

October 2016

## Marco Castillo

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### Education

PhD, University of Wisconsin-Madison, Agricultural and Applied Economics 2001.  
BSc, Economics, Catholic University, Economics, Lima, Peru, 1991.

### Principal Employment

Associate Professor, Department of Economics, Texas A&M University, 2016-  
Associate Professor, Department of Economics, George Mason University, 2009-2016.  
Faculty, Interdisciplinary Center for Economic Science (ICES), George Mason University,  
2009-present.  
Assistant Professor, School of Public Policy, Georgia Institute of Technology, 2004-2009.  
Visiting Adjunct Professor, Department of Economics, Georgia State University, 2003-  
2004.  
Lecturer, Department of Economics, University of Newcastle, 2001-2002.

### Other Appointments

Visiting Scholar, Rady School of Management and Department of Economics, University of  
California-San Diego, Fall 2013.  
Visiting Scholar, Department of Economics, New York University, Spring 2013.  
Visiting Scholar, Interdisciplinary Center for Economic Science (ICES), George Mason  
University, Fall 2008.  
Visiting Scholar, Department of Economics, University of Pittsburgh, Fall 2007.

### Publications

Castillo, Marco, David Dickinson and Ragan Petrie. 2016. "Sleepiness, Choice  
Consistency and Risk Preferences," forthcoming at *Theory and Decision*.

Castillo, Marco and Ahrash Dianat. 2016. "Truncation Strategies in Two-Sided Matching  
Markets: Theory and Experiment," forthcoming at *Games and Economic Behavior*

Barton, Jared, Marco Castillo and Ragan Petrie. 2016. "Negative Campaigning, Fundraising and Voter Turnout: A Field Experiment," *Journal of Economic Behavior and Organization*, 121, 99-113.

Hotle, S., Castillo, M., Garrow, L.A., and Higgins, M.J. 2015. "The impact of internet search tools on airline customers' search and purchase behaviors," *Transportation Research Part A: Policy and Practice*, 82, 1-16.

Castillo, Marco, Ragan Petrie and Clarence Wardell. 2014. "Fundraising Through Online Social Networks: A Field Experiment on Peer-to-Peer Solicitation," *Journal of Public Economics*, 114, 29-35.

Barton, Jared, Marco Castillo and Ragan Petrie. 2014. "What Persuades Voters? A Field Experiment on Political Campaigning," *Economic Journal*, 124(574), F293-F326

Castillo, Marco, Ragan Petrie, Maximo Torero and Angelino Vicseiza. 2013. "Lost in the Mail: A Field Experiment on Crime," *Economic Inquiry*, 52(1), 285-303.

Castillo, Marco, Ragan Petrie, Maximo Torero and Lise Vesterlund. 2013. "Gender Differences in Bargaining Outcomes: A Field Experiment on Discrimination," *Journal of Public Economics*, 99, 35-48.

Castillo, Marco, Paul Ferraro, Jeffrey Jordan and Ragan Petrie. 2011. "The Today and Tomorrow of Kids: Time Preferences and Educational Outcomes of Children," *Journal of Public Economics*, 95(11-12), 1377-85.

Carter, Michael R. and Marco Castillo. 2011. "Trustworthiness and Social Capital in South Africa: Analysis of Actual Living Standards Data and Artefactual Field Experiments," *Economic Development and Cultural Change*, 59(4), 695-722.

Castillo, Marco and Gregory Leo. 2010. "Moral Hazard and Reciprocity," *Southern Economic Journal*, 77(2), 271-281.

Castillo, Marco and Ragan Petrie, 2010. "Discrimination in the Lab: Does Information Trump Appearance?" *Games and Economic Behavior*, 68(1), 50-59.

Castillo, Marco, Ragan Petrie and Maximo Torero. 2010. "On the Preferences of Principals and Agents," *Economic Inquiry*, 48(2), 266-273.

Andreoni, James, Marco Castillo and Ragan Petrie. 2009. "Revealing Preferences for Fairness in Ultimatum Bargaining," *Korean Economic Review*, 25(1), 35-64 (also appeared in *NAJ Economics*, 9(4), 2005).

Castillo, Marco and Phil Cross. 2008. "Of Mice and Men: Within Gender Variation in Strategic Behavior," *Games and Economic Behavior*, 64(2), 421-432.

Carter, Michael R. and Marco Castillo. 2005. "Coping with Disaster: Morals, Markets, and Mutual Insurance – Using Economic Experiments to Study Recovery from Hurricane Mitch," in C. Barrett, eds. *The Social Economics of Poverty: On Identities, Communities, Groups and Networks*, New York: Routledge.

Andreoni, James, Marco Castillo and Ragan Petrie. 2003. "What do Bargainers' Preferences Look Like? Exploring a Convex Ultimatum Game," *American Economic Review*, 93(3), 672-685.

Castillo, Marco and Lydia Zepeda. 1997. "The Role of Husbands and Wives in Farm Technology Choice," *American Journal of Agricultural Economics*, 72(2), 583-88

## **Reports**

Escobal, Javier and Marco Castillo, "Biases in Price Level Measurement During Hyperinflation: The Peruvian Case," *Documento de Trabajo*, 1994, No. 21, GRADE, Lima.

Escobal, Javier and Marco Castillo, "The Impact of Macroeconomic Adjustment Programs in the Peruvian Peasant Agriculture," in O. Dancourt, E. Meyer, C. Monge, Eds. *Peru: El Problema Agrario en Debate*, SEPIA V, 1994.

## **Working Papers**

Castillo, Marco, Jeffrey L. Jordan and Ragan Petrie, "Children's Rationality, Risk Attitudes and Misbehavior," July 2015, revision requested at *Review of Economic and Statistics*.

Castillo, Marco. "Negative Childhood Experiences and Risk Aversion: Evidence from Children Exposed to Domestic Violence," January 2014, revision requested at *Journal of Political Economy*.

Castillo, Marco, Gregory Leo and Ragan Petrie, "Room Composition Effects on Risk Taking by Gender," Aug 2015, revision requested at *Experimental Economics*.

Castillo, Marco, Ragan Petrie and Clarence Wardell, "Friends Asking Friends for Charity: The Importance of Gifts and Audience," September 2015.

Castillo, Marco, Jeffrey Jordan and Ragan Petrie, "Discount Rates of Children and High School Completion," June 2015.

Castillo, Marco and David Eil, "Taring the Multiple Price List: Imperceptive Preferences and the Reversing of the Common Ratio Effect," September 2015.

Castillo, Marco, Ragan Petrie and Maximo Torero, "Beautiful or White? Discrimination in Group Formation," November 2011.

Castillo, Marco and Michael R. Carter, "Behavioral Responses to Natural Disasters," August 2011.

## **Grants and Awards**

National Science Foundation (NSF), Division of Polar Programs, Collaborative Research: Using field experiments to understand household barriers to energy efficiency in Alaska. (PI, \$378,257). 2016-2019.

The International Foundation for Research in Experimental Economics (IFREE) Small Grants Program, Experiments on Strategic Behavior in Two-Sided Matching Markets, with Ahrash Dianat, 2014 (Co-PI, \$6,720).

Science of Philanthropy Initiative Grant, University of Chicago and Templeton Foundation, Habit Formation and Incentives for Recurrent Donations to Charity: A Field Experiment with Online Giving Communities in France and United States, with Ragan Petrie and Marie-Claire Villeval, 2013 (Co-PI, \$30,000).

Science of Philanthropy Initiative Grant, University of Chicago and Templeton Foundation, Raising Money for Charity and the Costs to Favor Trading in Networks: A Field Experiment with an On-line Giving Community, with Ragan Petrie and Clarence Wardell, 2013 (Co-PI, \$31,629).

Office of the Provost Research Award, George Mason University: Raising Money for Charity, (PI, \$4,000), 2012-2013.

BASIS - Assets and Market Access Collaborative Research Program: Contracting Out of Poverty, Phase II, (co-PI, \$368,000). 2008-2010.

BASIS - Assets and Market Access Collaborative Research Program: Contracting Out of Poverty, Phase I, (co-PI, \$237,000). 2007-2008.

National Science Foundation (NSF) - Collaborative Research. DRU: Consumer Choice and Organizational Decision Making. (PI, \$587,000). 2006-2009.

Inter-American Development Bank, Discrimination and Economic Outcomes Research Grant. (PI, \$40,000), 2006.

1969 Teaching Fellows Award, Georgia Institute of Technology, 2005-2006

Ivan Allen College (ISERF) Grant, Georgia Institute of Technology, 2005

Henry Taylor Doctoral Dissertation Award, Department of Agricultural and Applied Economics University of Wisconsin-Madison, 2001

The Mellon Foundation's David Granick Award, 1998.

Ford Foundation Fellowship, 1995-1996.

### **Invited Seminars and Plenaries**

University of Melbourne, Department of Economics, October 2016

Texas A&M University, Department of Agricultural Economics, September 2016.

XII Simposio Nacional de Microeconomía (**Plenary Speaker**), Universidad Externado de Colombia and Universidad Nacional, Bogota, Colombia, August 2016

Workshop on Cognition and Decision Making of Children, Department of Economics, University of Southern California, April 2016

Third Antigua Experimental Economics Conference (**Plenary Speaker**), Antigua, Guatemala, March 2016

Chapman University, Economics Science Institute, Los Angeles, CA, March 2016

ISER Workshop: Education and the Development of Preferences and Attitudes in Children/Adolescents, University of Essex, March 2016.

Virginia Commonwealth University, Department of Economics, Richmond, VA, November 2015

Workshop on Conflict and Cooperation, hosted by Texas A&M, in College Station, TX, October 2015

Workshop on Experimental Economics and Entrepreneurship, hosted by Florida State University, in Tampa, FL, October 2015

Centro de Investigación y Docencia Económicas (CIDE), Mexico, October 2014.

BI Norwegian Business School, Bergen, Norway, June 2014

International Food Policy Research Institute, Washington DC, November 2013

University of Alaska-Fairbanks, Alaska Center for Energy and Power, November 2013

University of Alaska-Anchorage, Department of Economics, November 2013

University of California-Santa Barbara, Department of Economics, November 2013

University of California-San Diego, Rady School of Management, October 2013

New York University, Department of Economics, New York, NY, March 2013

Social Dilemma Workshop, California Institute of Technology, Pasadena, CA, February 2013

Georgia State University, Conference on Experiments for Export, April 2012

Georgia State University, Department of Economics, April 2012

University of Arizona, Department of Economics, April 2012

University of California-Davis, Davis, CA, September 2011

Iowa State University, Ames, IA, April 2011

University of Maryland, College Park, MD, March 2010

Emory University, Atlanta, GA, April 2009

Georgia Mason University, Fairfax, VA, February 2009

Copenhagen Business School, Copenhagen, Denmark, February 2009

McGill University, Montreal, Canada, January 2009

Georgia Tech Economics Department, January 2009

George Mason University, Interdisciplinary Center for Economic Science (ICES), Arlington, VA, December 2008  
Virginia Commonwealth University, Richmond, VA, September 2008  
University of Pittsburgh, Pittsburgh, PA, November 2007  
Inter-American Development Bank Workshop, Mexico City, Mexico, October 2006  
Tennenbaum Institute, Georgia Institute of Technology, January 2006  
Georgetown University, Washington, DC, November 2005  
Georgia State University, Atlanta, GA, September 2005  
Middlebury College, Middlebury, VT, April 2005

## **Conference Presentations**

Advances with Field Experiments, University of Chicago, Chicago, IL, September 2016.  
Stanford Institute for Theoretical Economics (SITE), Experimental Economics Segment, Palo Alto, CA, August 2015.  
Economic Science Association Meetings, Fort Lauderdale, FL, November 2014.  
Foundations of Utility and Risk (FUR) Conference, Rotterdam, the Netherlands, July 2014  
French Economics Association (AFSE) Annual Meetings, Lyon, France, June 2014  
Economic Science Association Meetings, Tucson, AZ, November 2012  
Experimental Economics Meeting, University of Montpellier, France, May 2012  
Economic Science Association Meetings, Tucson, AZ, November 2011  
Workshop on Trust and Cultural Evolution, Valencia, Spain, September 2011  
Stanford Institute for Theoretical Economics (SITE), Experimental Economics Segment, Palo Alto, CA, September 2011  
MOVE Gender Conference, Barcelona, Spain, September 2010  
Economic Science Association Meetings, Tucson, AZ, November 2010  
Economic Science Association Meetings, Tucson, AZ, November 2009  
Stanford Institute for Theoretical Economics (SITE), Experimental Economics Segment, Palo Alto, CA, August 2009  
International Economic Science Association Meetings, Arlington, VA, June 2009  
Economic Science Association Meetings, Tucson, AZ, November 2008  
Georgia State University, Experimental Economics Workshop, March 2008  
Allied Social Science Association (ASSA) Meetings, New Orleans, LA, January 2008  
Latin American & Caribbean Economics Association Meetings, Bogota, Colombia, October 2007  
Economic Science Association Meetings, Tucson, AZ, October 2007  
National Science Association Workshop, Washington, DC, October 2007  
Southern Economic Association Meetings, Charleston, SC, November 2006  
Economic Science Association Meetings, Tucson, AZ, September 2006  
Inter-American Development Bank Workshop, Washington, DC, June 2006  
International Economic Science Association Meetings, Atlanta, GA, June 2006  
Southern Economic Meetings, Washington, DC, November 2005  
Western Economic Association, San Francisco, CA, July 2005  
Southern Economic Meetings, New Orleans, November 2004  
Economic Science Association Meeting, Tucson, November 2004

International Economic Science Association Meetings, Pittsburgh, PA, June 2003

## **Editorial Positions**

Advisory Board, *Economia*, Catholic University of Peru, 2008-

## **Referee**

*American Economic Review, American Economic Journal-Microeconomics, Applied Economic Perspectives and Policy, Economic Inquiry, Economic Journal, Experimental Economics, Economic Development and Cultural Change, European Economic Review, European Journal of Political Economy, Journal of Adolescence, IZA Journal of Labor and Development, Games and Economic Behavior, Journal of Applied Econometrics, Journal of Development Studies, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior & Organization, Journal of Economic Psychology, Journal of Environmental Economics and Management, Journal of Human Resources, Journal of Population Economics, Journal of Public Economics, Journal of Socio-Economics, Labour Economics, Management Science, National Science Foundation, Quarterly Journal of Economics, Review of Economic and Statistics, Review of Economic Studies, Southern Economic Journal, World Development.*

## **Service to the Department and University**

### *Texas A&M University*

Graduate Curriculum Committee, Department of Economics, member, 2016-

### *George Mason University*

Undergraduate Curriculum Committee, College of Humanities and Social Sciences, member, 2014-2016

Experimental Economics Field Exam Committee, Department of Economics, member, 2009-2016.

### *Georgia Institute of Technology*

Graduate Committee, School of Public Policy, member, 2004-2009.

PhD Theory Comprehensive Exam Committee, School of Public Policy, member, 2004-2009.

## **Student Advising**

Mikhail Freer (George Mason University, PhD, advisor), expected 2017.

Ahrash Dianat (George Mason University, PhD, advisor), 2015, Post-doc, California Institute of Technology.

Jared Barton (George Mason University, PhD, co-advisor), 2012, Assistant Professor, California State University-Channel Islands.

Clarence Wardell (Georgia Tech, PhD, ISYE, co-advisor), 2009, Presidential Fellow,  
Department of Energy

Misuk Lee (Georgia Tech, PhD, ISYE, co-advisor), 2009, Assistant Professor, Salisbury  
University, Information and Decision Sciences.

Anupit Supnithadnaporn (Georgia Tech, PhD, Public Policy, committee member), 2009,  
National Economic and Social Development Board of Thailand

Pablo Saavedra (Georgia Tech, PhD, Public Policy, committee member), 2009.

Jingjing Zhang (Georgia Tech, PhD, Public Policy, committee member), 2006.

## **Courses Taught**

### *George Mason University*

Intermediate Microeconomics (undergraduate)

Experimental Economics II: Game Theory (graduate)

Advanced Microeconomics (graduate)

Economic Systems Design I (graduate/undergraduate)

Economic Systems Design III (graduate/undergraduate)

### *Georgia Institute of Technology*

Econometric Concepts in Program Evaluation (graduate)

Formal Models for Policy Analysis (graduate)

Game Theory and Policy (undergraduate)

Applied Policy Methods and Data Analysis (graduate)

Advanced Research Methods II (graduate)

Microeconomic Theory (graduate)

### *University of Newcastle, U.K.*

Statistics for Economists (undergraduate)

Economics of Risk and Uncertainty (undergraduate)

## **Languages**

Spanish, English