

CURRICULUM VITAE

Aju J. Fenn, Ph.D.
Colorado College

ADDRESS:

Dept. of Economics & Business,
The Colorado College
14 E Cache La Poudre St.
Colorado Springs, CO 80903

aju.fenn@coloradocollege.edu

HONORS

Gerald L. Schlessman Chair, Colorado College (2012 - 2015)

John L. Knight Chair, Colorado College (2008 – 2010)

Lloyd E. Worner Teacher of the Year Award, Colorado College (2006)

John D. and Catherine T. MacArthur Professor, Colorado College (2004-2006)

National Leadership Society, Omicron Delta Kappa (University of St. Thomas, St. Paul, MN)

Premium for Academic Excellence (PACE) Award (Iowa State University, Ames, IA)

Economics Honors Society, Omicron Delta Epsilon (The College of Wooster, Wooster, OH)

TEACHING EXPERIENCE

(1999 – 2014)

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| Professor: Fall 2015 - Present | |
| Associate Professor Fall 2007 – Spring 2015 | Assistant Professor (1999 – 2002) |
| Assistant Professor Fall 2002 – Spring 2007 | University of St. Thomas (St. Paul, MN) |
| Colorado College | |
| How to write like an Economist | |
| Art and Economics: Interdisciplinary Analyses | Principles of Macroeconomics |
| Principles of Economics | Principles of Microeconomics |
| Econometrics | Money and Banking |
| Mathematical Economics: The Economics of Addiction | Intermediate Microeconomic Theory |
| Research Methods 2 | |
| Principles of Microeconomics | Sports Economics |
| Principles of Macroeconomics | Introduction to Econometrics |
| The Economics of Sports | Sports Economics: Senior Independent Study |
| Intermediate Microeconomic Theory | The Economics of Addiction: Senior Independent Study |
| Adjunct Professor (1998 – 1999) | Instructor (Summer 1996 & Summer 1997) |
| University of St. Thomas (St. Paul, MN) | Drake University (Des Moines, IA) |
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| Principles of Macroeconomics | Principles of Macroeconomics |
| Money and Banking | Principles of Microeconomics |

PEER REVIEWED PUBLICATIONS

After promotion to Full Professor

1. Drafting a successful wide receiver in the NFL - Hail Mary, (With David J Berri), *International Journal of Sport Finance*, February, 2018
2. Effects of Employee Heterogeneity on Firm Performance: Measuring the Impact of International Diversity in the National Basketball Association (With Christopher Mayo-Smith* and James E Parco), *Journal of Business and Behavioral Sciences*, December 2017

Post-tenure and promotion to Associate Professor

3. Student Evaluation Based indicators of Teaching Excellence from a Highly Selective Liberal Arts College” *International Review of Economics Education*, December 2014, Vol (18), pp 11–24.
4. Is the Sports Media Color Blind? (With David J Berri and Jennifer Van Gilder) *International Journal of Sport Finance*, May 2014, 9 (2), pp 130-148.
5. From College to the Pros: Predicting the NBA Amateur Player Draft.(With David Berri and Stacey Brook) *Journal of Productivity Analysis*, February 2011, 35, n1, pp 25-35.
6. The Demand for NFL Attendance: A Rational Addiction Model. (With Erin Spenner and John Crooker). *Journal of Business and Economic Research* 8 (12), December 2010, pp21 – 41.
7. Doing Publishable Research With Undergraduates. (With Daniel K.N. Johnson, Mark Griffin Smith and J. L. Stimpert). *Journal of Economic Education*, 41(3), June 2010, p. 259-274.
8. Profit Maximization in the National Football League (With J.P. Brunkhorst) *Journal of Applied Business Research*, January-February 2010, v. 26, iss. 1, pp. 45-58
9. Estimating Local Welfare Generated by a Professional Sports Team: An Application to the Minnesota Vikings under Threat of Relocation (With John Crooker) *Southern Economic Journal*, July 2009, Vol. 76, No. 1, pp198-223
10. Market Power in the NFL (With Stacey Brook), *International Journal of Sport Finance*, November 2008 Volume 3, Issue 4 vol 3, 2008, pp 239-244
11. Sports Leagues and League Parity: When League Parity generates Fan Enthusiasm (With John R. Crooker), *Journal of Sports Economics*, April 2007, Volume 8 No. 2 pp 139-164

* Denotes Colorado College student co-author

Pre-tenure

12. Competitive Balance in the National Football League: An application of the HHI (With Andrew Larsen and Erin L. Spenner*), *Journal of Sports Economics*, November 2006 Volume 7, Number 4, pp 374-390
13. The Short Supply of Tall People: Competitive Imbalance and the National Basketball Association (With David J. Berri, Stacey L. Brook, Bernd Frick and Roberto Vicente-Mayoral), *Journal of Economic Issues*, December 2005, Vol. XXXIX No. 4 pp 1029-1041
14. Structural changes in Cigarette Demand: Cusum tests using panel data (With John R. Schroeter), *Economics Bulletin*, September 2005, pp 1-11

15. The Influence of Structural Changes and International Players on Competitive Balance in the NHL (With Peter von Allmen, Stacey Brook and Thomas Preissing), *Atlantic Economic Journal*, June 2005, Vol 33, No. 2 pp 215-224
 16. Cigarettes and Addiction Information: Simulating the Demand Effects of the Tobacco Industry's 'Conspiracy of Silence' (With John R. Schroeter), *Applied Economics*, Volume 36 Number 19, October 2004 pp 2151-2159
 17. Cigarettes and Addiction Information: New Evidence on the Rational Addiction Model (With Frances Antonovitz and John Schroeter) *Economics Letters*, Volume 72, June 2001 pp 39-45
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BOOK CHAPTERS

The origin and Evolution of Sports Leagues in The Oxford Handbook of Sports Economics Volume 2, edited by Leo Kahane and Stephen Shmanske, **Oxford University Press**, May 2012, Northamptonshire Great Britain

The economics of NFL Attendance in The Economics of the NFL edited by Kevin Quinn, **Springer** – December, 2011, New York.

Sports Economics in 21st Century Economics A Reference Handbook. Edited by Rhona C. Free, **Sage Publications** 2010, Thousand Oaks, California

WORKING PAPERS

Russians in the NHL – are they paid more? (With Luc Gerdes*)

The importance of character on the draft selection and subsequent production of an NFL Quarterback. (With David Berri)

The importance of character on the draft selection and subsequent production of NFL running backs. (With David Berri)

Empirical Shifts in Major League Baseball Roster Management: Effects of the 1976 Labor Agreement. (With John Crooker and Christopher Azevedo, Missouri Valley Economics)

An analysis of Doping in the Tour de France before and after Lance Armstrong (With Johannes Manson*)

Competitive Balance in the Nippon Baseball League (With Mike Leeds and Eva Markova-Leeds)

PEER REVIEWED CONFERENCE PRESENTATIONS

The importance of character on the draft selection and subsequent production of an NFL Quarterback. (With David Berri Western International Economics Meetings, Summer, 2018)

Russians in the NHL – are they paid more? (With Luc Gerdes*, Southern Economics Association Economics Meetings, Fall 2017)

The importance of character on the draft selection and subsequent production of an NFL wide receiver. (With David Berri Western International Economics Meetings, Summer, 2017)

Empirical Shifts in Major League Baseball Roster Management: Effects of the 1976 Labor Agreement. (With John Crooker and Christopher Azevedo, Missouri Valley Economics Association Meetings, 2016)

The impact of international diversity on wins in the NBA. (With Chris Mayo-Smith and James Parco, Southern Economics Meetings, 2015)

Drafting a successful wide receiver in the NFL – hail Mary? (With David Berri Western International Economics Meetings, Summer, 2015)

The Pedagogical Trifecta of Principles, Theory, and Senior Thesis Through Sports Economics (Southern Economics Association Economics Meetings, Fall 2014)

Consequences of differentiated player talent and player rights on competitive balance: Misinterpreting the Coase Theorem in Sports Leagues (With John Crooker and Christopher Azevedo, Western International Economics Meetings, Summer, 2014)

Research Assistants are Made not Born (Southern Economics Association Economics Meetings, Fall 2013)

Does NFL panel data have unit root issues? (Western International Economics Meetings, Summer, 2013)

The determinants of teaching excellence in Economics and Business at an elite Liberal Arts College (International Conference on Business, Summer 2012)

Do cheaters Prosper: An analysis of Doping in the Tour de France (With Bradley Dsida*, Western International Economics Meetings, Summer, 2011)

Is the Sports Media Color Blind? (With David J Berri and Jennifer Van Gilder, Western International Economics Meetings, Summer, 2011)

Does fighting win NHL games? Empirical evidence from pre and post CBA Data. (With Bill Sweatt*, Southern Economics Association Economics Meetings, Fall 2010)

Does Fighting Promote Winning? Evidence from post- CBA data. (With Bill Sweatt*, Western International Economics Meetings, Summer, 2010)

Doing Publishable Research with Undergraduate Students, (with Daniel Johnson, Larry Stimpert and Mark Smith) American Economic Association Meetings, Jan 2009

Are NBA fans still racist? (With Mateo Garcia*, Western International Association Economics Meetings, 2008)

Market Power in the National Football League (With Stacey Brook, Western International Economics Meetings, Summer 2007)

The Determinants of NFL T.V. Ratings (With Shannon Carney*, Southern Economics Meetings, 2006)

From College to the Pros: Predicting the NBA Amateur Player Draft (With David J. Berri and Stacey L. Brook, Western International Economics Meetings, Summer 2006)

Team Investment in Player Talent. The impact of heterogeneous revenues across league teams (With John R. Crooker, Western International Economics Meetings, Summer 2006)

From College to the Pros: Predicting the NBA Amateur Player Draft (With David Berri and Stacey Brook, Southern Economics Meetings, 2005)

Structural Change in Cigarette Demand: Cusum Tests using Panel Data (With John R. Schroeter, Midwest Economics Meetings, 2005)

ACM Teaching and Learning Conference, Lake Forest College, Spring 2005

Racial Bias in the Sports Media (With David J Berri, Southern Economics Association Meetings, 2004)

Exploring the implications of substitutes and tie-ins for moral satisfaction in a contingent valuation resource setting (With John R. Crooker, Western Economics Association Meetings, 2004)

The Demand for NFL Attendance: A Rational Addiction Model (With Erin Spenner*, Western Economics Association Meetings, 2004)

Promoting Information Literacy in Principles of Economics Classes (With Jonathan Powers, David Schodt and Robin Satterwhite Western Economics Association Meetings, 2004)

Strategies for enhancing information literacy in Principles classes (With Jonathan Powers, David Schodt and Robin Satterwhite, (National) ASSA meetings, 2004)

Principles Group Assignments: ACM Information Literacy Conference (With Jonathan Powers and Marcelo Clerici-Arias at Colorado College, Summer 2003)

Research Methods 2 Then and Now: ACM Information Literacy Conference (Colorado College, Summer 2003)

Sports Website Assignment: ACM Information Literacy Conference (Colorado College, Summer 2003)

The Willingness to Pay for a New Vikings Stadium under threat of relocation or sale (INVITED LECTURE DePauw University, 2003)

Cigarettes and Addiction Information: Simulating the Demand Effects of the Tobacco Industry's 'Conspiracy of Silence' (With John Schroeter, Southern Economics Association Meetings, 2003)

The Willingness to pay for a New Vikings Stadium under threat of relocation or sale (With John Crooker, Western Economics Association Meetings, 2003)

Macroeconomic Forecasts: An exercise in internet data collection: ACM Information Literacy Conference (Colorado College, Summer 2002)

The Willingness to Pay for a New Vikings Stadium (With John Crooker, Western Economics Association Meetings, 2002)

Competitive Balance in the NFL (With Andrew Larsen, Midwest Economics Association Meetings, 2002)

Promoting Competition in Baseball (With John Crooker, Midwest Economics Association Meetings, 2002)

The Value of Concealing Cigarette Addiction Information (2001 Midwest Economics Meetings)

Rational Expectations, Strategic Bias and Contingent Valuation Surveys (With John Crooker, 2001 Missouri Valley Economics Association Meetings)

The Dollar Value of Purple Pride: An analysis of the Existence Value of the Minnesota Vikings (With John Crooker, 2001 Missouri Valley Economics Association Meetings)

Cigarettes and Addiction Information: New Evidence on the Rational Addiction Model (2000 Midwest Economics Meetings)

Selected paper on Addiction Information and Cigarette Demand presented at the 1998 (American Agricultural Economics Association Meetings)

GRANTS

The Colorado College, Social Sciences Executive Committee Research Grants 2016, 2015, 2014, 2012, 2011, 2005, 2004, 2003, 2002 & Spring 2003, Fall, 2015 - 2017

University of St. Thomas Faculty Research Assistance Grant, Fall 2000

University of St. Thomas Faculty Partnership Grant, Summer 2000

SERVICE TO THE DISCIPLINE

Grant reviewer for *Social Sciences and Humanities Research Council of Canada*

Journal referee for *Review of Industrial Organization, Economic Inquiry, Economics Letters, Southern Economic Journal, Contemporary Economic Policy, International Journal of Sport Finance, Journal of Sports Economics*

Discussant *Western Economics Association International Meetings* 2017, 2015, 2011, 2004, 2003, 2002

Midwest Economics Association Meetings 2002

Southern Economic Meetings 2017, 2005

Invited Talk – Colorado Council of Economic Education (Spring 2012)

Invited Talk –University of Colorado Economics Club (Spring 2006)

Reviewer for SimEcon - A computer simulation for teaching economics

SERVICE TO THE INSTITUTION

Faculty Liason to Trustees Investment Committee (Fall 2016 – Present)
College Advancement Committee (Fall 2012- Spring 2013)
AD Search Committee Chair (Spring & Summer 2007)
Faculty Executive Committee (Fall 2006 –Spring2007, **Fall 2016 – Spring 2017**)
Search Committee- Director of Career Center (Fall 2006)
Social Science Executive Committee (Fall 2005 – Spring 2006)
Committee on Instruction (Fall 2005 – Spring 2006)
IT Faculty Instructional Showcase – Using a Tablet PC (Spring 2006)
Computer Basics Lecture for CC Children’s Center Staff (Summer 2005)
Athletic Board, Colorado College, (Fall 2003 – Spring 2005)
Colorado College President’s Intellectual Salon on Stadium Economics (Summer 2005)
Alumni Leadership Dinner (Spring 2006)
Discussant at New Faculty Retreat (Fall 2005, 2004)
Admissions Panel for Minority Scholars (Fall 2004)
Admissions Dinner for Student Scholars (Spring 2004)
Campus Tour for and Lunch with CC Daycare External Review Panel (Spring 2004)
Faculty Lunch Series Speaker: Stadium Economics: Show me the Money!! (Fall 2003)

SERVICE TO THE ECONOMICS & BUSINESS DEPARTMENT

Department external review committee (2016-present)
Department handbook committee (2016-17)
Summer research grant co-ordinator (2012 & 2013, **2016 - present**)
Department liason with advancement (2012 & 2013)
Department Chair (July 2009 – June 2012)
Associate Chair (Fall 2007 – Spring 2008)
Department Van Skilling Awards Committee, Chair (Fall 2006)
Department Compensation Committee (Fall 2005 – Spring 2006)
Department Search Committee – One year Comparative Economics Search (2006)
Department Search Committee – One year International Economics Search (2006)
Department Paraprofessional Hiring Committee (Spring 2006, 2004)
Department Senior Thesis Research Symposium Co-coordinator (2006, 2005 &2004)
Department Senior Thesis Prize Judge (2005, 2003)
Department Van Skilling Award Committee (2002 – Present)
Department Secretarial Search Committee (Fall 2004)
Department Representative at Admissions Fair (Spring 2004)
Tenure Track Hiring: Interviewed Candidates at National Meetings (Jan 2004)
Hiring: Participated actively in welcoming and ushering Economics Campus Candidates around (Spring 2006, 2004)
Facilitated ‘Food for Economic Thought Speakers’ (Dwight Hall VP Sky Sox, Steve Hatchell Commissioner PRCA and Colonel Randy Spetman, AD AFA, Spring 2003)

PROFESSIONAL RESEARCH EXPERIENCE

Research Economist Supervisor
Minnesota Department of Natural Resources

Research Economist
Health Economics Program, Minnesota
Department of Health

EDUCATION

Iowa State University, Ames, IA
Ph.D. May, 1998

Fields of Interest: Sports Economics, Applied Microeconomics and Econometrics, the Economics of Addiction. and Natural Resource & Environmental Economics
Dissertation: The Impact of Addiction Information on Cigarette Consumption

The College of Wooster, Wooster, OH

Bachelor of Arts, May 1991
Major: Economics
Minor: Mathematics

St. Xavier's College, Calcutta, India

Bachelor of Science, May 1988
Major: Economics
Minors: Mathematics, Political Science