



**First Last**

*Address 1*

*Address 2*

*Cell Phone*

*Email*

November 17, 2011

Marshall University  
Huntington, WV

Dear Hiring Committee:

This letter is to apply to your assistant professor position in economics, posted on the AEA JOE website. Due to my knowledge and experience in business, my academic background, and my enthusiasm for research and teaching, I believe I am an excellent candidate for the position.

My academic background includes my Ph.D. in Economics from the University of California Irvine, an M.B.A. (achieved while pursuing full-time employment), and an undergraduate dual-major in Finance and Economics (again, accomplished while employed full-time). My professional career includes an entrepreneurial venture – with three partners, I helped bring a start-up from scratch to a respected industry competitor with multiple million-dollar product lines – a marketing position, where I was responsible for the launch, ongoing strategy and management of products both large and small, and time as a financial regulator, responsible for evaluating the effectiveness of management and the sound business practices of a variety of financial institutions. Upon leaving my most recent employer, I continued to provide management consulting services for the next few years while pursuing my academic career.

My primary research interests lie in the area of microeconomics – including political economy, public choice, industrial organization, and the interface between economics, business and law. I also examine the tools required to investigate those areas, primarily game theory and experimental economics. I am especially interested in how decisions with long-term strategic implications can disrupt our usual understanding of expected outcomes, and of exploring understudied business subjects where I possess some expertise.

I have a demonstrated record of success as a teacher: this includes instructional seminars for junior managers at my previous employer, an outstanding teaching assistant award, and positions as adjunct faculty both at the University of California Irvine and at Orange Coast College. I have successfully demonstrated the ability to balance teaching responsibilities with the pursuit of my own academic instruction and research goals. As faculty, I have taught multiple semester-long courses in Principles of Microeconomics, Principles of Macroeconomics and a survey course of Economics for non-majors; I have also served as a guest lecturer at both the undergraduate and graduate level for classes including Financial Economics and Experimental Economics.

Thank you for taking the time to review my application. To schedule an interview, please call or email me at (Cell #) or (email).

Sincerely,

First Last

Enclosure