

Gonzalo Arrieta

CONTACT

Department of Economics
Stanford University
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EDUCATION

Stanford University, Ph.D. in Economics

Expected: 2024

Universidad de Montevideo

Diploma in Economics

2017

B.S. in Economics (*Dean's List*)

2015

REFERENCES

[Muriel Niederle](#)

Dept. of Economics,
Stanford University
niederle@stanford.edu

[B. Douglas Bernheim](#)

Dept. of Economics,
Stanford University
bernheim@stanford.edu

[Alvin Roth](#)

Dept. of Economics,
Stanford University
alroth@stanford.edu

[Kirby Nielsen](#)

Div. of the Humanities and Social Sciences,
California Institute of Technology
kirby@caltech.edu

RESEARCH INTERESTS

Experimental and behavioral economics, Decision theory
Public Economics, Welfare Economics

JOB MARKET PAPER

“Procedural Decision-Making in the Face of Complexity” with Kirby Nielsen

A large body of work studies how complexity affects the choices that individuals make, but this literature has remained mostly agnostic about the mechanism through which this takes place. We provide direct evidence that individuals use fundamentally different choice processes as decisions get more complex. Our hypothesis is that individuals resort to procedures—characterized as choice processes that are more “describable” to another person—as the complexity of the decision environment increases. We test our hypothesis using two experiments, one with choices over lotteries and one with choices over charities. We exogenously vary the complexity of the decision environment and measure the describability of choice processes by how well another individual can replicate the decision-maker’s choices given the decision-maker’s description of how they made choices. We find strong support for our hypothesis: Both of our experiments show that the choice process descriptions increase replication significantly more as complexity increases, which we interpret as evidence that decision-making becomes more procedural as complexity increases. We show evidence that using procedural choice processes can lead decision-makers to make different choices and choices of different quality, as well as evidence suggesting that procedural decision-making is a choice simplification that reduces the cognitive costs of decision-making.

PUBLISHED PAPERS

“Caring to Work or Working to Care: The Intra-Family Dynamics of Health Shocks”
with Gina Li

American Journal of Health Economics 9(2), 175-204, 2023

WORKING PAPERS

“What You Don’t Know May Hurt You: A Revealed Preferences Approach” with
Lukas Bolte

“The Inference Cost of Interventions” with Maxim Bakhtin

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|--------------------------|---|--|
| WORK IN PROGRESS | <p>“The Demand and Supply of Paternalism in Financial Planning” with Sandro Ambuehl, Bjoern Bartling, and B. Douglas Bernheim</p> <p>“Procedural Paternalism” with Muriel Niederle and Kirby Nielsen</p> <p>“The Welfare Costs of False Beliefs” with B. Douglas Bernheim and Lukas Bolte</p> | |
| RELEVANT POSITIONS | <p>Department of Economics, Stanford University</p> <p>Research Assistant for Muriel Niederle 2022 –</p> <p>Stanford Economics Research Laboratory (SERL), Manager 2021 – 2022</p> <p>Research Assistant for Muriel Niederle 2020 – 2021</p> <p>Research Assistant for Douglas Bernheim 2018 – 2020</p> <p>Department of Economics, Universidad de Montevideo</p> <p>Research Assistant for Alejandro Cid and José María Cabrera 2014 – 2015</p> <p>Research Assistant at Center for Research in Applied Economics 2013 – 2014</p> | |
| TEACHING EXPERIENCE | <p>Department of Economics, Stanford University</p> <p>Teaching Assistant for Muriel Niederle, Econ 179 (Experimental) Winter 2019</p> <p>Department of Economics, Universidad de Montevideo</p> <p>Lecturer (Intermediate Macro) 2017</p> <p>Teaching Assistant for Fernando Borraz (Econometrics) 2016</p> <p>Teaching Assistant for Ignacio Presno (International Trade) 2014</p> <p>Teaching Assistant for Danilo Trupkin (Intermediate Macro) 2014</p> <p>Teaching Assistant for Danilo Trupkin (International Trade) 2013</p> | |
| AWARDS & FELLOWSHIPS | <p>Leonard W. Ely and Shirley R. Ely Fellowship, SIEPR 2023 – 2024</p> <p>Stanford Center for American Democracy Graduate Student Fellow 2020 – 2021</p> <p>McCoy Family Center for Ethics in Society Graduate Student Fellow 2020 – 2021</p> <p>ANII - Agencia Nacional de Investigación e Innovación (uruguayan NSF) 2014 – 2015</p> <p>Excellence Scholarship, Universidad de Montevideo 2011 – 2015</p> | |
| RESEARCH GRANTS | <p>Graduate Research Opportunities Fund, Stanford University (\$5,000) 2022</p> <p>George P. Shultz Dissertation Fund, Stanford University (\$6,810) 2020</p> <p>IRiSS Center for American Democracy, Stanford University (\$2,000) 2020</p> <p>IRiSS Research Data Grants, Stanford University (\$1,500) 2020</p> | |
| REFEREING | <i>Journal of Political Economy: Microeconomics</i> | |
| PROFESSIONAL ACTIVITIES | <p>Department of Economics, Stanford University</p> <p>Behavioral and Experimental Faculty Seminar Organizer 2021 –</p> <p>Behavioral and Experimental Student Workshop Organizer 2019 – 2021</p> | |
| INVITED TALKS | Universidad de Montevideo 2023 | |
| CONFERENCE PRESENTATIONS | BUE-EBEL (virtually); IIPF (Logan, UT); SITE (Stanford); M-BEES/M-BEPS (Maas-tricht); BABEEW (San Jose) 2023 | |

OTHER

Citizenship: Uruguayan

Languages: Spanish (native); English (fluent); Portuguese (intermediate)

Softwares: Python; JavaScript; Stata; L^AT_EX

Last updated: September 2023