

PROMOTION RECOMMENDATION
The University of Michigan
College of Literature, Science, and the Arts

Daniel S. Silverman, assistant professor of economics, College of Literature, Science, and the Arts, is recommended for promotion to associate professor of economics, with tenure, College of Literature, Science, and the Arts.

Academic Degrees:

Ph.D.	2002	University of Pennsylvania
M.P.P.	1997	Harvard University
B.A.	1992	Williams College

Professional Record:

2002 – present Assistant Professor, Department of Economics, University of Michigan

Summary of Evaluation:

Teaching – Professor Silverman has proved to be an outstanding classroom teacher. He has taught public finance at the undergraduate and doctorate levels as well as a course on mathematics for economists. The public finance course examines the circumstances under which governments may help improve upon the outcomes that emerge from decentralized markets. The primary goal is to provide students with knowledge of, and experience with, a general framework for evaluating public policy. Professor Silverman’s mathematics for economists course is a “tools” course for first year doctoral students. He has taken a leadership role in reformulating the course to better achieve its pedagogical objectives and he has been effective in tailoring the instruction so as to be valuable to all students.

Research – Professor Silverman is an outstanding researcher. He has compiled a very impressive publication record with eight papers in top general interest and field journals, and a large pipeline of very promising work. His area of expertise is applied microeconomics with a specialization in the fields of public economics and behavioral economics. He brings a fresh perspective to the field of public economics by recognizing that individuals may act in ways that systematically depart from the predictions of rational choice theory. His work seeks to understand why people do what they do and how those choices lead to particular market outcomes. This is essential for formulating appropriate policy responses. A hallmark of Professor Silverman’s work is the development of sophisticated models to understand real-world phenomena, combined with cutting-edge empirical tools used to verify that the models capture salient aspects of the phenomena under study. As a result of his innovative work, he has achieved national visibility in the profession.

Recent and Significant Publications:

“Sources of advantageous selection: Evidence from the Medigap insurance market,” with H. Fang and M. Keane, *Journal of Political Economy*, 116(2), 2008, pp. 303-350.

“Consumption commitments and employment contracts,” with A. Postlewaite and L. Samuelson, *Review of Economic Studies*, 75(2), 2008, pp. 559-578.

“The effect of adolescent experience on labor market outcomes: The case of height,” with N.

Persico and A. Postlewaite, *Journal of Political Economy*, 112(5), 2004, pp. 1019-1053.

“Street crime and street culture,” *International Economic Review*, 45(3), 2004, pp. 761-786.

Service – Professor Silverman has done excellent service for the Department. He was an elected member of the Executive Committee and has been associate chair for junior recruiting for two years. He is widely consulted on many departmental issues, including the restructuring of the doctoral curriculum several years ago.

External Review:

Reviewer (A)

“...the case is so obvious and overwhelming. ... He is creative, accomplished, has superb taste, moves freely across sub-disciplines as his interests dictate, incorporates psychology as needed, and utilizes theoretical and empirical research modalities that are entirely appropriate to the questions he is posing. ...he has no peers in this regard in his generation, and precious few at any stage in the profession.”

Reviewer (B)

“...Dan Silverman is in my view one of the very best public economics researchers [of his generation] in the profession today. He is one of the very few public economists who has made important contributions in both theory and empirics in his research. ... Dan has established himself as a central player in a new generation of public economists who are drawing on tools from other subfields to obtain new insights into policy issues.”

Reviewer (C)

“...Dan is an excellent researcher and the case for tenure should be straightforward: I think he is well above the standard for tenure even in an excellent department such as yours. Dan is an applied economist who has made contributions to behavioral economics, labor, public economics, and political economy. He is unusual in that he is an excellent applied theorist as well as a careful and thoughtful empirical researcher.”

Reviewer (D)

“...[Dan] brings much needed depth to topics and questions that are just beginning to receive some attention. Dan’s work is exceptionally thoughtful rather than flashy. ...Dan has an extremely solid body of work.”

Reviewer (E)

“...based on...Dan’s clear talents, and the value of his research agenda, I strongly support Dan’s promotion. ...[his projects] all demonstrate that Dan is a smart and innovative researcher [of his generation] who is working on important topics. I look forward to and count on his continued research productivity.”

Reviewer (F)

“Silverman is a talented and productive researcher with broad research interests centered around applied micro-economics both from a theoretical and empirical perspectives [sic] and often with a specific interest in behavioral economics applied to public policy issues. Silverman has made

important contributions in several areas of applied microeconomics, which have all been successful.”

Reviewer (G)

“...Silverman has exceptional breadth and a rare mix of skills. He is a capable applied theorist and a skillful empirical economist. His skill set is very rare in public economics... He has a strong track record of publishing high-quality papers that people read.”

Summary of Recommendation:

Professor Silverman’s record of scholarly writing and publication is outstanding. He has excelled in the classroom and plays an important leadership role in the Department. The Executive Committee of the College of Literature, Science, and the Arts and I recommend that Assistant Professor Daniel S. Silverman be promoted to the rank of associate professor of economics, with tenure, in the College of Literature, Science, and the Arts.



Terrence J. McDonald
Arthur F. Thurnau Professor,
Professor of History, and Dean
College of Literature, Science, and the Arts

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