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Marco Castillo

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Professional Positions

Professor, Department of Economics, Texas A&M University, 2018-
Professorial Fellow, Melbourne Institute, University of Melbourne, 2018-
Principal Research Fellow, Melbourne Institute, University of Melbourne, 2017-2018
Associate Professor, Department of Economics, Texas A&M University, 2016-2018
Associate Professor, Department of Economics, George Mason University, 2009-2016.
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.

Fellowships, Affiliations and Visiting Positions

Research Affiliate, Texas A&M Institute of Data Science, Texas A&M University, 2019-
Research Fellow, IZA Institute for Labor Economics, 2018-
Faculty, Economic Research Laboratory (ERL), Texas A&M, 2016-
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.
Faculty, Interdisciplinary Center for Economic Science (ICES), George Mason University,
2009-2016.
Visiting Scholar, Interdisciplinary Center for Economic Science (ICES), George Mason
University, Fall 2008.
Visiting Scholar, Department of Economics, University of Pittsburgh, Fall 2007.

Education

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

Publications

Castillo, Marco, Gregory Leo and Ragan Petrie, "Room Composition Effects on Risk
Taking by Gender," forthcoming, *Experimental Economics*.

Castillo, Marco and Ragan Petrie, 2019, "Bargaining in the Field," in *Handbook of Experimental Game Theory*, Monica Capra, Rachel Croson, Mary Rigdon and Tanya Rosenblatt, eds., Edward Elgar.

Castillo, Marco, Phil Cross and Mikhail Freer, 2019, "Nonparametric Utility Theory in Strategic Settings: Revealing Preferences and Beliefs from Games of Proposal and Response," *Games and Economic Behavior*, 115, 60-82.

Castillo, Marco, Jeffrey L. Jordan and Ragan Petrie, 2019, "Discount Rates and High School Completion," *The Economic Journal*, 129(619), pp. 1153-1181.

Castillo, Marco, Jeffrey L. Jordan and Ragan Petrie, 2018, "Children's Rationality, Risk Attitudes and Field Behavior," *European Economic Review*, 102, pp. 62-81.

Castillo, Marco and Mikhail Freer, 2018, "Revealed Differences," *Journal of Economic Behavior and Organization*, 145, 202-212.

Castillo, Marco, David Dickinson and Ragan Petrie, 2017, "Sleepiness, Choice Consistency and Risk Preferences," *Theory and Decision*, 82(1), 41-73.

Castillo, Marco and Ahrash Dianat, 2016, "Truncation Strategies in Two-Sided Matching Markets: Theory and Experiment," *Games and Economic Behavior*, 98, 180-196.

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," *The 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

Book Chapters and 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 and Ahrash Dianat, "Equilibrium Selection in the Stable Marriage Problem: Experimental Evidence" revision requested at *Experimental Economics*.

Castillo, Marco, Ragan Petrie and Clarence Wardell, "Friends Asking Friends for Charity: The Importance of Gifts and Audience," August 2017, revision requested *Journal of Public Economics*.

Castillo, Marco, Ragan Petrie and Maximo Torero, "Causal Evidence that Perinatal Conditions Affect the Risk Preferences of Adults," June 2019, submitted.

Castillo, Marco and Mikhail Freer, "A General Revealed Preference Test of Quasi-Linear Preferences: Theory and Experiments," May 2019.

Castillo, Marco. "Negative Childhood Experiences and Risk Aversion: Evidence from Children Exposed to Domestic Violence," May 2019.

Castillo, Marco and Ragan Petrie, "Optimal Incentives to Give," December, 2018

Castillo, Marco, Ragan Petrie and Clarence Wardell, "Barriers to Giving: A Field Experiment on the Importance of Nuisance Costs to Charitable Fundraising," November 2018

Castillo, Marco, Ragan Petrie and Anya Samek, "Time to Give: A Field Experiment on Intertemporal Charitable Giving," September 2018

Castillo, Marco, John List, Ragan Petrie and Anya Samek, "Detecting Drivers of Behavior at an Early Age: Evidence from a Longitudinal Field Experiment," May 2019

Castillo, Marco and David Dickinson, "Sleep restriction increases coordination failure," January 2018

Castillo, Marco, Jeffrey Jordan and Ragan Petrie, "The Effect of Decision Context on Measured Risk Preferences of Children by Sex and Race," December 2018.

Castillo, Marco, Ragan Petrie, Chenna Reddy-Cotla and Maximo Torero, "Understanding the Risk Preferences of the Poor," March 2018.

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.

Work in Progress

Castillo, Marco and Moffii Odunowo, "Children's use and valuation of information and educational outcomes: A Field Experiment in Nigeria"

Castillo, Marco, Manuel Hoffman and Ragan Petrie, "Understanding behavior and dynamic take-up of private health insurance in Australia"

Castillo, Marco and Raisa Sara, "The intergenerational transmission of disadvantage: Evidence from the children of victims of political violence"

Castillo, Marco, Mikhail Freer, and Ragan Petrie, "Salience Revealed: Nonparametric identification of inattentive behavior"

Castillo, Marco and Ragan Petrie, "Behavioral and Information Barriers to Energy Conservation: A Field Experiment in Alaska"

Castillo, Marco, "Who Polices the Inspectors? Explaining the Underperformance of Energy Conservation Incentives in Alaska"

Castillo, Marco and Ragan Petrie, "Love Thy Neighbor: Built Environment Effects on Social Interactions"

Castillo, Marco, Roberto Mosquera Moyano, Ragan Petrie and Maximo Torero, "Salience in the Field: Experimental Evidence of Attention Bias in Risk Tasks"

Grants and Awards

College of Liberal Arts Seed Grant Program, Texas A&M University, "Measurement, Theory and Policy: Studies in Child Development," with Ragan Petrie, 2019-2020 (PI, \$14,760).

Diversity Matters Seed Grant, Texas A&M University, with Ragan Petrie, 2018-2019 (co-PI, \$5,500).

University of Melbourne, Faculty Research Grant, "Children's use and valuation of information and educational outcomes: A Field Experiment in Nigeria." 2019-2020 (PI, AU\$10,000).

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). 2016-2020.

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 Sydney, Department of Economics, Sydney, Australia, November 2019

Melbourne Institute Director's Conference on Education, Melbourne, Australia October 2019

Gender, Norms and Economics Workshop, Department of Economics, University of Melbourne, Melbourne Australia, December 2018.

Monash University, Department of Economics, Oct 2018

Ohio State University, Department of Economics, Sept 2018

(Keynote Speaker) Inaugural Experimental Economics Conference, Catholic University, Lima, Peru, July 2018

University of Melbourne, Department of Economics, May 2018

Applied Behavioral Conference, University of Sydney, Sydney, Australia, May 2018

Melbourne Institute Director's Conference on Education, Melbourne, Australia, March 2018

IZA/Volkswagen Foundation Workshop: Preferences, Personality Traits and the Labor Market, Italy, October 2017.

Conference on Risk and Risk Behavior, Copenhagen School of Business & Georgia State University, Copenhagen, Denmark, June 2017

University of Pennsylvania, Philosophy, Politics, and Economics Program, January 2017

University of Texas-Austin, Department of Psychology, November 2016

University of Melbourne, Department of Economics, October 2016

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

(Keynote Speaker) XII Simposio Nacional de Microeconomía, 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

(Keynote Speaker) Third Antigua Experimental Economics Conference, 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, U.K., 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, Department of Agricultural Economics, Davis, CA, September 2011
Iowa State University, Department of Economics, Ames, IA, April 2011
University of Maryland, Department of Economics, College Park, MD, March 2010
Emory University, Department of Economics, Atlanta, GA, April 2009
Georgia Mason University, Department of Economics, Fairfax, VA, February 2009
Copenhagen Business School, Copenhagen, Denmark, February 2009
McGill University, Department of Economics, Montreal, Canada, January 2009
Georgia Institute of Technology, Economics Department, January 2009
George Mason University, Interdisciplinary Center for Economic Science (ICES), Arlington, VA, December 2008
Virginia Commonwealth University, Department of Economics, Richmond, VA, September 2008
University of Pittsburgh, Department of Economics Pittsburgh, PA, November 2007
Inter-American Development Bank Workshop, Mexico City, Mexico, October 2006
Georgia Institute of Technology, Tennenbaum Institute, January 2006
Georgetown University, Department of Economics, Washington, DC, November 2005
Georgia State University, Department of Economics, Atlanta, GA, September 2005
Middlebury College, Department of Economics, Middlebury, VT, April 2005

Conference Presentations

Advances in Field Experiments, University of Chicago, September 2019
Allied Social Science Association (ASSA) Meetings, Atlanta, Georgia, Jan 2019
Outlook Conference on Australia's Economic and Social Future, Melbourne Institute and The Australian, Melbourne, Australia, Oct 2018
Economic Science Association (ESA) World Meeting, Berlin, Germany, June 2018
Texas Experimental Association Symposium (TEXAS), Trinity University, San Antonio, TX, March 24, 2018
Asian and Australasian Society of Labour Economics (AASLE) Conference, Canberra, Australia, December 2017.
Social Dilemmas Conference, University of Massachusetts-Amherst, Amherst, June 2017
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-
Associate Editor, *Southern Economic Journal*, 2017-

Professional Activities

Economic Science Association (ESA), Executive Committee Member, 2017-2019
National Science Foundation (NSF), Division of Social and Economic Sciences,
Economics Program, Ad Hoc Panel Member, 2015.
National Science Foundation (NSF), Division of Social and Economic Sciences,
Committee of Visitors, Member, 2013.

Referee

American Economic Review, *American Economic Journal-Microeconomics*, *Applied
Economic Perspectives and Policy*, *Economic Inquiry*, *Economic Journal*, *Economia
Institutional*, *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, International Economic Review, 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

PhD Admissions Committee, Chair, 2019-
Graduate Curriculum Committee, Department of Economics, member, 2016-2017
Executive Committee, Department of Economics, member, 2017-2018
A&M Economics Society, Department of Economics, Faculty Advisor, 2018-2019
Mentor for first-year PhD students, Department of Economics, 2018-
Applied Micro Field Exam Committee, Department of Economics, Member, 2017-
Experimental Economics Field Exam Committee, Department of Economics,
Member, 2016-
Tenure and Promotion 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

Moffii Odunowo (Texas A&M, PhD, advisor), expected 2020.
Manuel Hoffmann (Texas A&M, PhD, member), expected 2020.
Raisa Sara (Texas A&M University, PhD, advisor), expected 2020.
Noah Bacine (Texas A&M, PhD, member), 2019, Post-doc, Nuffield College, Oxford
University
Mikhail Freer (George Mason University, PhD, advisor), 2017, Post-doc, University of
Leuven (Belgium)

Ahrash Dianat (George Mason University, PhD, advisor), 2015, Assistant Professor, University of Essex (UK).
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

Texas A&M University

Experimental Economics (undergraduate)
Behavioral Game Theory (graduate)

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