

Dr. Joel Potter
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Economics and Finance
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Education

PhD, Kansas State University, 2008.
Major: Economics, GPA: 3.94

BS, Northwest Missouri State University, 2003.
Major: History and Economics, *Summa Cum Laude*, GPA: 3.95

AS, Johnson County Community College, 2001.
Major: Liberal Arts, GPA: 4.0

Academic Positions

Mike Cottrell College of Business, Professor, University of North Georgia. (August 1, 2019 - Present).

Mike Cottrell College of Business, Associate Professor, University of North Georgia. (2013 - July 2019).

Mike Cottrell College of Business, Assistant Professor, University of North Georgia. (2008 - 2013).

Economics Department, Instructor/Teaching Assistant, Kansas State University. (2003 - 2008).

Licensures and Certifications

ECON 3580 Online Certification- Quality Matters, Distance Education & Technology Integration. (November 9, 2021)

ECON 2105 Online Certification- Quality Matters, Distance Education & Technology Integration. (November 16, 2016)

ECON 2106 Online Certification- Quality Matters, Distance Education & Technology Integration. (April 15, 2015)

TEACHING

University of North Georgia

ECON 2105, Principles of Macroeconomics
ECON 2105H, Honors Macroeconomics
ECON 2106, Principles of Microeconomics
ECON 3441, Money and Banking
ECON 3299, Special Topics in Economics
ECON 3580, Sports Economics
ECON 6205, Economics & Decision Making

Kansas State University

ECON 120, Principles of Microeconomics
ECON 520, Intermediate Microeconomics

Directed Student Learning

Levensteins, N. (Author & Presenter), Potter, J. (Author), Academy of Economics and Finance, "The Impact of Non-Action Plays on Attendance in Major League Baseball." (February 11, 2022).

Undergraduate Honors Thesis Advisor, "Predictors of Happiness: Religion and Spirituality." (August 17, 2020 - April 30, 2021).
Advised: Elizabeth Wilcauskas

Supervised Research, "Discrepancies in the graphical representation of a perfectly competitive industry's short-run supply curve in principles of microeconomics textbooks.," (January 8, 2019 - March 22, 2019).
Advised: Alyssa Howard

Supervised Research, "Contradiction in principles of microeconomics textbooks regarding the shut-down decision of a perfectly competitive firm.," (Within University of North Georgia). (January 8, 2019 - March 22, 2019).
Advised: Luis Lepervanche

Undergraduate Honors Thesis Committee Member, Finance. (March 21, 2018 - April 23, 2018).
Advised: Shannon Tremain

Supervised Honors Conversion, "Principles of Microeconomics- Honors," Management. (August 18, 2015 - December 12, 2015).
Advised: Caleb Yarbro

Awards and Honors

Nominated for: Outstanding Professor Award, Student Athlete Advisory Committee.
(Only five instructors at UNG received a nomination).

Nominated for: Outstanding Professor Award, Student-Athlete Advisory Committee.
(January 2019).

Nominated for: Outstanding Professor Award, Student Athlete Advisory Committee.
(January 24, 2018).

Received: Teacher of the Year, Student Government Association. (2009).

Received: Outstanding Professor Award, Student-Athlete Advisory Committee. (2009).

RESEARCH

Published Intellectual Contributions

Book Chapters

Potter, J., Scott, J. (2014). Do Personal Response Systems Enhance Student Learning?
New Frontiers of Economics Education (pp. 218-223).

Potter, J., Scott, J. (2014). The Effects of Legalized Cheating in the Classroom. *New
Frontiers of Economics Education* (pp. 199-208).

Refereed Journal Articles

Ehrlich, J., Potter, J. (in press). Estimating the Effect of Attendance on Home Advantage
in the National Basketball Association. *Applied Economics Letters*.

Potter, J., Ehrlich, J. (in press). Should Offensively Oriented Players Receive a Salary
Premium in the National Basketball Association? *Managerial Finance*.

Onemli, M. Burak, Potter, J. (2021). Reference Group Inequality, Positional Goods, and
Their Impact on Subjective Well-Being: Evidence from Turkey. *Review of Social
Economy*.

Ehrlich, J., Potter, J. (2021). Is offense worth more than defense and pitching? Marginal
revenue product and revenue sharing in major league baseball. *Managerial Finance*.

Ehrlich, J., Perline, J., Potter, J., Sanders, S. (2021). Does a Salary Premium Exist for
Offensive Output in Major League Baseball? *Managerial Finance*.

- Sanders, S., Potter, J., Ehrlich, J., Perline, J., Boudreaux, C. (2021). Informed Voters and Electoral Outcomes: A Natural Experiment Stemming from a Fundamental Information Technological Shift. *Public Choice*.
- Potter, J., Ehrlich, J., Sanders, S. D. (2019). The Moneyball Effect: Incentives and Output in the NBA Three Point Shootout. *Southern Business & Economic Journal*.
- Chang, Y.-M., Potter, J., Sanders, S. D. (2016). Inelastic sports ticket pricing, marginal win revenue, and firm pricing strategy: A behavioral pricing model. *Managerial Finance*, 42(9), 922-927. <http://www.emeraldinsight.com/loi/mf>
- Potter, J. (2016). Publicly subsidized sports events and stadiums: Have economists done justice to the impact on inequality? *Managerial Finance*, 42(9), 879-884. <http://www.emeraldinsight.com/loi/mf>
- Onemli, M.B., Potter, J. (2014). An Empirical Investigation of the Stepping-Stone Hypothesis. *Economics Bulletin*, 34 (4), 2220-2236.
- Potter, J., Sanders, S. (2012). Do Economists Recognize an Opportunity Cost When They See One? A Dismal Performance or an Arbitrary Concept? *Southern Economic Journal*, 79 (2), 1-7.
- Sanders, S., Walia, B., Potter, J., Linna, K.W. (2011). Do more online instructional ratings lead to better prediction of instructor quality? *Practical Assessment, Research & Evaluation*, 16 (2), 1-6.
- Potter, J. (2011). Estimating the off-setting effects of driver behavior in response to safety regulation: the case of formula one racing. *Journal of Quantitative Analysis in Sports*, 7 (3), 1-20.
- Potter, J. (2011). Reexamining the economics of marital infidelity. *Economics Bulletin*, 3 (1), 41-52.
- Potter, J., Scott, J. (2010). Issues in third-party intervention research and the role of destruction in conflict. *The Economics of Peace and Security Journal*, 5 (1), 18-21.
- Chang, Y.-M., Potter, J., Sanders, S. (2007). War and Peace: Third-Party Intervention in Conflict. *European Journal of Political Economy*, 23(4), 954-974.
- Chang, Y.-M., Potter, J., Sanders, S. (2007). The Fate of Disputed Territories: an Economic Analysis. *Defense and Peace Economics*, 18(2), 183-200.

Presentations Given

- Ehrlich, J. (Author), Sanders, S. (Author & Presenter), Potter, J. (Author), Public Choice Society Conference, "Information, Conflict of Interest, and Vote Quality: A Natural Experiment." (March 12, 2022).
- Potter, J. (Author & Presenter), Raza, M. (Author), Ehrlich, J. (Author), Academy of Economics and Finance, "The Impact of Production Type on Free Agent Player Salaries in the NBA." (February 11, 2022).
- Ehrlich, J., Potter, J., Samangy, D., Midwest Sports Analytics Meeting, "The Crowd Effect and Home Court Advantage in the NBA." (November 20, 2021).
- Potter, J., Ehrlich, J., Midwest Sports Analytics Meetings, "Is Offense Worth More than Defense in the National Basketball Association?," Zoom. (November 21, 2020).
- Potter, J., Berlin Sport Analytics Academy, "The Economics of Sports Stadiums and Inequality," Syracuse University, Zoom. (July 15, 2020).
- Ehrlich, J., Potter, J., Sanders, S., Academy of Economics and Finance, "Do Fans Prefer Offense to Defense in Major League Baseball?," Atlanta, GA. (February 6, 2020).
- Ehrlich, J. (Author & Presenter), Potter, J. (Author), Midwest Sports Analytics Meetings, "Do Offensive Players Generate More Revenue Than Defensive Players in Major League Baseball?," Central College, Pella, Iowa. (November 23, 2019).
- Sanders, S. (Author & Presenter), Potter, J., Ehrlich, J. (Author & Presenter), Carnegie Mellon Sports Analytics Conference, "Wins Above Replacement and the MLB MVP Vote: A Natural Experiment." (November 1, 2019).
- Potter, J. (Author), Sanders, S. (Author & Presenter), Ehrlich, J. (Author), 2019 Public Choice Society Annual Meetings, "Informed Voters, Uninformed Voters, and Electoral Outcomes: A Natural Experiment from Major League Baseball MVP Voting," Louisville, KY. (March 15, 2019).
- Perline, J. (Author), Potter, J. (Author & Presenter), Sanders, S. (Author), Academy of Economics and Finance, "The Relative Wages of Offense and Defense in Major League Baseball a Setting for Win- Maximization Arbitrage," St. Petersburg, FL. (February 8, 2019).
- Perline, J. (Author), Potter, J., Sanders, S. (Author & Presenter), 2018 Midwest Sports Analytics Meeting, "The Relative Wages of Offense and Defense in Major League Baseball: A Setting for Win-Maximization Arbitrage?," Center College, Pella Iowa. (November 17, 2018).
- Potter, J. (Presenter), Onemli, M. Burak (Author), Academy of Economics and Finance, "Determinants of Life-Satisfaction in Turkey.," Charleston, SC. (February 10, 2017).

- Chang, Y.-M. (Author), Potter, J. (Author & Presenter), Sanders, S. D. (Author), Academy of Economics and Finance, "Inelastic sports ticket pricing, marginal win revenue, and firm pricing strategy: A behavioral pricing model," Pensacola, FL. (February 2016).
- Potter, J., Sanders, S., Academy of Economics and Finance, "Incentives and Performance: The Case of the National Basketball Association's 3-Point Contest." (2014).
- Potter, J., Department of Economics & Decision Sciences Seminar Series, Western Illinois University, "Efficiency Wages in Labor Settings with Pressure." (2014).
- Potter, J., Georgia Association of Economics and Finance, "Estimating the Off-Setting Effects of Driver Behavior in Response to Safety Regulation: The Case of Formula One Racing." (2012).
- Potter, J., National Mathematics Awareness Week Colloquium, "Estimating the Off-Setting Effects of Driver Behavior in Response to Safety Regulation: The Case of Formula One Racing." (2012).
- Potter, J., Sanders, S., Southern Economic Association, "Incentives and Performance: The Case of the National Basketball Association's 3-Point Contest." (2011).
- Potter, J., Onemli, M. Burak, Academy of Economics and Finance, "Regulatory Behavior in Local Telephone Markets." (2010).
- Potter, J., Onemli, M. Burak, Mike Cottrell College of Business Research Seminar, "Regulatory Behavior in Local Telephone Markets." (2010).
- Potter, J., Scott, J., Southern Economic Association, "The Effects of Legalized Cheating in the Classroom." (2010).
- Potter, J., Ragan, J., Walia, B., Southern Economic Association, "Comparing the Teaching Evaluations of Domestic and International Students: Are There Differences in Relative Strengths?." (2010).
- Scott, J., Potter, J., Georgia Association of Economics and Finance, "Do Personal Response Systems Enhance Student Performance in Economics?." (2009).
- Potter, J., Missouri Valley Economics Association Meetings, "The Economics of Cheating: A Re-evaluation of Fair's Model of Infidelity." (2007).
- Potter, J., Southern Economic Association Conference, "Estimating the Off-Setting Effects of Driver Behavior in Response to Safety Regulation: The Case of Formula One Racing." (2007).

Potter, J. (Author & Presenter), Sanders, S. (Author & Presenter), Chang, Y.-M. (Author), Western Economic Association Conference, "War and Peace: Third-Party Intervention in Conflict." (2006).

Potter, J., Sanders, S., Chang, Y.-M., Missouri Economics Conference, "The Fate of Disputed Territories: an Economic Analysis." (2005).

Media Contributions

Newspaper

"Gainesville Times," What Hall lawmakers, local economist say about Atlanta losing baseball all-star game. (April 6, 2021).

Radio

"WDUN- Gainesville," Mornings on Maine Street. (February 3, 2021).

Contracts, Grants and Sponsored Research

Grant

Potter, J., "MCCB Summer Research Grant." (June 2020 - December 2022).

Awards and Honors

Carnegie Mellon Sports Analytics Conference Reproducible Research Award, Carnegie Mellon. (November 2, 2019).

Intellectual Contributions in Submission

Refereed Journal Articles

Potter, J., Ehrlich, J. Estimating the Effect of Attendance on Home Advantage in the National Basketball Association. *Applied Economics Letters*.

Potter, J., Ehrlich, J., Sanders, S. "Spectators or Influencers? The Crowd Effect upon Winning in the NFL: A Natural Experiment". *International Journal of Sport Finance*.

Research Currently in Progress

"Does the Invariance Principle Hold with Lottery Luck in the NBA?" (Planning).

"Information, Conflict of Interest, and Vote Quality: A Natural Experiment" (Writing Results).

SERVICE

Department Service

Committee Member, Departmental Search Committee (Real Estate). (August 2021 - Present).

Attendee, Meeting, Inquiries from Graduate Committee. (February 16, 2022).

Committee Chair, Departmental Promotion and Tenure Review Committee. (August 20, 2020 - May 2021).

Committee Member, Departmental Search Committee. (May 2020 - July 2020).

Faculty Mentor. (August 1, 2018 - May 1, 2019).

Project Leader, Core Curriculum Project. (August 30, 2017 - November 1, 2017).

Attendee, Meeting, Tenure and Promotion Committee. (August 10, 2015 - August 10, 2017).

Committee Member, Economics Search Committee. (February 2014 - May 2014).

Classroom Peer Review, ECON 2105. (2009 - 2010).

College Service

Committee Member, Faculty Committee. (September 2021 - Present).

Committee Member, CPTRC Committee. (August 2021 - Present).

Committee Member, Research Impact Committee. (August 2020 - October 2021).

Committee Member, Analytics Curriculum Review Committee. (October 16, 2018 - May 1, 2019).

Committee Member, Graduate Committee. (August 10, 2017 - May 1, 2019).

Committee Member, Mike Cottrell College of Business, Faculty Committee. (2014 - August 2015).

Committee Member, Mike Cottrell College of Business, Faculty Advisory Committee. (2014 - May 30, 2015).

Committee Member, Mike Cottrell College of Business, Curriculum Committee. (2013 - 2014).

Committee Member, Mike Cottrell College of Business, Graduate School Committee. (2011 - 2013).

Committee Member, Mike Cottrell College of Business Scholarship Committee. (2010 - 2013).

Committee Member, Mike Cottrell College of Business, Assurance of Learning Committee. (2010 - 2013).

Committee Member, Mike Cottrell College of Business, Faculty Development and Intellectual Contributions Committee. (2008 - 2013).

Committee Chair, Mike Cottrell College of Business, Ethics Subcommittee. (2011 - 2012).

University Service

Committee Member, Data Analytics/Big Data/Data Science Task Force Meeting. (March 2021 - Present).

Committee Member, Institutional Review Board. (February 2016 - Present).

Committee Member, Ad Hoc Committee- Area E. (September 2020 - November 2020).

Advisor, UNG Men's Baseball Club Advisor. (November 2018 - December 2019).

Library Committee. (April 2016 - April 2018).

Committee Chair, Ad Hoc Committee- Area E. (October 9, 2017 - January 1, 2018).

Faculty Advisor, UNG Men's Baseball Club. (October 1, 2015 - August 1, 2017).

Attendee, Meeting, Academic Affairs. (October 20, 2016).

Committee Chair, Hoag Lecture Committee. (2012 - August 2015).

Faculty Advisor, Student Government Association. (2014 - May 2015).

Committee Member, Faculty Senate. (2012 - 2013).

Committee Member, Leadership and Appointments Committee. (2012 - 2013).

Committee Member, American Democracy Project. (2011 - 2013).

Committee Member, Student Technology Fee Committee. (2011 - 2013).

Committee Member, QEP Steering Committee. (2009 - 2013).

Committee Member, CURCA Proposal Review Committee. (2011 - 2012).

Committee Member, Faculty Advisory Committee for Appalachian Studies. (2011 - 2012).

Committee Member, Hoag Lecture Committee. (2011 - 2012).

Committee Member, Student Financial Aid Committee. (2010 - 2011).

Committee Chair, American Democracy Project. (2009 - 2011).

CTLE Faculty Training Program. (2008 - 2009).

Professional Service

Reviewer, Journal Article, Economics Bulletin. (December 2021).

Reviewer, Journal Article, Forum of Social Economics. (2021 - July 21, 2021).

Reviewer, Journal Article, Managerial Finance. (April 2020).

Discussant, Academy of Economics and Finance. (February 8, 2019).

Session Chair, Academy of Economics and Finance, St. Petersburg, FL. (February 8, 2019).

Reviewer, Journal Article, Public Choice. (October 1, 2017 - November 30, 2017).

Reviewer, Journal Article, Urban Studies. (April 8, 2017 - June 2, 2017).

Reviewer, Journal Article, Academy of Economics and Finance Journal. (2016).

Reviewer, Journal Article, Journal of Economic Education. (2016).

Reviewer, Journal Article, Managerial Finance. (2016).

Reviewer, Journal Article, Economics Bulletin. (2015).

Discussant, Academy of Economics and Finance. (2014).

Referee, *Economic Inquiry*. (2014).

Referee, *Journal of Quantitative Analysis in Sports*. (2014).

Referee, *Journal of Quantitative Analysis of Sports*. (2013).

Referee, *Journal of Economics and Finance Education*. (2012).

Referee, *Journal of Economics Education*. (2012).

Referee, *Defense and Peace Economics*. (2011).

Session Chair and Discussant, Southern Economic Association Conference. (2011).

Discussant, Academy of Economics and Finance. (2010).

Discussant, Southern Economic Association Conference. (2010).

Referee, *Economics Bulletin*. (2010).

Referee, *Journal of Quantitative Analysis in Sports*. (2010).

If you need this document in an alternate format for accessibility purposes (e.g. Braille, large print, audio, etc.), please contact Joel Potter at joel.potter@ung.edu.