

# Dario Trujano-Ochoa

Human Behavior Lab – Texas A&M University  
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August 2025

## Education

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### Ph.D. in Economics

*University of California Santa Barbara (USA)* 2019-2025  
Dissertation: Three Studies in Experimental Economics, Committee: Daniel Martin (co-chair), Gary Charness (co-chair in memoriam) Erik Eyster and Ignacio Esponda.

### M.Sc. in Economics

*Centro de Investigación y Docencia Económicas (Mexico City)* 2015-2017  
Thesis: "Quantal Response Equilibrium in a Citizen-Candidate Experiment", Committee: Alexander Elbittar (chair), Hernan Bejarano and Luz Marina Arias

### Specialty in Applied Statistics

*Universidad Nacional Autónoma de Mexico (Mexico City)* 2013- 2014  
Instituto de Investigaciones en Matemáticas Aplicadas y en Sistemas

### Bachelor of Psychology (with distinction)

*Universidad Nacional Autónoma de Mexico, Facultad de Psicología (Mexico City)* 2008-2012  
Thesis: "La Teoría del Prospecto en la Predicción de Estrategias Mixtas en un juego 2x2", Committee: Arturo Bouzas (director), Oscar Zamora Arevalo (reviewer), Florente Lopez Rodriguez, German Palafox and Oscar Vladimir Orduna Trujillo.

## Research Fields

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Experimental and Behavioral Economics, Information and Beliefs, Risk

## Publications

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### Citizen Candidates in the Lab: Rules, Costs, and Positions

*Journal of Behavioral and Experimental Economics* 2024  
Coauthors: Alexander Elbittar and Andrei Gomberg

### Learning Your Own Risk Preferences

*Journal of Risk and Uncertainty* 2023  
Coauthors: Gary Charness and Nir Chemaya

### The role of cognitive and personality characteristics in timely microcredit repayment: Evidence from a survey conducted by Provident, Mexico

*Ensayos Revista de Economía* 2020  
Coauthors: Daniel Ventosa-Santaulària , Sonia Di Giannatale , María José Roa , Alexander Elbittar

## Appointments

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### Postdoctoral Researcher

*Human Behavior Lab, Texas A&M University* Spring 2024-Present

### Research Intern

*Directorate of Financial Education and Cultural Promotion, Bank of Mexico* Summer 2023  
Summer Intern Research Program (PIV)

### Research Assistant

*Economics Department, UCSB* Professor Sevgi Yuksel 2021

Implementation and payment of an online experiment on the Base Rate Neglect effect.

**Research Assistant**

*Economics Division, CIDE*

Data analysis of laboratory and field experiments

**Professor Alexander Elbittar**

2016-2017

**Research Assistant**

*Laboratory of Behavior and Adaptation, UNAM*

Work in the projects: Learning in Dynamic Environments and Risk Behavior: Election Models Evaluation

**Professor Arturo Bouzas Riaño**

2012-2015

## **Presentations and Workshops**

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**Behavioral Biases on Misinformation**

*Economic Science Association*

North American Meeting

**Columbus, OH**

October 2024

**¿Cuánto pagar por descubrir?**

*Facultad de Psicología, UNAM*

Unidad de Desarrollo de Materiales de Enseñanza y Apropiación Tecnológica

**México City**

September 2024

**¿Cuándo verificamos las noticias?**

*Facultad de Economía, UNAM*

Seminario de Investigación en Ciencias del Comportamiento

**México City**

September 2024

**Do Others Learn Like Me? Higher Order Willingness to Pay for Information** **Pasadena, CA**

*Caltech*

Post-School Behavioral/Experimental Workshop

June 2024

**Do Others Believe the Same? Experimental Analysis of Higher-Order Learning and WTP for Information**

*Economic Science Association*

North American Meeting

**Charlotte, NC**

October 2023

**Learning your own risk aversion**

*Economic Science Association*

North American Meeting

**Santa Barbara, CA**

October 2022

**14th BESLAB Experimental Economics Summer School in Macroeconomics**

*Technische Universität Berlin, Universitat Pompeu Fabra, and Joachim Herz Stiftung* **Berlin, Germany**

June 2022

## **Fellowships and Academic Honors**

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**Alianza MX, University of California**

*Short-Term Research Stay*

2024

**UCSB, Department of Economics**

*Research Quarter Fellowship*

Spring 2024

**UCSB, Academic Senate**

*Doctoral Student Travel Grant*

2023, 2024

**UCSB, Department of Economics**

*Research Funding for Experiments*

2023

**Fulbright-Garcia Robles**

*Fulbright Fellowship*

2019-2021

**UCSB**

*Distinction: Microeconomics Preliminary Exam*

2020

**National Fellowship in Mexico**

*Consejo Nacional de Ciencia y Tecnología (Conacyt).*

2015-2017

## Employment

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### **University of California Santa Barbara**

*Head Teaching Assistant. ECON 5: Statistics for Economics*

*Winter 2024, Fall 2024*

### **Association of Supervisors of Banks of the Americas**

*Research Assistant*

*2018-2019*

### **Instituto Federal de Telecomunicaciones**

*Subdirector of Economic Competition Analysis*

*2018*

### **Laboratorio Nacional de Políticas Públicas**

*Junior Researcher*

*2017-2018*

## Memberships and Service

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**2021-2025:** Member of the Economic Science Association

**2025:** Member of the Agricultural & Applied Economics Association

o **Refereed in:** *Judgment and Decision Making, Heliyon*

**Undergraduate Student Research Mentor:** Instructor for Econ 199A.

UCSB. Spring 2024

**Mentor:** Participate in mentorship program for first-year Phd Stdudents.

UCSB. 2020-2024

**Mentorship Program Organizer:** UCSB

Organizing and coordinating the mentorship matching and job market talks. 2021

## Teaching

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### **Instructor**

#### **University of California Santa Barbara**

*Statistics for Economics*

*Three Quarters in 2023*

#### **Universidad Nacional Autónoma de México**

*Six workshops (12-20 hours)*

*2017 - 2017*

Microeconomics: What every psychologist must know, Mathematical Statistics for psychologist, Introduction to Game Theory, Game Theory and Cooperation, Graphs with R, Introduction to R

### **Teaching Assistant**

#### **University of California Santa Barbara**

*Twelve quarters*

*2019 - 2025*

Statistics for Economics, Intermediate Microeconomic Theory, Intermediate Macroeconomic Theory, Financial Management, History of Economic Thought, Introduction to Game Theory

#### **Centro de Investigación y Docencia Económicas**

*Two Semesters*

*2017*

Advanced Microeconomics (Undergrad), Econometrics: Teaching Assistant (PhD)

## Languages

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**Spanish:** Native

**English:** Fluent

**Portuguese:** Learning

## Programming

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**R:** R studio, tidyverse, ggplot2, tidy models - recipes (for Machine Learning)

**Experiments:** Otree, Qualtrics, Prolific

**Sufficient Knowledge:** STATA, MatLab,  
Julia, Gretl

**Basic Knowledge:** Java, Python, HTML