

# Geoffrey Castillo

---

## Position

- 2016–Present **Postdoctoral researcher**, *Friedrich-Alexander-Universität Erlangen-Nürnberg, Lehrstuhl für Volkswirtschaftslehre, insb. Wirtschaftstheorie [Chair of Economic Theory]*
- 2015–2016 **Graduate Teaching Fellow**, *University of Nottingham, School of Economics*
- 2013–2015 **Graduate Teaching Assistant**, *University of Nottingham, School of Economics*

---

## Education

- 2017 **Ph.D. in economics**, *University of Nottingham*, under the supervision of Chris Starmer and Daniel Seidmann, no correction
- 2012 **Master (M.Sc.) in Economics (ECOMATH)**, *Toulouse School of Economics*, with distinction
- 2010 **Licence (B.Sc.) in Economics**, *Toulouse School of Economics*, with first-class honours
- 2010 **Licence (B.A.) in Sociology**, *Université Toulouse II-Jean Jaurès*, with first-class honours
- 2009 **DEUG (two years of B.A.) in Philosophy**, *Université Toulouse II-Jean Jaurès*

---

## Research

### Working papers

#### **Choice consistency and the attraction effect**

The attraction effect violates consistency requirements at the heart of rational choice, but despite its profound implications it has barely attracted attention in economics. I present a laboratory experiment aimed at testing the attraction effect and at disentangling some of its explanations using novel manipulations. I find the attraction effect and I also uncover a new 'range effect' that runs against it. This range effect lends support to recent theories based on focusing and salience.

#### **Preference reversals in the social domain**

People prefer to give money to socially-close others. Using a lab-based social-distance experiment, I study the stability and consistency of such preferences and compare preferences elicited with different, but strategically equivalent, methods. I find that preferences are reversed between methods when money benefits individuals but not when it benefits charities and use tools from social psychology, the Inclusion of Other in the Self and the Inclusion of Ingroup in the Self, to show that social distance explains these differences.

#### **Explaining preference reversals across domains with a focusing model**

Similar phenomena have been documented in risky choice and in intertemporal

choice. I use a simple model to organise the literature and provide a common explanation to these phenomena. The model, building upon Kőszegi and Szeidl (2013), is based on a psychological mechanism: increasing the range of values of a particular attribute in the consideration set increases the weight placed on this attribute. I also show how the model can explain preferences reversals between choice and valuation, as well as different forms of context-induced reversals such as the asymmetric dominance effect. Finally, I extend the model to choice involving social distances and predict new anomalies

#### Research in progress

Can social norms explain the diffusion of responsibility? 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 affects under ambiguity

Examining the effect of probability format

Experimental currency units and money illusion

---

### Teaching

2016–2018 Behavioural economics seminar, experimental economics seminar (Friedrich-Alexander-Universität Erlangen-Nürnberg)

2013–2016 Mathematical economics, microeconomics, financial economics (University of Nottingham)

---

### Presentations

#### Conferences

10/2017 North-American Economic Science Association meeting, Virginia Commonwealth University School of Business

06/2017 8<sup>th</sup> International Conference of the French Association of Experimental Economics (ASFEE), University of Rennes

09/2015 10<sup>th</sup> 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

#### Internal seminars

12/2016 MDS seminar, Friedrich-Alexander-Universität Erlangen-Nürnberg

10/2016 CeDEx Brownbag seminar, University of Nottingham

10/2015 NSE workshop, University of Nottingham

11/2014 CeDEx Brownbag seminar, University of Nottingham

10/2013 CeDEx workshop, University of Nottingham

---

## Academic duties

### Refereeing

07/2017 Journal of Behavioural and Experimental Economics

### Committees

2017 Ph.D. and Post-doc Recruitment committee

---

## Awards, honours and scholarships

12/2016 School teaching award

12/2015 School teaching award

10/2015 – 06/2016 Graduate Teaching Fellowship

04/2015 School prize for best paper and participation at the PGR student conference

12/2014 School teaching award

10/2013 – 10/2015 Economic and Social Research Council (ESRC) DTC Studentship award

04/2013 School prize for best paper and participation at the PGR student conference

---

## Research visits

02/2014 University of Zurich (Switzerland)

---

## Miscellaneous

Citizenship French

Languages French (native), English (fluent), Spanish (moderate), German (beginner)

Computer skills STATA, R, LimeSurvey, L<sup>A</sup>T<sub>E</sub>X, basics of Python and C<sup>#</sup>

---

## 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

Professor Robin Cubitt

University of Nottingham

☎ +44 115 846 6155

✉ robin.cubitt@nottingham.ac.uk