research Lab,” UND Vice President of Research, 2004

- Used IMPLAN to model the potential economic impact from building a Bio Defense research lab on output, employment, and tax revenues for the county, state, and upper Midwest.

“Economic Impact of UND’s research,” UND Vice President of Research, 2003, 2004

- Used IMPLAN to model the economic impact of UND’s research expenditures on output, employment, and tax revenues for the county, state, and upper Midwest.

“Assessment of Raising ACT and GPA Requirements for UND Admissions,” Associate Vice President Enrollment Management, 2003

- Evaluated the potential effects of raising admission standards on UND’s ranking in US News and World Report.
- Evaluated the effects on student enrollment, retention, and graduation rates.

Professional Associations

Canadian Economics Association

Missouri Valley Economics Association; Vice President 2006-2007, Director 2008-2009, Webmaster 2008-Current.

Western Economics Association

Association for Institutional Research

Referee for Professional Journals

Journal of Economics

Journal of Peace Research

Conflict Management and Peace Science

Awards

UND CoBPA Clow Banking Fellowship 2009-2011

UND Founders Day Spirit of North Dakota Award, 2009.

UND CoBPA Meritorious Teaching, Research, and Service Award, 2008-2009

UND Memorial Union Leadership Award – Outstanding Student Organization Advisor, 2008 & 2009

UND Presidential Scholar Faculty Star, 2008

UND Founders Day Teaching Award Finalist, 2007

UND Golden Key Honor Society – Honorary member, 2004

UND Summer Instructional Development Professorship, 2003

AIR/NSF/NCES Data Policy Institute Fellowship, 2003

UND CoBPA Meritorious Teaching, Research, and Service Award, 2003-2004

UND Senate Scholarly Activities award 2003-2004, 2004-2005, 2005-2006, 2008-2009.

UW-Madison Economics Department Fellowship, 2000

Phi Beta Kappa, USC

Magna Cum Laude, USC

Haynes Foundation Scholar, USC