

# 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, Personnel Economics, Economics of Education, Political Economy

## Job Market Paper

"When Biased Beliefs Lead to Optimal Action: An Experimental Study" (with Marco Castillo)

*Abstract:* Do biased beliefs always lead to sub-optimal actions in equilibrium? Heidhues et al. (2018) demonstrate that optimal action can be achieved with misspecified beliefs when output depends not on each of the inputs independently but solely on their aggregate. This study provides an experimental test of this proposition. Supporting the theory, Experiment A highlights the exacerbated inefficiency that arises when decision-makers allocate tasks to individuals separately, guided by their potentially incorrect beliefs about the relative productivity of each person. However, this harm can be mitigated when decision-makers allocate tasks to a group of individuals, focusing solely on the average productivity of the group. Experiment B further establishes a causal link by introducing exogenous belief biases. This study holds significant implications for how to address the negative impacts of belief biases, especially when belief biases are challenging to rectify.

## Publications

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

## Working Papers

"Eager beavers v. lazy slugs: Selection effects in experiments with social preferences"

**Revise & Resubmit at *Journal of Economic Science Association*** (with Catherine Eckel and Rick Wilson)

"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 Piriathanasak, Samuel Priestley, and Nanyin Yang)

## Work in Progress

"When Motivated Reasoning Grows: The effect of timing of informativeness" (with Hyundam Je)

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

## Awards, Grants, and Honors

Ray C. Battalio Memorial Fellowship, Texas A&M University	2022
John Van Huyck Fellowship, Texas A&M University	2022

Graduate Assistantships, Texas A&M University	2018 - Present
Graduate Assistantships, 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

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### *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)

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

**2023:** Western Economic Association International 17<sup>th</sup> 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 93<sup>nd</sup> Annual Meeting\* (New Orleans, LA)

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

## Professional Activities

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*Journal Referee:* Theory and Decision

Management Science Reproducibility Collaboration

## Computer Skills

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

**References**

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**Marco Castillo (Chair)**

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