

# CURRICULUM VITAE

**Aju J. Fenn, Ph.D.**

**Colorado College**

Colorado Springs, CO 80903

**ADDRESS:**

Economics & Business Department,  
The Colorado College  
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## HONORS

**Bob Pizzi Advisor of the Year Award, Colorado College 2023**

**Gerald L. Schlessman Chair, Colorado College (2021- Present; 2015 – 2012)**

**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)**

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 – present)

<b>Colorado College:</b>	<b>University of St. Thomas (St. Paul, MN)</b>
<b>Professor: Fall 2015 - Present</b>	
<b>Associate Professor Fall 2007 – Spring 2015</b>	<b>Visiting Assistant Professor (1999 – 2002)</b>
<b>Assistant Professor Fall 2002 – Spring 2007</b>	
Courses	
How to write like an Economist	
Art and Economics: Interdisciplinary Analyses	Principles of Macroeconomics
Principles of Economics	Principles of Microeconomics
Econometrics, Econometric Theory	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
<b>Adjunct Professor (1998 – 1999)</b>	<b>Instructor (Summer 1996 &amp; Summer 1997)</b>
<b>University of St. Thomas (St. Paul, MN)</b>	<b>Drake University (Des Moines, IA)</b>
Principles of Macroeconomics	Principles of Macroeconomics
Money and Banking	Principles of Microeconomics

## PEER REVIEWED PUBLICATIONS

### After promotion to Full Professor

1. Empirical Shifts in Major League Baseball Roster Management: Effects of the 1976 Labor Agreement. (With John Crooker and Christopher Azevedo), *Journal of Economic Insight*, Vol. 45 (1), pp 57 – 83, 2019
2. Country of Origin Effects on the Average Annual Values of NHL Player Contracts. (With Lucas Gerdes and Samuel Rothstein) *International Journal of Financial Studies*, 2019, 7(2), 24.
3. Drafting a successful wide receiver in the NFL - Hail Mary, (With David J Berri), *International Journal of Sport Finance*, February, 2018
4. Effects of Employee Heterogeneity on Firm Performance: Measuring the Impact of International Diversity in the National Basketball Association (With Chistopher Mayo-Smith\* and James E Parco), *Journal of Business and Behavioral Sciences*, December 2017

### Post-tenure and promotion to Associate Professor

5. 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.
6. 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.
7. 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.
8. 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.
9. 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.
10. 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
11. 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
12. 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
13. 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

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## Pre-tenure

14. Competitive Balance in the National Football League: An application of the HHI (With Andrew Larsen and Erin L. Spenner<sup>\*)</sup>, *Journal of Sports Economics*, November 2006 Volume 7, Number 4, pp 374-390
  15. 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
  16. Structural changes in Cigarette Demand: Cusum tests using panel data (With John R. Schroeter), *Economics Bulletin*, September 2005, pp 1-11
  17. 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
  18. 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
  19. 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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## Monograph Book

**Teaching Sports Economics and using Sports to teach Economics** (Co-edited with Victor Matheson, Holy Cross College) **Edward Elgar**, April 12, 2022

## BOOK CHAPTERS

The Dollar Value of an NFL Rivalry, in *The Economic Impact of Sports Facilities, Franchises, and Events: Contributions in Honor of Robert Baade*, **Springer**, forthcoming, New York.

Using guest speakers and day trips to teach sports economics in *Teaching Sports Economics and using Sports to teach Economics* (Co-edited with Victor Matheson, Holy Cross College) **Edward Elgar**, April 12, 2022

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**

Team Investment in Player Talent: The Impact of Heterogeneous Variance in Revenues Across League Teams (with John "Skip" Crooker, University of Nevada-Las Vegas, Chris Azevedo, University of Central Missouri)

The efficacy of NFL general managers

The importance of character on the draft selection and subsequent production of an NFL running back (with Rae Conlon\*)

The importance of social media following on the draft selection of an NFL player (with Jacob Miller\*)

An analysis of Doping in the Tour de France before and after Lance Armstrong

## **PEER REVIEWED CONFERENCE PRESENTATIONS**

Team Investment in Player Talent: The Impact of Heterogeneous Variance in Revenues Across League Teams (with John "Skip" Crooker, University of Nevada-Las Vegas, Chris Azevedo, University of Central Missouri, Missouri Valley Economics Association Meetings, 2022)

The importance of character on the draft selection and subsequent production of an NFL running back (with Rae Conlon\* Western International Economics Meetings, Summer, 2019)

The importance of social media following on the draft selection of an NFL player (with Jacob Miller\* Western International Economics Meetings, Summer, 2019)

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)

## 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

External Scholarship reviewer, Kenyon College (Promotion to full professor, Jaret Treber)  
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 Executive Committee chair (Fall 2022- Present)  
Faculty Liason to Trustees Investment Committee (Fall 2016 – 2022)  
Chair, Mike Taber promotion to full committee (Fall 2018 – Spring 2019)  
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**

Riley Scholar Department Representative (2022- Present)  
Department Research Grant Stipend Coordinator (2016-Present)  
Department Awards Committee (2022-Present)  
Schlessman Executive in Residence Committee (2018 – Present)  
Search and interview committee (2020-21, Macroeconomics tenure track search)  
External review committee (2016-2019)  
Handbook committee (2016-17)  
Liason with advancement (2012 & 2013)  
Department Chair (July 2009 – June 2012)  
Associate Chair (Fall 2007 – Spring 2008)  
Van Skilling Awards Committee, Chair (Fall 2006)  
Compensation Committee (Fall 2005 – Spring 2006)  
Search Committee – One year Comparative Economics Search (2006)  
Search Committee – One year International Economics Search (2006)  
Paraprofessional Hiring Committee (Spring 2006, 2004)  
Senior Thesis Research Symposium Co-coordinator (2006, 2005 & 2004)  
Senior Thesis Prize Judge (2005, 2003)  
Van Skilling Award Committee (2002 – Present)  
Secretarial Search Committee (Fall 2004)  
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)

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## **PROFESSIONAL RESEARCH EXPERIENCE**

*Research Economist Supervisor*  
*Minnesota Department of Natural Resources*

*Research Economist*  
*Health Economics Program, Minnesota*  
*Department of Health*

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## **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 S