

Sora Youn

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Education

Ph.D. in Economics, Texas A&M University	2024 (expected)
M.A. in Economics, Yonsei University	2018
B.A. in Public Administration and Economics, Sookmyung Women's University	2015

Research Fields

Behavioral Economics, Experimental Economics. Economics of Education, Personnel economics.

Job Market Paper

[When Does Overconfidence Harm You? An Experimental Study on Learning with Misspecified Beliefs](#)

(with Marco Castillo)

Abstract: Individuals often have subjective, potentially incorrect mental models of the world, which can hinder learning from feedback and perpetuate suboptimal behavior. While nudges or information disclosure are commonly used to mitigate behavioral biases, their effectiveness may be limited when these mistakes arise from incorrect mental models. This paper focuses on an instance of misspecified mental models: misspecified self-belief which is characterized by individuals overestimating (or underestimating) their ability compared to others and failing to consider their true rank as a feasible possibility. Using a laboratory experiment, we document misspecified overconfidence leads to persistent task misallocation in situations where the optimal allocation requires identifying each team member's ability separately. However, an institutional change that bases allocation on the team's combined ability eliminates this harm. These findings offer insights into designing team incentives that are not susceptible to the harm of misspecified overconfidence. Moreover, because incorrect and misspecified mental models are widespread and often challenging to rectify, this paper contributes to discussions on effective interventions that design institutional interventions rather than attempting to correct misconceptions directly.

Working Papers

[Do Economics and Business have an image problem? Effects of teaching and climate on college major choice](#)

(with Andy Cao, Marco Castillo, and Ragan Petrie)

['Hot' and 'Cold' Punishment in Public Goods Provision](#)

(with Andy Cao, Catherine Eckel, Jinliang Liu, Phatchaya Piriyanthanasak, Samuel Priestley, and Nanyin Yang)

[Eager beavers v. lazy slugs: Selection effects in experiments with social preferences](#)

(with Catherine Eckel and Rick Wilson)

Work in Progress

[The Order of Information and Belief Updating](#) (with Hyundam Je)

[The Evolution of Competitiveness: A Panel Study of the University Years](#) (with Catherine Eckel and Rick Wilson)

Publications

[In-group favoritism in natural and minimal groups](#). *Economics Letters*, Volume 219, October 2022.
(with Catherine Eckel and Rick Wilson)

Grants and Fellowships

Ray C. Battalio Memorial Fellowship, Texas A&M University	2022
John Van Huyck Fellowship, Texas A&M University	2022
Graduate Student Grant, Texas A&M University	2018 - Present
Graduate Student Grant, Yonsei University	2015 - 2018
BK21 Plus Incentive Scholarship, School of Economics, Yonsei University	2017
Graduate Research Scholarship for Humanities and Social Sciences, Korea Student Aid Foundation	2016

Teaching and Research Experience

Instructor

Games and Economic Behavior, Texas A&M University	Fall 2021
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Teaching Assistant

Experimental Economics, Texas A&M University	Spring 2022
Economic Systems Design, Texas A&M University	Spring 2023

Research Assistant

Prof. Marco Castillo, Texas A&M University	2022
Prof. Ragan Petrie, Texas A&M University	2022
Prof. Catherine Eckel, Texas A&M University	2018-2021, Fall 2022

Graduate Assistant

Economic Research Laboratory, Texas A&M University	2018- Present
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Other Teaching-Related Activities

The Center for the Integration of Research Teaching and Learning (CIRTL) Associate	Fall 2022
Tutoring Lab, Department of Economics, Texas A&M University	Fall 2023

Workshop Participation

PhD Course: Subjective Beliefs, Attention and Economic Behavior, University of Copenhagen	March 2023
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Presentations (* Denotes Scheduled)

2022: Economic Science Association Special Meeting (Virtual); North-American Economic Science Association Conference (Santa Barbara, CA); Southern Economic Association 92nd Annual Meeting (Fort Lauderdale, FL)

2023: Western Economic Association International 17th International Conference (Virtual); Asia-Pacific Economic Science Association Conference (Seoul, South Korea); SPUDM 2023 Warm-Up Talks (Virtual); North-American ESA Meeting* (Charlotte/UNC Charlotte, NC); Southern Economic Association 93nd Annual Meeting* (New Orleans, LA)

2024: ASSA 2024 Annual Meeting* (San Antonio, TX)

Professional Activities

Journal Referee: Theory and Decision

Management Science Reproducibility Collaboration

Computer Skills

Stata, Matlab, Python, Java Script, oTree, Qualtrics

References

Marco Castillo (Chair)

Professor

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