

Geoffrey Castillo

Position

- 2016–Present **Postdoctoral researcher**, *Friedrich-Alexander-Universität Erlangen-Nürnberg, Lehrstuhl für Volkswirtschaftslehre, insb. Wirtschaftstheorie [Chair of Economic Theory]*
- 2015–2016 **Graduate Teaching Fellow**, *University of Nottingham, School of Economics*
- 2013–2015 **Graduate Teaching Assistant**, *University of Nottingham, School of Economics*

Education

- 2017 **Ph.D. in economics**, *University of Nottingham*, under the supervision of Chris Starmer and Daniel Seidmann, no corrections
- 2012 **Master (M.Sc.) in Economics (ECOMATH)**, *Toulouse School of Economics*, with distinction
- 2010 **Licence (B.Sc.) in Economics**, *Toulouse School of Economics*, with first-class honours
- 2010 **Licence (B.A.) in Sociology**, *Université Toulouse II-Jean Jaurès*, with first-class honours
- 2009 **DEUG (two years of B.A.) in Philosophy**, *Université Toulouse II-Jean Jaurès*

Research

Fields Behavioural and experimental economics, decision theory, microeconomics

Working papers **Choice consistency and the attraction effect**

The attraction effect directly violates the consistency requirements necessary for rational choice, but so far it has attracted little attention. I present a laboratory experiment aimed at testing it and at disentangling some of its explanations using new manipulations. I find the attraction effect and I also uncover a 'range effect' that runs against it. This range effect lends support to recent theories based on focusing and salience.

Preference reversals in the social domain

People prefer to give money to socially-close others. Using a lab-based social-distance experiment, I study the stability and consistency of such preferences and compare preferences elicited with different, but strategically equivalent, methods. I find that preferences are reversed between methods when money benefits individuals but not when it benefits charities and use tools from social psychology, the Inclusion of Other in the Self and the Inclusion of Ingroup in the Self, to show that social distance explains these differences.

Explaining preference reversals across domains with a focusing model

Similar phenomena have been documented in risky choice and in intertemporal

choice. I use a simple model to organise the literature and provide a common explanation to these phenomena. The model, building upon Kőszegi and Szeidl (2013), is based on a psychological mechanism: increasing the range of values of a particular attribute in the consideration set increases the weight placed on this attribute. I also show how the model can explain preferences reversals between choice and valuation, as well as different forms of context-induced reversals such as the asymmetric dominance effect. Finally, I extend the model to choice involving social distances and predict new anomalies

In progress Can social norms explain the diffusion of responsibility? with Lawrence Choo and Veronika Grimm
 Incorporating social distances in economic analysis, with Benjamin Beranek
 Explaining the effect of the take option in dictator games
 Decoy affects under ambiguity
 Examining the effect of probability format
 Experimental currency units and money illusion

Teaching

2016–2018 Behavioural economics seminar, experimental economics seminar (Friedrich-Alexander-Universität Erlangen-Nürnberg)
 2013–2016 Mathematical economics, microeconomics, financial economics (University of Nottingham)

Presentations

Conferences and invited seminars

01/2018 Department of Economics, University of Vienna
 10/2017 North-American Economic Science Association meeting, Virginia Commonwealth University School of Business
 06/2017 8th International Conference of the French Association of Experimental Economics (ASFEE), University of Rennes
 09/2015 10th Nordic Conference on Behavioral and Experimental Economics, University of Tampere
 09/2015 European Economic Science Association meeting, University of Heidelberg
 08/2015 TIBER symposium in economics and psychology, University of Tilburg
 05/2014 CBESS-CREED-CeDEx meeting, University of Nottingham
 03/2014 Warwick Economics Ph.D. Conference, Warwick University
 09/2013 Network for Integrated Behavioural Science workshop, University of Nottingham

Internal seminars

12/2016 MDS seminar, Friedrich-Alexander-Universität Erlangen-Nürnberg
 10/2016 CeDEx Brownbag seminar, University of Nottingham
 10/2015 NSE workshop, University of Nottingham
 11/2014 CeDEx Brownbag seminar, University of Nottingham
 10/2013 CeDEx workshop, University of Nottingham

Academic duties

Refereeing

07/2017 Journal of Behavioural and Experimental Economics

Committees

2017 Ph.D. and Post-doc Recruitment committee

Awards, honours and scholarships

12/2016 School teaching award

12/2015 School teaching award

10/2015 – 06/2016 Graduate Teaching Fellowship

04/2015 School prize for best paper and participation at the PGR student conference

12/2014 School teaching award

10/2013 – 10/2015 Economic and Social Research Council (ESRC) DTC Studentship award

04/2013 School prize for best paper and participation at the PGR student conference

Research visits

02/2014 University of Zurich

Miscellaneous

Citizenship French

Languages French (native), English (fluent), Spanish (moderate), German (beginner)

Computer skills STATA, R, LimeSurvey, L^AT_EX, basics of Python and C[‡]

References

Professor Chris Starmer

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