

FELIPE A. ARAUJO

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Department of Economics
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Lehigh University
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Academic Positions

Lehigh University, College of Business, Department of Economics

Assistant Professor, 2020–Present

Co-director of Behavioral Sciences Lab, 2023–Present

University of Pittsburgh, Department of Economics, Research and Teaching Assistant, 2013–2020.

Education

Ph.D. Economics, University of Pittsburgh, 2020.

Dissertation Title: “Essays in Labor and Behavioral Economics”.

Committee: David B. Huffman (chair), Lise Vesterlund, Alistair Wilson, Rania Gihleb, Alex Imas.

M.A. Economics, University of Pittsburgh, 2017.

M.A. Economics, Federal University of Minas Gerais, Brazil, 2012.

B.A. Economics, Federal University of Juiz de Fora, Brazil, 2008.

Research Interests

Behavioral Economics, Experimental Economics, Labor Economics

Peer-Reviewed Publications

1. F. A. Araujo, and Evan Piermont (2023). Unawareness and risk taking: The role of context. *Journal of Economic Behavior and Organization*, 208, 61-79.
2. Erez Y., P. Zhang, and F. A. Araujo (2022). A Reference Dependent Regret Theory. *Decision*, 9(1), 1-20.
3. Araujo, F. A., S. W. Wang, and A. J. Wilson (2021). The Times They Are a-Changin': Experimenting With Dynamic Adverse Selection. *American Economic Journal: Microeconomics* 13(4), 1–22.
4. Araujo, F. A., E. Carbone, L. Conell-Price, M. W. Dunietz, A. Jaroszewicz, R. Landsman, D. Lamé, L. Vesterlund, S. W. Wang, and A. J. Wilson (2016). The slider task: An example of restricted inference on incentive effects. *Journal of the Economic Science Association* 2(1), 1-12.

Working Papers

5. Araujo, F. A., A. Imas, and A. J. Wilson. Reversals between Static versus Dynamic Decisions in Incentive Design: The Case of Regret. [Conditionally accepted at *Journal of Political Economy: Microeconomics*]
6. Araujo, F. A., C. Chabris, and M. Meyer. On-the-Job Experience and Behavioral Biases: The Case of Base-Rate Neglect [Conditionally accepted at *Management Science*]
7. Araujo, F. A. Selection Bias and the Returns to Public-Sector Employment.
8. Araujo, F. A., Jales, H., and Smith, A. Paying by Waiting in Line: Public Sector Queuing and the Public Sector Wage Gap.

Work in Progress

9. Araujo, F. A., N. Gupta, and L. Vesterlund. On Gender Differences in Responsiveness to Experimental Conditions [Working paper coming soon]
10. Araujo, F. A., Dearden, J., and Lai, E. Label Uncertainty and Socially Responsible Market Behavior: An Experiment [In the lab]
11. Araujo, F. A., C. Fernández-Loría, D. Hagmann, and N. Mazar. Measuring the Returns to Targeted Nudges with Machine Learning and a Natural Field Experiment [Field experiment completed]
12. Araujo, F. A., C. Chabris, M. Meyer, and M. Singh. Guideline Adherence and the Psychology of Physician Decision-Making [Data gathering]
13. Araujo, F. A., A. Imas, and A. J. Wilson. Laws of Large Numbers and Risk Preferences.

Seminars & Conference Presentations

- 2024 BEEMA8 (U of Delaware), EEA Meetings (Boston, MA; session organizer), ESA North America, U of Pittsburgh Alumni Conference, UFES (Brazil), Western Illinois University [scheduled]
- 2023 Advances in Field Experiments (Chicago, IL), BEEMA7 (Behavioral and Experimental Economists of the Mid-Atlantic, NYFED, NY), Unicamp (Brasil)
- 2022 ESA World Meetings (Boston, MA)
- 2021 The Society of Labor Economists Annual Meetings (SOLE, online), ESA North America Meetings (Tucson, AZ)
- 2020 ESA Global Meetings (online), São Paulo School of Economics (Brazil), Southern Utah University, University of Maryland - Baltimore County, Lehigh University
- 2019 Western Economic Association International (WEAI, Keio University, Tokyo)
- 2018 Bounded Rationality in Choice Conference (BRIC, Columbia University)
- 2017 68° North Conference on Behavioral Economics (Svolvær, Norway)
- 2016 SITE Experimental Economics (Stanford University)

Honors & Grants

Faculty Research Grant (\$5,930), Lehigh University, 2024
Geisinger-Lehigh Join Investment Fund (\$99,968), with C. Chabris, M. Meyer, and M. Singh, 2023
Faculty Research Grant (\$5,090), Lehigh University, 2022
Lindau Nobel Laureate Meetings on Economic Sciences, Germany, 2017.
CNPq Fellowship for Graduate Studies, Federal University of Minas Gerais, 2010.
First Prize at Undergraduate Scientific Seminar, Federal University of Juiz de Fora, 2008.
FAPEMIG Scholarship for Research Assistants, Federal University of Juiz de Fora, 2007.

Advising

Ph.D, as Committee Member

Nawar Nayeem (2023, Visiting Assistant Professor, Louisiana State University)
Ilya Kukaev (2023, Postdoctoral Researcher, West Virginia University)

Masters in Applied Economics

Brian Quispe (2022)

Undergraduate Honors Students

Ben Murphy-Schmehl (2023)

Teaching

Lehigh University

Statistical Methods (Undergraduate): Spring 2022, Spring 2021, Fall 2020.
Behavioral Economics (Graduate/Undergraduate): Fall 2021, Summer 2022, Spring 2023, Fall 2024

University of Pittsburgh

Game Theory Principles (Undergraduate): Summer 2006, Summer 2007.

ESPM Business School (São Paulo, Brazil)

Experimental Methods and Design (Graduate): Spring 2018, Summer 2018, Spring 2019, Summer 2019.

Federal University of Minas Gerais (Belo Horizonte, Brazil)

Introduction to Economics (Undergraduate): Spring 2011.

Editorial Service

Referee for *American Economic Journal: Microeconomics*, *European Economic Review*, *Games and Economic Behavior*, *Journal of Economic Behavior and Organization*, *Journal of Comparative Economics*, *Journal of Behavioral and Experimental Finance*, *Management Science*

Service to Profession, University, & Department

Lehigh University

Co-director, Behavioral Science Lab (2023 – Present)

Academic Advisor, Association of Latino Professionals For America (2021 – Present)

Seminar Coordinator, Department of Economics (2020 – 2022)

Miscellaneous

Programming Languages: Stata, Python, \LaTeX , HTML/CSS.