

**Dr. Joel Potter**  
University of North Georgia  
Economics and Finance  
(706) 864-1612  
Email: joel.potter@ung.edu

## **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)



## **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. /

- 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**



- 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).



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

## **SERVICE**

### **Department Service**





Committee Member, American Democracy Project. (2011 -

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).

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