

# CATALINA FRANCO

FAIR and Center for Applied Research (SNF) at NHH Norwegian School of Economics

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## ACADEMIC EMPLOYMENT

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- 2022 - **Center for Applied Research (SNF) at NHH Norwegian School of Economics**  
FAIR Insight Team, Centre for Experimental Research on Fairness, Inequality and Rationality (FAIR)  
Researcher
- 2019 - 2022 **NHH Norwegian School of Economics**  
Economics Department and FAIR  
Postdoctoral fellow
- 2017 - 2019 **Universidad del Rosario**, Bogotá, Colombia  
Economics Department  
Research fellow

## ACADEMIC DEGREES

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- 2012-2017 Ph.D. in Economics, **University of Michigan**, Ann Arbor  
International job market: 2019 (after fulfilling Fulbright home residency requirement)
- 2012-2014 M.A. in Economics, **University of Michigan**, Ann Arbor
- 2007-2009 M.A. in Economics, **Universidad de los Andes**, Bogotá, Colombia
- 2001-2006 B.A. in Economics, **Universidad Nacional de Colombia**, Bogotá, Colombia

## RESEARCH

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**Research interests:** Economics of gender and education

### Publications

Does Re-Imprisonment for Technical Violations Prevent Crime? (with David Harding, Jeffrey Morenoff, and Shawn D. Bushway), *Journal of Human Resources*, Published online before print December 05, 2024 [\[PDF\]](#)

Behavioral Dynamics in Transitions from College to the Workforce (with Meera Mahadevan), *Journal of Economic Behavior & Organization*, Vol. 188, August 2021, pages 567-590 [\[PDF\]](#)

### Working papers

Will Artificial Intelligence Get In The Way of Achieving Gender Equality? (with Daniel Carvajal and Siri Isaksson) [\[PDF\]](#)

Does AI Help or Hurt Learning? (with Natalie Irmert and Siri Isaksson) [Draft available upon request]

Innocuous Exam Features? The Impact of Answer Placement on High-Stakes Test Performance and College Admissions (with Erika Povea) [\[PDF\]](#)

Bridging the Gender Gap in Exam Performance through Nudges and Stress Reframing (with Marcela Gomez-Ruiz) [\[PDF\]](#)

Strategic Decisions Have “Major” Consequences: Gender Differences in College Major Choices (with Amelia Hawkins) [\[PDF\]](#)

Gender Gaps at the Top: Incentives, Performance and Choking Under Pressure (with Ingvild Skarpeid) [\[PDF\]](#)

Stress, Exam Performance and Gender (with Ingvild Skarpeid and students in my course “Stress and mental health in education”) [Draft available upon request]

Willingness to Pay for Formal Job Attributes: A Discrete Choice Experiment in Colombian Mom-and-Dad Stores (with Amalia Rodríguez-Valencia) [\[PDF\]](#)

How does Relative Performance Feedback Affect Beliefs and Academic Decisions? Evidence from a Field Experiment [\[PDF\]](#)

The Value of a Signal: Information Processing among Students Outside the Lab [\[PDF\]](#)

### Work in progress

Gender Differences Depression Recognition and Seeking Help, *pilot data collected* (with Sara Abrahamsson and Akshay Moorthy)

Female Leadership in VSLAs, *paper writing* (with Kjetil Bjorvatn, Shymal Chowdhury, Danila Serra and Munshi Sulaiman)

The Role of Gender Diversity in Learning in Introductory Economics Courses, *resting project* (with Manuela Angelucci, Martha Bailey, Adam Stevenson and Linda Tesar)

### Pre-doctoral publications

“Latin American immigration in the United States: Is there wage assimilation across the wage distribution?,” *Hispanics in the US Labor Market*, Richard R. Verdugo ed., Centre for Demographic Studies, Barcelona, Spain, 2013.

“Earnings differentials in Colombia: A study of young and rural workers, 2002-2009,” with Johanna Ramos, *Economic Analysis Review*, Vol. 25, No.2, special issue: Inequality and Income Mobility in Latin America, 2010.

## RESEARCH GRANTS

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| 2023 | Norwegian Welfare Agency (NAV) - 7,2 million NOK   |
| 2020 | FAIR Grant - \$30,000; Småforsk NHH - \$8,000; The Bill and Melinda Gates Foundation - \$447,000   |
| 2017 | Michigan Institute for Teaching and Research in Economics (MITRE) grant - \$5,000 and Rackham Graduate Student Research grant - \$3,000  |
| 2016 | Rackham Summer Award - \$8,000; George Katona Economic Behavior Research Award (Institute for Social Research at U. Michigan) - \$6,000; Michigan Institute for Teaching and Research in Economics (MITRE) grant - \$5,000 |
| 2015 | Michigan Institute for Teaching and Research in Economics (MITRE) grant - \$3,000  |

## ACADEMIC PRESENTATIONS

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### Keynote Lectures

- 2024 | Science of Diversity and Inclusion (SODI) at U. of Chicago, “AI and its impact on different populations,” February 26, 2024
- 2022 | Women’s Economic Empowerment: Evidence from Uganda, October 13, 2022

### Invited Seminars and Conferences

- 2025 | AEA ASSA annual meeting; Bogotá Experimental Economics Conference (BEEC); Uppsala University; Norwegian University of Science and Technology (NTNU); Aarhus University; Zurich Conference on Gender Issues in Education and the Labor Market;
- 2024 | AEA ASSA annual meeting (Isaksson presents); Australian Gender Economics Workshop, Sydney; U. Melbourne; U. Strathclyde, Glasgow; Department of Strategy and Management, NHH; Leibniz University Hannover; WZB Berlin; Nordic AI-BEST workshop; EU Engage; European Association of Labour Economists (EALE) conference; DIG Summit, NHH; Bergen Development Economics Workshop, Christian Michelsen Institute (CMI); Jobs Network Workshop, Oslo.
- 2023 | Bergen-Berlin Behavioral Economics Workshop; Causal Inference in Education Research Seminar (CIERS) at U. of Michigan; BEE Lab Meeting at U. Michigan School of Information; The Choice Lab Coffee Meeting, FAIR; Development Workshop, FAIR; 2nd Workshop on Field Experiments in Economics and Business at DICE, U. Düsseldorf; Workshop on Education Economics and Policy (WEEP), Trondheim; 15th Nordic Behavioral Economics Conference, Lund; Economics Department Seminar at U. Regensburg.
- 2022 | Graduate Institute Geneva; SOLE; FAIR Midway Conference, Galápagos Experimental Economics Conference; EAFIT; Universidad del Rosario; SEEDEC Bogotá; Rare Voices in Economics conference; 2nd Berlin Workshop on Empirical Public Economics: Gender Economics; Universitat Autònoma de Barcelona Department of Applied Economics
- 2021 | Bogotá Experimental Economics Conference; JILAE Seminar Series, University of Chicago and Universidad del CEMA; Virtual Workshop on the Economics of Education, NHH; Nordic Conference on Development Economics; 5th IZA Junior/Senior Symposium; University of Stavanger; OsloMet; SEEDEC; NEUDC; Southern Economic Association; Frisch Centre
- 2020 | Bogotá Experimental Economics Conference; H2D2, U. Michigan; Workshop of Subjective Expectations
- 2019 | Symposium for Economics Experiments in Developing Countries (SEEDEC), Berkeley; Seminario CEDE, Universidad de los Andes; 14th Nordic Conference on Behavioural and Experimental Economics; Bergen Development Economics Workshop, CMI

## REFeree SERVICE

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Topic editor for: “Gender Differences and Overlaps in Decision Making” at *Frontiers in Behavioral Economics*, *QJE*, *AEJ: Applied Economics*, *AEJ: Policy*, *Journal of Labor Economics*, *Journal of Human Resources*, *Journal of Population Economics*, *European Economic Review*, *Economic Inquiry*, *Journal of Economic Behavior and Organization*, *Economic Development and Cultural Change*, *Journal of Behavioral and Experiential Economics*, *Journal of the Economic Science Association*, *Journal of Quantitative Criminology*, *Revista de Economía del Rosario*

## MEDIA COVERAGE OF RESEARCH

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The Economist, The Conversation, NHH press, Deutschlandfunk Kultur radio, Khrono.no, Lead magazine.

## PHD DEFENSE COMMITTEE MEMBER

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Amalia Rodríguez, PhD in Economics, Universidad del Rosario, Bogotá, Colombia. Defense: October 18, 2022.

## TEACHING EXPERIENCE

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NHH - BERGEN SUMMER RESEARCH SCHOOL	Course leader <i>Stress and Mental Health: New Challenges in Education</i> , PhD level, 2024
NHH - ECONOMICS DEPARTMENT	Course leader <i>Personnel Economics</i> , Master's level, 2023
NHH - BERGEN SUMMER RESEARCH SCHOOL	Course leader <i>Economic Experiments in Developing Countries</i> , PhD level, 2022
UNIVERSIDAD DEL ROSARIO	Instructor <i>Microeconomics 1</i> (Consumer Theory) x 2, undergraduate, 2018
UNIVERSITY OF MICHIGAN	TA for master's <i>Quantitative Methods</i> (ECON 500), undergraduate <i>Development Economics</i> (ECON 461 and ECON 360), 2015-2016
UNIVERSIDAD DE LOS ANDES	TA for undergraduate <i>Econometrics</i> and <i>Macroeconomics</i> , 2008-2009
NATIONAL U. OF COLOMBIA	Lecturer for <i>Introduction to Applied Econometrics</i> (short course, Feb. 2016); TA for undergraduate <i>Econometrics</i> , <i>Macroeconomics</i> , and <i>Principles of Economics</i> , 2004-2006

## PRE-DOCTORAL EMPLOYMENT

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2010 - 2012	Research Fellow at INTER-AMERICAN DEVELOPMENT BANK, WASHINGTON, DC <i>Labor Markets Unit</i>
2006 - 2010	Junior Researcher at NATIONAL PLANNING DEPARTMENT, BOGOTA, COLOMBIA <i>Economic Studies Unit</i> and <i>Public Policy Evaluation Unit</i>
2005 - 2006	Research Assistant at CENTRAL BANK OF COLOMBIA, BOGOTA, COLOMBIA <i>Research Unit</i>