

LUCAS DE LARA

Job Market Candidate ◇ Department of Economics ◇ Columbia University ◇ New York, NY 10027

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Placement Chairs: Sandra Black (sblack@columbia.edu) and Mark Dean (mark.dean@columbia.edu)

Placement Administrators: Amy Devine (aed2152@columbia.edu) and Rosie Lourentzatos (rcl2109@columbia.edu)

EDUCATION

Columbia University *2019 - 2025 (expected)*

Ph.D.

Economics

New York, NY, USA

Fundação Getulio Vargas (FGV EPGE) *2017 - 2019*

Master's

Economics

Rio de Janeiro, RJ, Brazil

Universidade Federal do Paraná (UFPR) *2012 - 2016*

Bachelor

Economics

Curitiba, PR, Brazil

FIELDS OF SPECIALIZATION

Behavioral and Experimental Economics

Microeconomic Theory

JOB MARKET PAPER

Rational Choice Overload (*with Mark Dean*)

We present and experimentally test a collection of search theoretic explanations for ‘choice overload’, the phenomena by which a default alternative is selected more often in larger choice sets. A standard search model, with constant search costs and a known distribution of item quality, cannot give rise to choice overload. If one instead assumes that either (i) the Decision Maker (DM) must learn the quality distribution (ii) search costs are increasing or (iii) the DM decides the search strategy in advance, then choice overload can occur. Unlike existing models, our approach does not require ad hoc psychological costs (decision avoidance), or for the DM to assume the choice set was selected by a profit maximizing firm (contextual inference). Data from our laboratory experiments are consistent with choice overload caused by search with learning and increasing costs, and cannot be explained by decision avoidance or contextual inference.

Experiment: https://lplarac.github.io/co_exhibit/

WORKING PAPERS

A Closer Look at the Gambler's Fallacy

Experiment: https://lplarac.github.io/gf_exhibit/

Liquid Democracy: Two Experiments on Delegation in Voting (*with Victoria Mooers, Alessandra Casella, Joseph Campbell and Dilip Ravindran*)

NBER Working Paper

Second Experiment: <https://lplarac.github.io/lldrdk/full.html>

TEACHING EXPERIENCE

Columbia University 2023
Microeconomic Analysis I

- Teaching Assistant for Professors Mark Dean and Pierre-André Chiappori
- PhD

Columbia University 2023
Market Design

- Teaching Assistant for Professor Yeon-Koo Che
- Undergraduate

Columbia University 2022
Intermediate Microeconomics

- Teaching Assistant for Professor Anna Caterina Musatti
- Undergraduate

Columbia University 2021
Market Design

- Teaching Assistant for Professor Guillaume Haeringer
- Undergraduate

Columbia University 2020
Microeconomic Analysis I

- Teaching Assistant for Professor Wouter Vergote
- Master's

Fundação Getulio Vargas (FGV EPGE) 2018
Mathematical Analysis II

- Teaching Assistant for Professor Humberto Moreira
- Master's/PhD

RESEARCH EXPERIENCE

Columbia University 2021-2022
A Model of Efficient Sampling

- Research Assistance for Professor Michael Woodford

Fundação Getulio Vargas (FGV EPGE) 2018-2019
Delegated Coordination

- Master's Thesis. Advisor: Professor Humberto Moreira
- Click for file

Fundação Getulio Vargas (FGV EPGE) 2018-2019
Robust Optimal Delegation

- Research Assistance for Professor Humberto Moreira

AFFILIATIONS AND POSITIONS

Columbia University Microeconomic Theory Colloquium. Organizer	<i>2022-2023</i>
Columbia University Cognition and Decision Lab https://www.cognition.econ.columbia.edu/	<i>2021-</i>
Columbia University Columbia Experimental Laboratory for Social Sciences (CELSS) https://celss.iserp.columbia.edu/	<i>2020-</i>
Fundação Getulio Vargas (FGV EPGE) Economic Theory Workshop. Organizer	<i>2018-2019</i>

CONFERENCES

BRICX - Bounded Rationality in Choice Conference Presenting 'Rational Choice Overload'	<i>2024</i>
2023 Caltech CTESS Summer Workshop Presenting 'Rational Choice Overload'	<i>2023</i>
2022 Russell Sage Foundation Camp Summer Institute in Behavioral Economics	<i>2022</i>
2022 Sloan Nomis Summer School Cognitive Foundations of Economic Behavior	<i>2022</i>
2022 Caltech CTESS Summer School Theory Driven Experiments	<i>2022</i>

GRANTS

Program for Economic Research (PER) - Columbia University PER Summer Research Fellow	<i>2024</i>
Columbia Experimental Laboratory for Social Sciences (CELSS) CELSS Experimental Funding	<i>2024</i>
Columbia Experimental Laboratory for Social Sciences (CELSS) CELSS Experimental Funding	<i>2023</i>
Program for Economic Research (PER) - Columbia University PER Summer Research Fellow	<i>2023</i>
Microeconomic Theory Initiative (MTI) - Columbia University Summer Research Stipend	<i>2023</i>
Program for Economic Research (PER) - Columbia University PER Summer Research Fellow	<i>2022</i>

Microeconomic Theory Initiative - Columbia University Summer Research Stipend	<i>2022</i>
Program for Economic Research (PER) - Columbia University 2022 Award for Field or Experimental Research	<i>2021-2022</i>
Columbia Experimental Laboratory for Social Sciences (CELSS) CELSS Experimental Funding	<i>2021</i>
Program for Economic Research (PER) - Columbia University PER Summer Research Fellow	<i>2021</i>
Program for Economic Research (PER) - Columbia University 2021 Award for Field or Experimental Research	<i>2020-2021</i>
Conselho Nacional de Desenvolvimento Científico e Tecnológico (CNPq) Scholarship funding for Master's studies	<i>2017-2019</i>
CNPq PIBIC - Programa Institucional de Bolsas de Iniciação Científica Scholarship funding for Undergraduate Scientific Initiation	<i>2015-2016</i>

PROGRAMMING

STATA, MATLAB, Mathematica, Python, JavaScript

REFERENCES

Mark Dean 1031 IAB mark.dean@columbia.edu 212-854-3669	Michael Woodford 1009B IAB mw2230@columbia.edu 212-854-1094	Hassan Afrouzi 1105A IAB ha2475@columbia.edu 212-854-4459
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