

## FELIPE A. ARAUJO

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Department of Economics  
Lehigh University  
266 Rauch Business Center  
621 Taylor Street, Bethlehem, PA 18036

<https://araujofa.com/>  
[f.araujo@lehigh.edu](mailto:f.araujo@lehigh.edu)  
(610) 758-2753

### Academic Positions

Lehigh University, College of Business, Department of Economics

Assistant Professor, 2020–Present

Co-director of Behavioral Research 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. Araujo, F. A., A. Imas, and A. J. Wilson. [Reversals between Static versus Dynamic Decisions in Incentive Design: The Case of Regret](#). [Forthcoming at *Journal of Political Economy: Microeconomics*]
2. Araujo, F. A., C. Chabris, and M. Meyer. [On-the-Job Experience and Behavioral Biases: The Case of Base-Rate Neglect](#) [Forthcoming at *Management Science*]
3. F. A. Araujo, and Evan Piermont (2023). [Unawareness and risk taking: The role of context](#). *Journal of Economic Behavior and Organization*, 208, 61-79.
4. Erez Y., P. Zhang, and F. A. Araujo (2022). [A Reference Dependent Regret Theory](#). *Decision*, 9(1), 1-20.
5. 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.
6. 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

7. Araujo, F. A., N. Gupta, and L. Vesterlund. [The Female Sensitivity Hypothesis: Evidence From Experimental Economics](#). [Submitted]
8. Araujo, F. A. [Selection Bias and the Returns to Public-Sector Employment](#). [Preparing for submission]
9. Araujo, F. A., Jales, H., and Smith, A. [Paying by Waiting in Line: Public Sector Queuing and the Public Sector Wage Gap](#). [Preparing for submission]

## Work in Progress

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 [Draft preparation]
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

- 2025 U of Pittsburgh Alumni Conference, Advances in Field Experiments, U Chicago (scheduled), ESA North America (scheduled)
- 2024 BEEMA8 (U of Delaware), EEA Meetings (Boston, MA; session organizer), ESA North America, U of Pittsburgh Alumni Conference, UFES (Brazil), Western Illinois University
- 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.

## **Thesis 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*

Anika Singh (current)  
Brian Quispe (2022)

### *Undergraduate Honors Students*

Ben Murphy-Schmehl (2023)

## **Teaching**

### *Lehigh University*

Statistical Methods (Undergraduate): [Spring 2024](#), [Spring 2023](#), [Spring 2022](#), [Spring 2021](#), [Fall 2020](#).  
Behavioral Economics (Graduate/Undergraduate): [Summer 2021](#), [Fall 2021](#), [Summer 2022](#), [Spring 2023](#),  
[Summer 2023](#), [Fall 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*, *Experimental Economics*, *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 Research 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,  $\text{\LaTeX}$ , HTML/CSS.