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Research Areas

Experimental Economics, Behavioral Economics, Applied Microeconomics

Education

2015 (expected) Ph.D. in Economics, University of California, Los Angeles (UCLA)
2011 Master in Economics, UCLA
2009 Master in Economics, Universidad de San Andrés (UdeSA), Buenos Aires,
Argentina
2006 Licenciata in Economics, UdeSA, *Magna Cum Laude*

Job Market Paper

“Does Uncertainty Cause Inertia in Decision Making? An Experimental Study of the Role of Regret Aversion and Indecisiveness”

Abstract: Previous research has shown that in many situations there is clear *inertia* in individual decision making—that is, a tendency for decision makers to choose a *status quo* option. The status quo option may be the result of a previous choice, or may simply be the option designated as the “default.” While inertia may simply reflect the fact that individuals view the status quo option as optimal, there are other factors that may explain this observed behavior. I conduct a laboratory experiment to thoroughly investigate two potential determinants of inertia in uncertain environments: (i) *regret aversion* and (ii) *indecisiveness*. A decision maker may experience regret when the outcome of a choice compares unfavorably to the outcome that would have occurred had she made a different choice. Alternatively, a decision maker may be indecisive among the options if she does not know the probability distributions over the relevant outcomes. I use a between-subjects design, with varying conditions, to identify the effects of regret aversion and indecisiveness on choice behavior. In each condition, participants choose between two simple real gambles, one of which is assigned to be the status quo. I find that inertia is quite large and that both mechanisms are equally important.

Seminars and Presentations

May 2014 Bay Area Behavioral and Experimental Economics Workshop (BABEEW),
Stanford University (Paper presentation)

July 2012 Summer Institute in Behavioral Economics, Russell Sage Foundation
 May 2007 III National Congress of Graduate Students in Economics, Universidad Nacional del Sur, Bahía Blanca, Argentina (Presentation of undergraduate thesis)
 Nov 2006 Annual Meeting of the Asociación Argentina de Economía Política (AAEP), Universidad Católica de Salta, Salta, Argentina (Presentation of undergraduate thesis)

Awards and Fellowships

2014-2015 Dissertation Year Fellowship, UCLA
 2009-2010 University Fellowship for Graduate Studies, UCLA
 2007 First Prize at the III National Congress of Graduate Students in Economics, Asociación Argentina de Economía Política (AAEP)
 2006 Special Mention at the National Contest for Young Researchers, AAEP
 2006 Merit-based scholarship for the Master in Economics, UdeSA
 2002-2005 Merit-based scholarship for the Licenciature in Economics, UdeSA

Research Experience

2012-2013 Research Assistant for Prof. Moshe Buchinsky, UCLA
 2012 Research Assistant for Prof. Adriana Lleras-Muney, UCLA
 2007-2008 Research Assistant for Prof. Juan Carlos Hallak, UdeSA
 2005 Research Assistant for Prof. Federico Weinschelbaum, UdeSA

Teaching Experience

2014 Teaching Assistant, Econ 101, UCLA
 2010-2011 Teaching Assistant, Fiat Lux Seminars in Economics and Econ 101, UCLA
 2009 Teaching Assistant, Public Finance (U) and Microeconomics I (U), UdeSA
 2006-2007 Teaching Assistant, Economics of Regulation (U) and Game Theory (U), UdeSA
 2004 Teaching Assistant, Mathematics (entrance course to undergraduate studies), UdeSA

Languages

Spanish (native), English (fluent)

Placement Directors

Prof. William Zame (e-mail: zame@econ.ucla.edu; phone: (310) 206-9463)
 Prof. Till von Wachter (e-mail: tvwachter@econ.ucla.edu; phone: (310) 825-5665)

References

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Professor of Economics
Economics Department, University of California, Los Angeles

Prof. Keith Chen (e-mail: keith.chen@anderson.ucla.edu; phone: (310) 825-7348)
Associate Professor of Economics
Anderson School of Management, University of California, Los Angeles

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