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Education

Ph.D. in Economics, Erasmus Universiteit Rotterdam-Tinbergen Institute,

Expected Completion: September 2025

Advisors: Pr. Aurélien Baillon, Pr.dr. Chen Li

Visiting Ph.D. student, HEC Paris, April-July 2023

Host: Pr. Mohammed Abdellaoui

M.A. Mathematics: Applied Focus, Pontificia Universidad Javeriana, 2018-2021

M.Res. Economics: Econometric focus, Université Catholique de Louvain, 2013-2016

B.A. Psychology, Universidad de los Andes, 2008-2013

B.A. Economics, Universidad de los Andes, 2007-2012

Working Papers:

Learning gaps? Described versus Experienced Signals (Job Market Paper)

We study the effect of learning signal-outcome relationships by Experience or by Description on ambiguity attitudes and beliefs. Employing a novel method for eliciting ambiguity attitudes, where beliefs and attitudes are disentangled, two gaps are identified. The first gap concerns attitudes: aversion is lower in Experience and decreases with higher signal informativeness, while insensitivity is higher for Experience but reduced by informativeness of the signal in both conditions. The second gap pertains to belief updating: subjects are more responsive to new information in Experience than in Description. The findings show that direct experience brings people closer to Bayesian rationality than description does.

Falling and failing (to learn): Evidence from a Nation-Wide Cybersecurity Field Experiment with SMEs (Conditionally accepted JEBO)

with: Francesco Capozza, Thomas Dirkmaat, Amber Druten, Evelien van der veer and Aurélien Baillon

Prior experiences are crucial in shaping risk prevention behavior. Previous studies have shown that experiencing a simulated phishing attack (a “phishing drill”) reduces the likelihood of clicking on unsafe links and disclosing one’s password. In a large field experiment involving 670 small and medium-sized enterprises (SMEs) and their 33,000 employees, we examined the impact of experience on individuals’ ability to detect cyber-security threats, and whether this effect persisted over several months. We collected data at both the company and individual levels, including risk

preference, time preference, and trust. Our findings indicate only a non-systematic, short-term effect of previous phishing emails on clicking behavior. A cluster of individuals with greater patience, trust, and risk seeking was the most likely to benefit from phishing drills.

Research in Progress:

The cost of going against the tide: the effect of stereotypes on ambiguity attitudes

with: Cedric Gutierrez, Marine Hainguerlot and Chen Li

We investigated whether people's ambiguity attitudes and beliefs about others' competence depend on the stereotypicality of others' profiles. We found that people are more ambiguity averse about men's performance in a task that they are expected to perform well when they have a counter-stereotypical background. Also, people hold more pessimistic beliefs about them, and the effect of these pessimistic beliefs are comparatively enlarged by judges being less a-insensitive towards them. In this sense, counter-stereotypical men were punished both in terms of ambiguity attitudes and beliefs about their competence. Learning of new information diminished the penalty for men in terms of ambiguity attitudes, but more pessimistic beliefs about them persisted.

A betting rule to incentivize the elicitation of continuous distributions

with: Aurélien Baillon and Thomas de Haan

We introduce an incentive mechanism, call a betting rule, to elicit continuous distribution. We show it is *behaviorally* proper, in the sense that it provides incentives to report accurate beliefs even for non-expected utility maximizers and it is transparent and easy to understand.

References

Prof. Aurélien Baillon
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Prof. Mohammed Abdellaoui
Department of Economics and Decision Sciences, HEC-Paris
1 Rue de La Libération
F78351 Jouy-en-Josas, France
Phone: +33 139674372
Email: abdellaoui@hec.fr

Research and Teaching Fields

- **Primary Field:** Behavioral Economics
- **Secondary Fields:** Microeconomics, Experimental Economics, Applied Theory

Presentations and Conferences

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| 2024 | RisLAB Summer School Rabat, ADA 2024 Helsinki, MBEES-MBEPS 2024 Maastricht, Ph.D. Lunch Seminar EUR |
| 2023 | GATE Lyon, Ph.D. Lunch seminar Ti insitute, Ph.D. Seminar EUR, HEC Ph.D. day, SPUDM 2023 Vienna |
| 2022 | FUR 2022 Ghent, MBEES-MBEPS 2022 Maastricht, Ph.D. Lunch Seminar EUR , Ph.D. Day EUR |

Teaching Experience

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| 2020-Present | Bachelor Thesis supervision, Erasmus University Rotterdam |
| 2020-Present | Master Thesis supervision, Erasmus University Rotterdam |
| 2022-2024 | Applied Behavioral Economics Seminar (Master) Lecturer, Erasmus University Rotterdam |
| 2020-2024 | Intermediate Behavioral Economics (3rd year Bachelor) Teaching Assistant, Erasmus University Rotterdam |
| 2020-2022 | Intermediate Behavioral Economics (3rd year Bachelor) Course coordinator, Erasmus University Rotterdam |

Relevant Experience

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| 2020-Present | Ph.D. Candidate, Erasmus School of Economics |
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Scholarships, Honors and Awards

2013-2015 Colfuturo Scholarship to do the Research Master in UCLouvain

Refereeing activity

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| Journals | Theory and Decision |
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Ancilliary activities

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| 2022-2023 | Ph.D. Board for the Applied Economics department |
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Language and Software Skills

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| Languages | Spanish (Native), English (Fluent), French (Intermediate), Dutch (Beginner) |
| Software | R, L ^A T _E X, Python, JavaScript |