Research Summary Table

The following selected papers, after my PhD, are sorted by topic: information, behavioral interventions (nudges), economic incentives, and behavioral policy analysis. ¶ indicates a working paper or work in progress with completed studies, and § indicates a published paper.

Paper	Topics	Methods
The Rise of a Nudge: Field Experiment and Machine Learning on Minimum and Full Credit Card Payments¶	Information (warnings), dual-level goals, debt, anchoring, causal random forests.	-Field experiment with credit card issuer. -Statement balance warning vs. minimum-payment warning vs. both vs. none (simple reminder). -Causal random forests. -N = 179,706.
Identifying food labeling effects on consumer behavior§	Information (warnings), unexpected and expected information, food labeling.	-Scan data from supermarket chain and on-the-shelf information. -Quasi-experiment (exogenous variation from the asynchronous introduction of labeled products). -Discrete choice model -N = 956 UPCs; 33,314 HHs.
The effect of alcohol warning labels on consumer choices¶	Information (warnings), risk perception, alcohol consumption.	-Online experiment (setting of online store). -Specific warnings (e.g., for driving) vs. general warning (health) vs. combination of warnings vs. alternation of warnings. -N = 7,758.
The Hawthorne effect and energy awareness§	Behavioral intervention, hawthorne effect, attention, energy consumption.	-Field experiment with a utility company using postcards. -Survey to examine underlying mechanism. -N = 5,598.
Nudge design for different purposes as applied to medical appointments¶	Behavioral intervention, justification aversion, ownership, causal random forests, medical no-show.	-Field experiment with a medical institution (messages through SMS and IVR). -Justification aversion ("if you do not attend, we might call you to know the reasons") vs. ownership ("you are in the physician's schedule") vs. simple reminder. -Survey to examine underlying mechanism. -N = 162,385.
The chill of the moment: Emotions and pro-environmental behavior§	Behavioral intervention, commitment, emotion-evoking ad, proenvironmental decision making.	-Online experiments (incentive compatible). -N = 3,230.
Using Causal Random Forest to Examine Spillover Effects of Credit Card Payment Reminders.¶	Behavioral intervention, remainders, spillover effects (expenses), debt, causal random forests.	-Field experiment with credit card issuer. -Remainder vs no remainder (emails and SMS). -Causal random forests. -N = 342,350.
Encouraging pro-environmental behaviour through green identity labelling§	Behavioral intervention, identity labeling, economic incentives, sustainable consumption.	-Online, lab, and two field experiments (store and email-marketing campaign). -Identity labeling (this product is for green shoppers) vs. Economic incentive (price discounts). -N = 1,755 (online and lab); 2,537 (store); 210,043 (email-marketing campaign).
Opting-in to prosocial incentives§	Economic incentives, prosocial incentives, recycling behavior.	-Field experiment (recycling program). -Standard vs. prosocial incentives (different sizes) -Online experiments (actual job). -N = 4,190.
The effect of economic incentives and cooperation messages on user participation in crowdsourced public transport technologies§	Economic incentives, prosocial behavior, crowdsourcing information.	-Field experiment with a crowdsourcing app (push notifications). -Economic incentive (a lottery for free trips) vs. cooperation message (asking users to help the community) vs. both vs. none (control). -N = 46,516.

Are non-contingent incentives more effective in motivating new behavior? Evidence from the field[§]	Economic incentives, non-contingent incentives, prosocial behavior, recycling, sorting.	-Field experiment (recycling program). -Non-contingent vs. Contingent X low vs. high -Online experiment (actual job). -N = 996.
The illusion of the click economy in direct marketing: How price transparency affects online conversions.[¶]	Sludge, price information, consumer protection, public policy analysis (with the consumer protection bureau).	-Field experiment with a large retailer. -Price with discount vs. price without discount vs. no price. -N = 2,369,771 (14 email-marketing campaigns).
Insuring large stakes: A normative and descriptive analysis of households' flood insurance coverage[§]	Climate risk, normative and behavioral models, decision making under risk and uncertainty, public policy analysis.	-Data from the NFIP. -Discrete choice models. -N = 103,080 policyholders.
A decision science approach for integrating social science in climate and energy solutions[§]	Climate risk, normative and behavioral models, energy efficiency, public policy analysis.	-Conceptual framework.
The effect of dynamic lockdowns on public transport demand in times of COVID-19: Evidence from smartcard data[§]	Covid-19, lockdown, non-pharmaceutical interventions, public policy analysis.	-Users' smartcard data. -Quasi-experiment (staggered roll-out of lockdowns in Santiago). -N = 5,470 day-municipality trips.
Service design to balance waiting time and infection risk: An application for elections during the COVID-19 pandemic[§]	Covid-19, voting behavior, risk perception, public policy analysis.	-Online experiment (overcrowding X waiting time). -Discrete event simulation. -Survey (post-elections) -N = 2,060 (online experiment).