

Marco Castillo

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Professional Positions

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

Castillo, Marco, Jaslene Lin and Cain Polidano, "Understanding Positive School Engagement During Mid-Childhood," Melbourne Institute Report, 2019

Castillo, Marco, Julie Moschion and Cain Polidano, "Vocational Pathways And Post School Transitions," Melbourne Institute Report, 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.

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

Work in Progress

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

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

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

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”

Grants and Awards

Rapoport 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, AUD\$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.

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.

Invited Seminars and Keynotes (2014 -)

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.

Conference Presentations (2014 -)

Allied Social Science Association (ASSA) Meetings, San Diego, California, Jan 2020
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

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

Melbourne Institute

Program Coordinator, Education and Child Development, 2018-

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-

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)

2020: Moffii Odunowo* (pre-doc, World Bank, USA), Manuel Hoffmann, Raisa Sara*
(Assistant Professor, Sam Houston University, USA)

2019: Noah Bacine

2017: Mikhail Freer* (Assistant Professor, Essex University, UK)

2015: Ahrash Dianat* (Assistant Professor, Essex University, UK)

2012: Jared Barton* (Associate Professor, Cal State University – Channel Islands, USA)

2009: Clarence Wardell* (What Works Cities, USA), Misuk Lee* (Assistant Professor,
Salisbury University, USA), Anupit Supnithadnaporn, Pablo Saavedra

2006: Jingjing Zhang

Languages

Spanish, English