

NATALIA CANDELO LONDOÑO

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Education:

Ph.D. 2012	Economics	University of Texas at Dallas
M.A. 2006	Economics	Universidad de Los Andes
B.A. 2004	Economics	Universidad de Los Andes

Research Interests:

Primary: Experimental and Behavioral Economics, Behavioral Finance

Secondary: Negotiations and Bargaining, Economic Development

Academic Appointments:

Associate Professor, Tenured, Fall 2020 - Present, CUNY Queens College

Reviewer, Ethics Committee, Fall 2019 – Fall 2020, Nuffield College, University of Oxford

Assistant Professor, Tenure-track, Fall 2013 - Summer 2020, CUNY Queens College

Assistant Professor, Tenure-track, Fall 2012 - Spring 2013, SUNY Purchase College

Instructor, 2010 - 2012, UT Dallas

Instructor, 2005 - 2006, Universidad de Los Andes

Publications:

Candelo, N., De Oliveira, A., Eckel, C., 2022. Trust Among the Poor: African Americans Trust Neighbors More than Public Officials. Forthcoming in *Public Choice*.

Candelo, N., Eckel, C., Johnson, C. 2019. The Proposer's Behavior in The Ultimatum Game in 11 Mexican Villages. *Economics Letters*, 177, 5-8. [Doi: 10.1016/j.econlet.2019.01.006](https://doi.org/10.1016/j.econlet.2019.01.006)

Candelo, N., de Oliveira, A., Eckel, C. 2019. Worthiness versus Self-Interest in Charitable Giving: Evidence from a Low-Income, Minority Neighborhood. *Forthcoming Southern Economic Journal*. [Doi: 10.1002/soej.12342](https://doi.org/10.1002/soej.12342)

Candelo, N., Rachel T.A. Croson and Catherine C. Eckel. 2018. Transmission of Information through Social Networks: Implications for Immigration. *Experimental Economics*, 21, pp. 905-923. [Doi: 10.1007/s10683-017-9557-9](https://doi.org/10.1007/s10683-017-9557-9)

Candelo, N., and Eckel, C. 2018. The 2D: 4D Ratio Does Not Always Correlate with Economic Behavior: A Field Experiment with African-Americans. *Economics & Human Biology*, 30, 172-181. [Doi: 10.1016/j.ehb.2018.07.002](https://doi.org/10.1016/j.ehb.2018.07.002)

Candelo, N., Eckel, C., Johnson, C. 2018. Social Distance Matters in Dictator Games: Evidence from 11 Mexican Villages. *Games*, 9(4). [Doi: 10.3390/g9040077](https://doi.org/10.3390/g9040077)

Candelo, N., Croson, R.T. and Li, S.X., 2017. Identity and Social Exclusion: an Experiment with Hispanic Immigrants in the US. *Experimental Economics*, 20(2), pp.460-480. [Doi: 10.1007/s10683-016-9492-1](https://doi.org/10.1007/s10683-016-9492-1)

Book Chapters:

Candelo, N. and Eckel, C. 2021. How to Tame Lab-in-the-Field Experiments. Forthcoming in "The Handbook of Experimental Political Science" Edited by James Druckman and Don Green, Cambridge University Press, 2021. APSA experimental research section's best book award 2022.

Calónico, Sebastián, Natalia Candelo, Juan-Camilo Cárdenas, Alberto Chong, Hugo Ñopo, and Sandra Polanía. 2008. To What Extent Do Latin Americans Trust and Cooperate? Field Experiments on Social Exclusion in Six Latin American Countries. In *Outsiders? The Changing Patterns of*

Exclusion in Latin America and the Caribbean. Economic and Social Progress in Latin America, Report 2008. IADB and DRCLAS Harvard.

Cardenas, Juan-Camilo, Natalia Candelo, Alejandro Gaviria, Sandra Polania, and Rajiv Sethi. 2009. Discrimination in the Provision of Social Services to the Poor: A Field Experimental Study. In *Discrimination in Latin America, An Economic Perspective*. Eds. Hugo Ñopo, Alberto Chong, and Andrea Moro. IADB and World Bank.

R&R:

Candelo, N., Forbes, S., Martin, S., McBride, M. and Allison, B., 2019. Endogenous Formation of Dark Networks: Theory and Experiment.

In Draft:

Peralta, A., Candelo, N., Chai, S., Gundaya, D., Eckel, C., Sherstyuk, K. and Wilson, R. 2019. Does Conflict Exposure Increase In-group Bias? Evidence from Experiments in the Philippines.

Candelo, N., and Polania, S. 2019. Methodological Steps of an Experimental Design for Measuring Social Capital and Collective Action in Six Latin American Cities.

Candelo, N., Cardenas, J., Gaviria, A., and Polania, S. 2019. Are Public Servants Pro-Social? A Lab-in-the-Field Experiment in Colombia.

Candelo, Natalia. 2022. Parenting, Teaching, or Peer Pressure: An Experiment on Children's Volunteering Behavior in Mexico.

Candelo, N., and Li, Xi. 2022. The Power of Advice and Imitation in the Transmission of Pro-social Behavior in Children: Evidence from Colombia

Candelo, N. 2019. Are Immigrants Risk Loving? A Study across Latin America.

Candelo, N., and Li, Xi. The Impact of Violence in Children's Pro-social Behavior.

Candelo, N., and Li, Xi. Do Social Initiatives Increase Workers' Efficiency? A Field Experiment in CSR.

Grants:

Understanding Volunteering Behavior in Emergencies: Experimental Evidence from Heterogeneous Neighborhoods in New York City. April 2023-April 2024. Con Edison Social and Behavioral Research Award: \$35,000.

Augmentation: Do Social Initiatives Increase Workers' Efficiency? A Field Experiment in CSR. February 2023-December 2023. QC Research Awards (enhanced): \$7,000.

Do Social Initiatives Increase Workers' Efficiency? A Field Experiment in CSR. July 2020-June 2022. PSC-CUNY Research Awards (enhanced): ENHC-51-116 #63812-00 51. \$12,000.

Digit Ratios and Economic Performance: A Potential Recipe for Discrimination. May 2018-December 2018. CUNY Diversity Enhancement Research Mellon Grant. \$10,000

Dark Terrorist Networks. May 2017-December 2017. CUNY Diversity Enhancement Research Mellon Grant. \$15,000

Are Public Servants Behaving Differently Towards Underrepresented Beneficiaries? Experimental Evidence from Colombia. May 2016-August 2016. CUNY Diversity Enhancement Research Mellon Grant. \$7,000

Parents, Teachers, Peers or Social Information: Transmission of Pro-social Behavior. May 2015-June 2016. PSC-CUNY Research Awards (enhanced): ENHC-46-120 Foundation. \$11,107.73.

Nature versus Nurture: Transmission of Pro-social Behavior. May 2014-December 2015. PSC-CUNY Research Awards (enhanced): ENHC-45-55 Foundation. \$11,902, Co-PI with Ericka Scherenberg

Is a Volunteer Born or Made? March 2014-July 2015. Science of Philanthropy Initiative – Evidence-Based Research on Charitable Giving Grant, \$10,000, Co-PI with Sherry Li and Ericka Scherenberg.

An Artefactual Field Experiment on Information from the Social Network: Implications for Immigration. September 2010 – August 2011. National Science Foundation Doctoral Dissertation Improvement Grant, \$32,463, Co-PI with Catherine Eckel (NSF SES-1025048)

Building Trust for Good Governance: Field Experiments in Latin America. January – July 2007
The Latin American Research Network, Discrimination and Economic Outcomes, World Bank and IADB, \$25,000, Co-PI with Juan Camilo Cárdenas and Sandra Polanía (Project RG-T1258)

Discrimination in the Provision of Social Services to the Poor: A Field Experimental Study.
March – December 2006. The Latin American Research Network, Discrimination and Economic Outcomes, IADB. \$20,000, Co-PI with Alejandro Gaviria, Rajiv Sethi, Juan Camilo Cárdenas and Sandra Polanía (Project R-544).

Presentations:

Does conflict exposure increase in-group bias? Evidence from experiments in the Philippines.

Bogota Experimental Economics Conference Latin America January 2021

Stony Brook University October 2019

New York University February 2019

Regional North-America Economic Science Association Meeting 2018

Maastricht Behavioral and Experimental Economics Symposium June 2018

The 2D: 4D Ratio Does Not Always Correlate with Economic Behavior: A Field Experiment with African-Americans.

CUNY, Queens College – Mellon Diversity Conference 2018

International Economic Science Association Meeting June 2018

Worthiness versus Self-Interest in Charitable Giving: Evidence from a Low-Income, Minority Neighborhood.

Bogota Experimental Economics Conference Latin America January 2018

Are Public Officials Less Pro-Social? Experimental Evidence from Colombia

CUNY, Queens College – Mellon Diversity Conference 2017

Regional North-America Economic Science Association Meeting 2009

Parents, Teachers, Peers or Social Information: Transmission of Pro-social Behavior.

Manhattan College 2016

Rice University 2016

Regional North-America Economic Science Association Meeting 2015

Southern Economic Association Annual Meeting 2015

Transmission of Information through Social Networks: Implications for Immigration.

Antigua Experimental Economics Conference Latin America February 2015

CUNY, City College 2015

Southern Economic Association Annual Meeting 2014

Texas A&M, March 2014

UTDallas, February 2014

Regional North-America Economic Science Association Meeting 2013

CUNY, Queens College 2013

International Economic Science Association Meeting 2013

Regional North-America Economic Science Association Meeting 2012

Union College 2012

You Don't Trust Me, but I still Reciprocate.

International Economic Science Association Meeting 2014

Social Exclusion and Identity: An Artefactual Field Experiment with Hispanic Immigrants

SASE, Milan June 2013,

CUNY, Queens College 2013

University of California San Diego, 25 years of Warm-Glow Conference 2013

EAFIT 2012

SUNY, Purchase College 2012

California State University Chico 2012

Chicago AEA Meetings LERA Presentations 2012

Regional North-America Economic Science Association Meeting 2011
Preferences and Electricity Usage in a Low Income Neighborhood
Southern Economic Association Annual Meeting 2010

Distinguishing Proposer's Behavior in the Ultimatum Game in 11 Mexican Villages: Altruism, Risk Preferences and Beliefs

Southern Economic Association Annual Meeting 2009

Regional North-America Economic Science Association Meeting 2008

Field Work Experience:

1. Field Experimental Leader, January – *to present*, *Sample: 500 subjects*. CUNY Queens College
Projects: Do Social Initiatives Increase Workers' Efficiency? A Field Experiment in CSR.
Country: Colombia
2. Field Experimental Leader, June 2014 – *December 2017*, *Sample: 979 subjects*. CUNY Queens College
Projects:
Parenting, Teaching, or Peer Pressure: An Experiment on Children's Volunteering Behavior
Country: Colombia
Violence and Pro-social Behavior: A Lab in the Field Experiment in Colombia.
Country: Colombia
The power of Advice.
Country: Colombia
Is a Volunteer Born or Made?
Country: Mexico
3. Research Assistant – August 2007 – May 2012, Center for Behavioral and Experimental Economic Science, the University of Texas at Dallas
Project Manager and Experimental Leader, An Artefactual Field Experiment on Information from the Social Network: Implications for Immigration. 2010–2011.
Countries: Mexico and U.S.A.
Project Manager, Natural Disasters Project, 2009. Country: U.S.A.
Project Trainer and Field Work Coordinator, Social Preferences in The Philippines, 2009. Country: U.S.A.
Experimental Leader, Preferences, and Poverty Traps Experimental Investigations of Risk, Time and Social Preferences in Two Poor Neighborhoods, 2007-2010. Country: U.S.A.
4. Research Assistant and Field Work Coordinator – July 2004 - June 2007
Economics Research Development Center –CEDE and Economics Department.
Universidad de los Andes; Bogotá, Colombia
Project Manager and Experimental Leader, To What Extent Do Latin Americans Trust and Cooperate? Field Experiments on Social Exclusion in Six Latin American Countries, 2007. Countries: Argentina, Colombia, Costa Rica, Peru, Venezuela and Uruguay.
Project Manager and Experimental Leader, Discrimination in the Provision of Social Services to the Poor: A Field Experimental Study, 2006. Country: Colombia.
5. *Experimental Leader, Mexican Family Life Survey Preference Pilot, 2005. Country: Mexico.*

Service:

Referee: The Economic Journal, Swiss National Science Foundation, Review of Economics of the Household, Journal of Behavioral and Experimental Economics, Journal of Politics, National Tax

Journal, Safety Science, Economics and Human Biology, Journal of Development Studies, Journal of Economic Behavior and Organization, Southern Economic Journal, Latin American Research Review, Economic Inquiry, ELSEVIER Academic Book Publisher, Nonprofit and Voluntary Sector Quarterly
Discussant: Inter-American Development Bank 2019, Northwestern Experimental Conference 2019,
Southern Economic Association Annual Meeting, 2009, 2010, 2011

Affiliations:

American Economic Association, Economic Science Association, Southern Economic Association, IZA, Texas Experimental Association, The Society for the Advancement of Socio-Economics

References:

Rachel T.A. Croson – Former Supervisor	crosonr@gmail.com
Catherine C. Eckel – Former Supervisor	ceckel@econmail.tamu.edu
Xin (Sherry) Li - Current Co-author	sherry.xin.li@utdallas.edu
Juan Camilo Cárdenas – Former Supervisor	jccarden@uniandes.edu.co