

Andrew Seltzer

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Citizenship United States, United Kingdom (permanent resident)

Education

Ph.D. in Economics, University of Illinois at Urbana-Champaign, 1994.
M.S. in Economics, University of Illinois at Urbana-Champaign, 1991.
B.A. with Distinction in Economics, Colby College, 1987.

Current Position

University of London, Royal Holloway College, Department of Economics, Professor of Economics and Economic History, January 2004-present.

Previous Positions

Brandeis University, International Business School, Visiting Professor of Economics, July 2007-July 2008.
University of London, Royal Holloway College, Reader, Department of Economics, Sept. 2001– Dec. 2003; Senior Lecturer, Sept. 1999–Sept. 2001; Lecturer, Nov. 1997–Sept. 1999.
University of Illinois, Visiting Assistant Professor, Department of Economics, Jan. 2002 – May 2002.
University of Melbourne, Lecturer, Department of Economic History, Feb. 1994-Nov. 1997.
University of Sydney, Westpac Postdoctoral Fellow in Economics, July 1993-Feb.1994.
University of Sydney, Department of Economics, Tutor, July 1993-Dec. 1993.
University of Illinois, Teaching Assistant, Department of Economics, Aug. 1988-May 1990 and Aug. 1991-May 1993.
University of Illinois, Research Assistant, Department of Economics, July 1990-Aug. 1991.

Publications

Journal Articles

“Nominal Wage Rigidity Prior to Compulsory Arbitration: Evidence from the Victorian Railways, 1902-21” (co-author André Sammartino), *Cliometrica*, , accepted subject to revision.

“Deferred Compensation in Multi-Period Labor Contracts: An Experimental Test of Lazear’s Model” (co-authors Steffen Huck and Brian Wallace), *American Economic Review*, accepted subject to revision.

“Salaries and Promotion Opportunities in the English Banking Industry, 1890-1936”, *Business History*, forthcoming.

“Did Firms Cut Nominal Wages in a Deflationary Environment?: Micro-Level Evidence from the Late 19th and early 20th Century Banking Industry”, *Explorations in Economic History*, 47 (2010), pp. 112-125, forthcoming.

“A New Look at Australian Labour Contracts: Evidence from Inside Large Firms” (co-author André Sammartino), *Australian Economic History Review*, 4, 2 (2009): 107-137 (Lead article).

“The Effects of Remedial Mathematics on the Learning of Economics: Evidence from a Natural Experiment” (co-author Johan N. M. Lagerlöf), *Journal of Economic Education*, 40, 2 (2009), pp. 115-137.

“Promotion Tournaments and White Collar Careers: Evidence from Williams Deacon’s Bank, 1890 – 1941” (co-author Jeff Frank), *Oxford Economic Papers*, 59, 5 (2007), pp. i49-i72.

“The Effects of Mid-Career Military Enlistment on Civilian Career Prospects: Evidence from the Australian Banking Industry during World War II”, *Cliometrica*, 1, 3, (2007), pp. 239-261.

“Internal Labour Markets in the Australian Banking Industry: Their Nature Prior to the Second World War and Their Recent Decline”, *Accounting, Business & Financial History*, 14, 3 (2004), pp. 237-56.

“Democratic Opposition to the Fair Labor Standards Act: A Comment on Fleck”, *Journal of Economic History*, vol. 64 (2004), pp. 227-231.

“Can Incomes Policies Reduce Real Wages?: Micro-Evidence from the 1931 Australian Award Wage Cut”, *Research in Economic History*, vol. 21 (2003), pp. 105-33.

“Monopsony and Minimum Wages: Evidence from the Tobacco Leaf-Processing Industry”, *Essays in Economic and Business History*, vol. 20 (2002), pp. 167-182.

“Salaries and Career Opportunities in the Banking Industry: Evidence from the Personnel Records of the Union Bank of Australia” (co-author Kenneth Simons), *Explorations in Economic History*, vol. 38 (April 2001), pp. 195-224 (Lead article).

“Controlling and Motivating the Workforce: Evidence from the Banking Industry in the Late 19th and Early 20th Centuries”, *Australian Economic History Review*, vol. 40, no 3 (November 2000), pp. 219-38 (Lead article).

“Personnel Practices at the Union Bank of Australia: Panel Evidence from the 1887-1900 Entry Cohorts” (co-author David Merrett), *Journal of Labor Economics*, vol. 18, no. 4 (October 2000), pp. 573-613 (Lead article).

“The Nature of Bank Work and Worker Monitoring: A Study of the Union Bank

of Australia in the 1920s” (co-author David Merrett), *Business History*, vol. 42, no. 3 (July 2000), pp. 133-152, also published in David Merrett, editor, *Business Institutions and Behaviour in Australia*, Frank Cass, London & Portland, OR., 2000, pp. 133-152.

“Neighbourhood and Family Effects in Educational Progress” (co-author Ben Jensen), *Australian Economic Review*, vol. 33, no. 1 (March 2000), pp. 17-31.

“An Evaluation of the International Evidence on the Employment Effects of Minimum Wage Legislation”, *Australian Economic Review*, Policy Forum: Minimum Wages, vol. 30 no. 2 (June 1997), pp. 208-14.

"The Effects of the Fair Labor Standards Act of 1938 on the Southern Seamless Hosiery and Lumber Industries", *Journal of Economic History*, vol. 57, no. 2 (June 1997), pp. 396-415.

"The Political Economy of the Fair Labor Standards Act of 1938", *Journal of Political Economy*, vol. 103, no. 6, (December 1995), pp. 1302-1344.

“Causes and Consequences of American Minimum Wage Legislation, 1911-1947”, Dissertation Summary, *Journal of Economic History*, vol. 55, no. 2 (June 1995), pp. 376-378.

Other Publications

“Labour Demand” (Co-author Phillip Lewis), Chapter 3 in K. Norris and M. Wooden, eds., The Changing Australian Labour Market, Commission Paper 11 (ISBN: 0644 46497 6), Canberra: Economic Planning and Advisory Council, 1996, pp. 39-52.

Book Reviews

Australian Economic History Review (vol. 37, no. 3, pp. 311-12), *Journal of Economic History* (vol. 56, no. 4, pp. 964-65 and vol. 63, no. 1, pp.312-14), *Economic Record* (vol. 71, no. 213, pp. 198-200), *Industrial and Labor Relations Review*, vol. 47, no. 4, pp. 733-34), *Business History*, (vol. 51, no. 4, pp. 628-30).

Teaching

University of Illinois: Principles of Economics, Statistics, Econometrics, Intermediate Microeconomics, American Economic History

University of Melbourne: Labour History, Business Development Strategy, Evolution of Labour Markets, Australia in the Global Economy (seminars only), Research Strategy, Trends in Corporate Organisation

Royal Holloway College: Principles of Economics, Industrial Organization, International Economics History, Topics in Economic History, Labour Economics, Economics Workshop (seminars, occasional lectures, and course coordinator), Undergraduate Dissertation in Economics (supervisions)

Brandeis University: American Economic History, Econometrics

Teaching Awards

Royal Holloway: Voted by students to be “Most Interesting Economics Lecturer”, 2004
Faculty of History and Social Sciences Teaching Prize (1 of 6 awarded), 2009

The student feedback has been consistently positive and above the Economics Department average. Summary statistics of student evaluations are available on request.

Research Grants and Awards

- Royal Holloway College, Faculty Research Grant, 2005.
- Royal Holloway College, Research Strategy Fund, 2002.
- Profiled Researcher (Young Cliometrician), <http://cs.muohio.edu/Clio/index-ClioResearch.html>, 2001.
- Nuffield Foundation, Small Research Grant (with Steffen Huck), “The impact of deferred compensation on workplace incentives: An experimental investigation into multi-period labour markets”, £4,550, 2001 .
- Royal Economics Society, Conference Travel Grant, 1999.
- Economic History Association, Arthur B. Cole Grant in Aid, 1999.
- University of London, Central Research Fund Grant, 1999.
- Royal Economic Society, Small Budget Scheme Grant, 1999.
- ARC Small Grant, Australian Research Council, \$10,000, 1995.
- Economic History Association Dissertation Panel, 1994, selected as one of the three best dissertations in American economic history.
- B. McNutt Award, University of Illinois Department of Economics, 1993, given annually to the outstanding student in labor economics.
- Thrift Award, University of Illinois College of Commerce, 1991, given annually to the outstanding graduate student essay on savings or savings institutions.
- Champion Federal Fellowship in Economics, 1988-89, given to outstanding incoming domestic students.

Other Professional Activities

- Administration
Royal Holloway College:
 - Head of the Department of Economics, April 2004-March 2007
 - Economics Department Undergraduate Admissions Tutor, 1998-2001, 2009-present
 - Travel Grants Awards Committee, May 2007.
 - Member of 10 Appointment Panels in Management and Economics, 2003-present
 - Economics Department Hiring Committee, 1997-present
 - Economics Department Research Committee, 1999-2007 (chair 2002-2004)
 - Economics Department Teaching Committee, 1998-2000
 - History and Social Sciences Faculty Board, 2002-2007
 - History and Social Sciences Faculty Executive, 2004-2007
 - Academic Board, 2004-2007
 - Economics Department Undergraduate Open Day Presenter, 1998-present
 - Economics Department Seminar Coordinator, 2002-2003
 - Acting Chair of Economics Exams Sub-board, 2004
 - Acting Coordinator of Economics Overseas Exchange Programs, 2006
 - Faculty Representative on a student recruiting trip to China (Guangzhou, Shenzhen, and Hong Kong), 2007.
- University of Melbourne:

Seminar coordinator, 1994-1997.

- External Service: Chair of the selection panel for the International Society for New Institutional Economics Dissertation Prize, 2009-10
Reviewer for Kingston University's RAE dry run in economics, 2006-2007
External Reviewer for Queen Mary College, Periodic Department Review, 2007
Selector for the International Society for New Institutional Economics Dissertation Prize, 2007-08
Selector for the Economic History Society Young Researcher Prize, 2004.
Rapporteur for the *Cliometric Society Newsletter*, ASSA meetings, 1997.
Organized Australia/New Zealand Economic History Society sessions, Economics Society of Australia, Conference of Economists, 1995 and 1996.
Coordinator and academic organizer of the Australia/New Zealand Economic History Society Conference, University of Melbourne, Mar. 31-Apr. 2, 1995.
- Media attention:
 - “Do remedial mathematics courses help economics students?” Based on work with Johan Lagerlöf (Vox Online, <http://voxeu.org/>)
 - “Remedial maths help for university economics students does nothing to boost their academic performance, research has suggested.” Based on work with Johan Lagerlöf. Featured in the Times Higher Education Supplement, April 14, 2006, p. 7.
 - “Stalls impart market values”, Based on work with Johan Lagerlöf, The Times, April 18, 2006.
 - “Unresolved issues over wages of the unskilled”, Australian Financial Review, 7/8/1997.
 - “Burger clues in the jobs conundrum”, Australian Financial Review, 3/8/1997.
 - “Treasury alone should not carry the can”, The Australian, 4/8/1997.
 - New Zealand Business Roundtable, “Submission on the 1998 Review of the Statutory Minimum Wage”
 - Australian Chamber of Commerce and Industry, “ACCI Submission in Response to the ACTU [Australian Council of Trade Unions] 7% Wage Claim” and “ACCI Submission in Response to the ACTU for a \$24 or 4.5% general increase in award rates”
- Student supervision – I have supervised a large number of undergraduate and masters theses. In addition I have been a supervisor or advisor to the following PhD students:
 - Ben Jensen (U. of Melbourne, 2002) – First job: Hartwick College, Economics
 - Andre Sammartino (U. of Melbourne, 2002) First job: U. of Melbourne, Management
 - Edwina Harris (U. of Melbourne, 2001) First job: RMIT, Management
 - Tazeen Faseh (Royal Holloway, 2004) First job: World Bank, Young Professionals Prog.
- Seminars Presentations: Australian Industry Commission; Australian National University; Barnard College; Brandeis University; Central Queensland University; Claremont McKenna College; Colby College; La Trobe University; London School of Economics; Monash University; North Carolina State University ; Northwestern University; Nuffield College, University of Oxford; Royal Holloway College; SOAS; Union College; University College, London; University of Calgary; University of Essex; University of

Illinois; University of Indiana; University of Melbourne; University of Sydney; University of Vermont; University of Warwick; University of Western Australia; Williams College.

- Conference Presentations: Conference on Long Run Australian Development; World Congress of Cliometrics; Allied Social Sciences Association; International Economic History Congress; International Atlantic Economic Conference; European Historical Economics Society Conference; Society of Labor Economics Conference; Economic and Business Historical Society Conference; Economic History Society Conference; Midwest Economic Association Conference; UK Labour Markets Workshop; Western Economics Association Conference; Australia Labour Market Research Conference; Economics Society of Australia Conference; Economic History Association Conference; Australia/New Zealand Economic History Society Conference
- Editorial Board: *Australian Economic History Review*, 2007-present
- Referee: *Agenda*, *Australian Economic History Review* (4), *Australian Economic Review*, *Business History* (2), Cambridge University Press, *Economic History Review* (2), *Economic Inquiry*, *Economica*, *Emerging Markets Review*, *Explorations in Economic History* (7), *Industrial Relations*, Irish Research Council for the Humanities and Social Sciences, *Journal of Economic Behavior & Organization*, *Journal of Economic History* (4), *Journal of Labor Economics*, *Journal of Pension Economics and Finance*, *Journal of Political Economy*, *Labour Economics* (2), and *Routledge Press*.

References

Available on request