

FELIPE A. ARAUJO

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ACADEMIC POSITIONS

Lehigh University, College of Business, Department of Economics
Assistant Professor, 2020–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. Erez Y., P. Zhang, and F. A. Araujo (2022). A Reference Dependent Regret Theory. *Decision*, 9(1), 1-20.
2. 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.
3. 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

4. Araujo, F. A., A. Imas, and A. J. Wilson. Reversals Between One Shot and Repeated Decisions: The Case of Regret. *Revise & Resubmit at Management Science*.
5. Araujo, F. A. Selection Bias and the Returns to Public-Sector Employment.
6. Araujo, F. A. and E. Piermont. Unawareness and Risk Taking: The Role of Context. [Submitted]

WORK IN PROGRESS

7. Araujo, F. A., A. Imas, and A. J. Wilson. Laws of Large Numbers and Risk Preferences.
8. Araujo, F. A., N. Gupta, and L. Vesterlund. On Gender Differences in Responsiveness to Experimental Conditions.
9. Araujo, F. A., D. Hagmann, and N. Mazar. Repeated Nudges for Repeated Decisions: Using Text Messages to Increase Payment Compliance with Utility Services.
10. Araujo, F. A., C. Chabris, and M. Meyer. Experience and the Incidence of Base-Rate Neglect: An Experiment with Medical Professionals.
11. Araujo, F. A. Public-Private Wage Gaps, Beliefs, and Search.

HONORS & AWARDS

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.

EDITORIAL SERVICE

Referee for *European Economics Review*, *Games and Economic Behavior*, *Journal of Economic Behavior and Organization*, *Journal of Comparative Economics*, *Journal of Behavioral and Experimental Finance*,

SEMINARS & CONFERENCE PRESENTATIONS

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

2018 Bounded Rationality in Choice Conference (BRIC, Columbia University)

2017 68° North Conference on Behavioral Economics (Svolvær, Norway)

2016 SITE Experimental Economics (Stanford University)

SERVICE TO PROFESSION, UNIVERSITY, & DEPARTMENT

Lehigh University

Seminar Coordinator, Department of Economics (2020 – Present)

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

TEACHING

Lehigh University

Statistical Methods (Undergraduate): Spring 2021, Fall 2020.

Behavioral Economics (Graduate/Undergraduate): Fall 2021.

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.

MISCELLANEOUS

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

USTA Tennis Rating: ~ 4.5