Geoffrey Castillo

Department of Economics
University of Vienna
Oskar-Morgenstern-Platz 1
1090 Vienna, Austria

☎ +43 1427 737 455
✉ geoffrey.castillo@univie.ac.at
⊕ geoffreycastillo.com

Position

2018–Present	**University of Vienna**, Department of Economic and Vienna Centre for Experimental Economics, senior researcher and co-lab manager
2016–2018	**Friedrich-Alexander-Universität Erlangen-Nürnberg**, Chair of Economic Theory, postdoctoral researcher
2013–2016	**University of Nottingham**, School of Economics, graduate teaching assistant

Education

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

Working papers

Choice consistency and the attraction effect (⬀):
The attraction effect violates choice consistency, one of the central assumptions of economics. I present a risky choice experiment to test it and disentangle some of its explanations. I find the attraction effect, but in a smaller magnitude than previously thought. I also uncover a 'range effect' that shows that people weight more attributes whose range increases. This range effect runs against the attraction effect and can even reverse it.

Range effect and preference reversals across domains (⬀):
Similar anomalies have been documented in risky choice and intertemporal choice. I explain this similarity with the range effect, which says that people care more about attributes that differ more in their choice set. I use a model to show that the range effect gives a unique explanation to the common ratio effect, the common difference effect, and magnitude effects. The model also provides a characterisation of procedural preference

reversals between choice and valuation. Finally, I apply the model to social distances and predict new anomalies, one of which I confirm in a laboratory experiment.

Are social norms social? with Lawrence Choo and Veronika Grimm:
We investigate whether different people perceive the same social norm. We compare the norm reported by subjects who played different roles in a game, who had different experiences of the game, and who are of different types. We find that the norms are largely independent of these three aspects and conclude that social norms are indeed social. This result validates the use of a norm-elicitation task to reveal the social norms.

In progress

- Group dishonesty and collaborative evasion, 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 effects under ambiguity
- Examining the effect of probability format
- Experimental currency units and money illusion

Teaching experience

2016–2018	FAU Erlangen-Nürnberg, co-convenor:
	• Behavioural economics seminar
	• Experimental economics design seminar
2012–2016	University of Nottingham, teaching assistant:
	• Mathematical economics
	• Microeconomics
	• Financial economics

Awards, honours and scholarships

2017	Emergent Talent Initiative (Friedrich-Alexander-Universität Erlangen-Nürnberg)
2016	School teaching award
2015–2016	Graduate Teaching Fellowship
2015	School prize for best paper and participation at the Ph.D. student conference
	School teaching award
2014	School teaching award
2013–2015	Economic and Social Research Council DTC Studentship award
2013	School prize for best paper and participation at the Ph.D. student conference

Presentations at conferences and seminars

06/2018	Economic Science Association World meeting, Humboldt-Universität zu Berlin
06/2018	9th International Conference of the French Association of Experimental Economics, University of Nice
06/2018	52nd Annual Conference of the Canadian Economic Association, McGill University
04/2018	Department of Economics, University of Lund
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, 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

Refereeing

Journal of Behavioural and Experimental Economics, *Experimental Economics*, *Games*

Miscellaneous

Citizenship	French
Languages	French (native), English (fluent), Spanish (moderate), German (beginner)
Computer	STATA, R, LimeSurvey, LATEX, basics of Python and C♯

References

Professor Chris Starmer
University of Nottingham
☎ +44 115 846 6067
✉ chris.starmer@nottingham.ac.uk

Professor Daniel Seidmann
University of Nottingham
☎ +44 115 951 4159
✉ daniel.seidmann@nottingham.ac.uk

Professor Veronika Grimm
Friedrich-Alexander-Universität Erlangen-Nürnberg
☎ +49 911 530 2224
✉ veronika.grimm@fau.de