

# Ashley T. S. Perry

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## Academic Positions

2024 – Post-Doctoral Associate, Social Science Division, New York University Abu Dhabi.

2024 – Research Fellow, Center for Behavioral Institutional Design, New York University Abu Dhabi.

## Education

- 2024 **London Business School, London, UK.**  
Ph.D. Economics. Thesis title: “*Essays in Organizational Economics*”.  
Supervisors: Jean-Pierre Benoit & Ernesto Reuben.
- 2019 **London Business School, London, UK.**  
MRes. Economics.
- 2017 **Birkbeck, University of London, London, UK.**  
Graduate Diploma Mathematics (part-time).
- 2015 **Royal Holloway, University of London, Egham, UK.**  
MSc. Economics.
- 2010 **University of York, York, UK.**  
B.A. Philosophy, Politics & Economics.

## Research Interests

Experimental Economics, Behavioural Economics, Organizational Economics.

## Work in Progress

1. Benoit, J-P., A. T. S. Perry, and E. Reuben (2024) “Performance-Feedback.”

*Abstract:* Feedback is important for the improvement of performance. We conduct an online experiment to study the nature of qualitative feedback and its effectiveness. Despite the prevalence of qualitative feedback, the prior experimental economics literature has focused almost exclusively on quantitative feedback. We examine how qualitative feedback informs beliefs and decision-making, and whether there are gender differences. In contrast to earlier work, we study the entire performance-feedback sequence: from task performance to beliefs about the performance, to external evaluation, to feedback, and finally to updated beliefs and actions. We run a panel study where writers complete an essay task, which is graded by evaluators who also provide written feedback on the task performance. Using sentiment analysis, we find that feedback is more positive when evaluators know that writers will see it. Nonetheless, it is still interpreted appropriately. There are no gender differences in the feedback given or how it is interpreted. However, prior to feedback women underestimate their performance relative to men. This suggests that, in order to correct for this prior difference, feedback should be gender specific. In one treatment, writers face a choice to compete; in another, a choice to edit. There are two channels through which feedback impacts the choice to compete: a belief channel and an encouragement channel. Women

respond equally to both channels, whereas men are less responsive to the encouragement channel. Feedback is more useful when it is more concrete.

2. Perry, A. T. S. "Optimal Organizational Structure."
3. Perry, A. T. S. "Competition for Informal and Formal Hiring."

## Presentations (\**scheduled*, †*poster*)

- 2025 ESA Asia Meeting (Osaka, JP)\*.
- 2024 2<sup>nd</sup> Workshop on Behavioral Perspectives on Family Firms (Paris, FR), 1<sup>st</sup> Network of the Behavioural and Experimental Economists Based in the UK (Leicester, UK)<sup>†</sup>, Young Economists' Meeting (Brno, CZ).
- 2021-2023 ESA Job-Market Candidates Seminar Series (Virtual), NYUAD Gender Brown Bag (Abu Dhabi, UAE), NYUAD (Abu Dhabi, UAE), Behavioural Insights Team (UK), ESA World Meeting (Lyon, FR), Trans-Atlantic Doctoral Conference (Virtual), Newcastle Economics Research and Development Conference (Virtual).

## Refereeing

*Review of Economic Studies*

## Academic Courses & Research Visits

- Spr 2024 Oxford CESS oTree course.
- Aut 2023 Social Science Division, NYUAD.
- Aut 2022 Social Science Division, NYUAD.
- Spr 2022 Social Science Division, NYUAD.
- Sum 2021 Oxford summer school in economic networks.

## Teaching Experience

### Graduate

- 2018 – 2020 Teaching Assistant, Microeconomics I (Ph.D.), LBS.
- 2018 – 2019 Teaching Assistant, MIM Applied Microeconomics (Masters), LBS.
- 2018 – 2019 Teaching Assistant, Integrated Module (Masters), LBS.

## Research Experience

- 2020 – 2024 Research Assistant to Jean-Pierre Benoît, LBS.
- 2020 – 2022 Research Assistant to Andrea Galeotti, LBS.

## Other Work Experience

2019 – 2020 Mentor, Causeway Education.

2016 – 2017 Associate Advisor, The Behavioural Insights Team.

2015 – 2016 Administrative Assistant, Department of Management, London School of Economics.

2014 Sales Representative, Trooper Beer.

2012 – 2014 Analyst, Curation Corporation.

## Grants, Honors & Prizes

2022 Wheeler Institute Research Grant (GBP £10,500).

2017 – 2022 Graduate Scholarship, London Business School.

2015 Prize for best overall performance on exams & dissertation, Royal Holloway University of London.

## Skills

Qualtrics,  $\text{\LaTeX}$ , MATLAB, oTree, python, R, Stata, zTree.