September 2026

Marco Castillo

Department of Economics
Texas A&M University
4228 TAMU
College Station, TX 77843

WCSS 222
Phone: (979) 845-7351
marco.castillo@tamu.edu
www.marcocastillo.org

Professional Positions

Professor, Department of Economics, Texas A&M University, 2018-
Professorial Fellow, Melbourne Institute, University of Melbourne, 2018-2024
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

Visiting Scholar, Department of Economics, King's Business School, King's College London, Summer 2025
Visiting Scholar, Department of Economics, University of Konstanz, Summer 2024
Visiting Scholar, Department of Economics, University of Chicago, Fall 2021
Research Affiliate, Texas A&M Institute of Data Science, Texas A&M University, 2019-
Research Fellow, IZA Institute for Labor Economics, 2018-
Fellow CESifo Research Network, Munich, Germany, 2024-
Faculty, Economic Research Laboratory (ERL), Texas A&M University, 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, awarded Henry C. Taylor Prize for Best Dissertation.
MA, University of Wisconsin-Madison, Agricultural and Applied Economics 2001.
BSc, Economics, Catholic University, Economics, Lima, Peru, 1991.

Publications

Castillo, Marco, Ragan Petrie and Rong Rong, “My neighbor next floor: the built environment and social preferences,” December 2023. Forthcoming at *Review of Economics and Statistics*.

Castillo, Marco, John List, Ragan Petrie and Anya Samek, “Detecting Drivers of Behavior at an Early Age: Evidence from a Longitudinal Field Experiment,” *Journal of Political Economy,* 132(12), 3942-3977*.*

Castillo, Marco, Ragan Petrie and Clarence Wardell, 2023, “Barriers to Charitable Giving,” *Journal of Public Economics*, 224, 104945.

Castillo, Marco and Mikhail Freer, 2023, “A General Revealed Preference Test of Quasi-Linear Preferences: Theory and Experiments,” *Experimental Economics*, 26(3), 673-696.

Castillo, Marco and David Dickinson, 2022, “Sleep restriction increases coordination failure,” *Journal of Economic Behavior and Organization,* 200 (358-370).

Castillo, Marco and Ahrash Dianat, 2021, “Equilibrium Selection in the Stable Marriage Problem: Experimental Evidence,” *Experimental Economics*, 4(4), 1365-1389.

Castillo, Marco, Gregory Leo and Ragan Petrie, 2020, “Room Composition Effects on Risk Taking by Gender,” *Experimental Economics*, 23(3), 895-911.

Castillo, Marco and Ragan Petrie, 2020, “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

Working Papers

Castillo, Marco and Ragan Petrie, "Welfare analysis with nonlinear budget sets and evidence from a large charitable fundraising experiment," under review.

Castillo, Marco, Sera Linardi, and Ragan Petrie, "Use of Reentry Support Services and Recidivism: a Field Experiment Varying Dosage," revision requested at *Journal of Human Resources*.

Castillo, Marco, and Sora Youn, "When Biased Beliefs Lead to Optimal Action: An Experimental Study," under review.

Castillo, Marco and Ragan Petrie, "Extreme Giving Commitments," under review.

Castillo, Marco, and Valon Vitaku, "Salience in choice under risk: An experimental investigation," March 2024.

Bullard, Maxwell, Marco Castillo and Ragan Petrie, "Birth Mother Search for Adoptive Parents," September 2025.

Cao, Andy, Marco Castillo, Ragan Petrie and Sora Youn, "Do Economics and Business have an image problem? Effects of teaching and climate on college major choice," October 2023.

Castillo, Marco and Mofioluwasademi Ige, "Compliers, defiers and the evaluation of information interventions," December 2023.

Castillo, Marco and Ragan Petrie, "Incentivized learning and attention-driven treatment effects," July 2024.

Castillo, Marco, and Raisa Sara, "Covid and early childhood development: The curious case of Peru," December 2022.

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

Work in Progress

Castillo, Marco, John List, Ragan Petrie and Anya Samek, “Evaluating factorial experimental designs with imperfect compliance: Evidence from a durable early childhood intervention”

Castillo, Marco, Seda Ertac, and Ergun Kotan, “Motivating reasoning in children and adults: evidence from Turkey”

Castillo, Marco, Ragan Petrie and Anya Samek, “Time to Give: A Field Experiment on Intertemporal Charitable Giving”

Grants and Awards (selected)

Faculty Research Grant, Faculty of Business and Economics, University of Melbourne, “Understanding Barriers to Early Childhood Education: Victoria's 3-year-old Preschool Expansion,” with Ragan Petrie, 2023-24 (co-PI, AUD$10,000).

Faculty Research Grant, University of Melbourne, “On the convexity of the marginal propensity to consume.” With Ragan Petrie, Guay Lin, and Viet Nguyen, 2023-2024 (co-PI, A$10,000).

Downing Fellowship, University of Melbourne, 2021-2022 (A$25,000).

Bernard and Audre Rapport Foundation, “Encouraging Ex-Inmates to Utilize Social Services and Measuring Its Impact on Recidivism,” with Sera Linardi and Ragan Petrie, 2020-2022 (co-PI, $42,075)

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).

Faculty Research Grant, University of Melbourne, “Children’s use and valuation of information and educational outcomes: A Field Experiment in Nigeria.” 2019-2020 (PI, A$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).

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

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

Invited Seminars, Panels and Keynotes (last 5 years)

(**Keynote Speaker**) Behavioral and Experimental Economists in the U.K. Conference, Sheffield, UK, June 2025
Kings College London, King's Business School, London, UK, June 2025
Radboud University, Department of Economics, Nijmegen, the Netherlands, May 2025
Dusseldorf Institute for Competition Economics (DICE), Dusseldorf, Germany, May 2025
Max Planck Institute for Research on Collective Goods, Bonn, Germany, May 2025
University of California-Davis, Department of Economics and Department of Agricultural Economics, April 2025
CESifo Area Conference on Public Economics, Munich, Germany, March 2025
2nd Behavioral Insights Meeting, invited panelist, Riyadh, Saudi Arabia, December 2024
University of Essex, Department of Economics, Colchester, UK, September 2024
3rd Workshop on Field Experiments in Economics and Business, Technical University of Munich, Heilbronn Campus, Germany, September 2024
University of Konstanz, School of Economics, Konstanz, Germany, May 2024
University of Alberta, Department of Economics, Edmonton, Canada, November 2023
University of New South Wales Business School, School of Economics, Sydney, Australia, October 2023
Workshop on Educating a Better World: Economic and Behavioral Insights for Policymakers, Australian National University, Speaker and Panelist, Canberra, Australia, October 2023
2nd Workshop on Field Experiments in Economics and Business, Dusseldorf, Germany, September 2023
WZB Workshop on Recent Advances in Philanthropy, Berlin, Germany, June 2023
University of Maryland, Department of Agricultural Economics, December 2022
Workshop on Research in Early Education, Statistical Measurement and Policy Implications, Australian National University, Speaker and Panelist, Canberra, Australia, July 2022.
University of Iowa, Department of Economics, February 2022

Pennsylvania State University, Department of Economics, July 2021 (online via Zoom)
Economics of Crime Seminar, April 2021 (online via Zoom), Short-circuiting crime? Encouraging usage of aftercare services.
University of Pittsburgh, Graduate School of Public and International Affairs (GSPIA) Internal Workshop, September 2020 (online via Zoom)

Conference Presentations (last five years)

Allied Social Science Association Meetings (ASSA), Philadelphia, PA, January 2026
Advances with Field Experiments (AFE), University of Chicago, September 2025
Science of Philanthropy Initiative (SPI), University of Chicago, September 2025
Advances with Field Experiments (AFE), University College London, September 2024
Science of Philanthropy Initiative (SPI), University of Chicago, September 2023
Advances with Field Experiments (AFE), University of Chicago, September 2023
International Institute of Public Finance (IIPF) Annual Congress, Logan, UT, August 2023
Behavioral Economics Design Initiative (BEDI) Inaugural conference, University of Pittsburgh, September 2022
Economic Science Association (ESA) North American Meetings, Nov 2022
Advances with Field Experiments, University of Chicago, September 2022
Economic Science Association (ESA) North American Meetings, Oct 2021
Economic Science Association (ESA) Global Meetings, September 2020 (virtual)
Texas Experimental Association Symposium (TExAS) Conference, College Station, TX, February 2020
Allied Social Science Association (ASSA) Meetings, San Diego, California, Jan 2020

Articles, Policy Briefs and Media

"New study finds Australia's preschool expansion 'has not better prepared' kids for school," in *The Conversation*, November 15, 2022, covered on 2ser Radio interview (The Daily), ABC National Radio interview (Digital Drive).

"How much evidence is in Australia's evidence-based policy? The case of expanding early childhood education," *Melbourne Institute Compendium 2022, Economic & Social Policy: Towards Evidence-Based Policy Solutions*, chpt 9, November 2022.

"How does your view of government affect your willingness to be vaccinated against COVID-19?" *Melbourne Institute Research Insights*, No 29/20, October 2020, media release

"Is there a clear pathway out of the pandemic? Australians disagree," *Melbourne Institute Research Insights*, No 22/20, August 2020, media release, covered in Australian Financial Review (pdf) and The Conversation.

"How are Australians returning to the new normal, and staying safe, as restrictions ease during the COVID-19 pandemic?" *Melbourne Institute Research Insights*, No 16/20, June 2020, media release.

"Is the collective action of social distancing the new normal?" *Melbourne Institute Research Insights*, No 9/20, May 2020, media release.

Australian Broadcast Corporation (ABC), *Life Matters*, “Patience is a valuable skill in the digital age. But can you learn it?”, September 23, 2019, Listen.

"Helping 'impatient' students stay in school," *Pursuit*, June 5, 2019

Reports and Book Chapters

Moschion, Julie, Cain Polidano and Marco Castillo, “Vocational Pathways and Post-School Transitions from VET Delivered to School Students”, Report to the Australian Commonwealth (National) Department of Education, 2019.

Castillo, Marco, Jaslene Lin and Cain Polidano, “Understanding Positive Engagement During Middle Childhood”, Report to the Victorian Department of Education in Australia (Regional), 2019.

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.

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, Econometrica, 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 Political Economy, Journal of Public Economics, Journal of Socio-Economics, Labour Economics, Management Science, National Science Foundation, PlosOne, 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

Awards Committee, Department of Economics, Member, 2023-2025, Chair, 2025-
Economics Department Head Search Committee, College of Arts and Science, member, 2024-25
PhD Admissions Committee, Department of Economics, Chair, 2019-2021
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-

Melbourne Institute, University of Melbourne

Program Coordinator, Education and Child Development research group, 2018-2024

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 (* chair or co-chair)

2026: Maxwell Bullard (Texas A&M, PhD). 2025: Tian Liu* (Texas A&M, PhD), Post-doc, Stanford University. 2024: Sora Youn* (Texas A&M, PhD), Associate Fellow, Korea Information Society Development Institute. 2023: Xioahong Wang (University of Pittsburgh, PhD, Public Policy), Assistant Professor, University of South Alabama. 2023: Valon Vitaku (Texas A&M, PhD), Post-doc, Texas A&M University. 2020: Moffii Odunowo* (Texas A&M, PhD), Citibank. Manuel Hoffmann* (Texas A&M, PhD), Post-doc, Heidelberg Institute of Global Health, University of Heidelberg and Stanford University. Raisa Sara* (Texas A&M University, PhD), Assistant Professor, Sam Houston University. 2019: Noah Bacine (Texas A&M, PhD), Post-doc, Nuffield College, Oxford University. 2017: Mikhail Freer* (George Mason University, PhD), Assistant Professor, University of Essex (UK). 2015: Ahrash Dianat* (George Mason University, PhD), Assistant Professor, University of Essex (UK). 2012: Jared Barton* (George Mason University, PhD), Associate Professor, California State University-Channel Islands. 2009: Clarence Wardell* (Georgia Tech, PhD, ISYE), Presidential Fellow, Dept of Energy. Misuk Lee* (Georgia Tech, PhD, ISYE), Assistant Professor, Salisbury University, Information and Decision Sciences. Anupit Supnithadnaporn (Georgia Tech, PhD, Public Policy), National Economic and Social Development Board of Thailand. Pablo Saavedra (Georgia Tech, PhD, Public Policy). 2006: Jingjing Zhang (Georgia Tech, PhD, Public Policy)

Courses Taught

Texas A&M University: Market design (undergraduate), Experimental Economics (undergraduate), Behavioral Game Theory (graduate), Field Experiments (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)