

**NATALIA CANDELO LONDOÑO**

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Queens College, City University of New York

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65-30 Kissena Boulevard

Queens, NY 11367

**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:**

Assistant Professor, Tenure-track, Fall 2013-present, 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., 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. 2019. 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, 2020. Forthcoming 2020.

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. *Journal of Economic Behavior & Organization*

**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. 2019. Parenting, Teaching, or Peer Pressure: An Experiment on Children's Volunteering Behavior in Mexico.  
Candelo, N., and Li, Xi. 2019. Transmission of Pro-social Behavior in Children: Evidence from Colombia  
Candelo, N. 2019. Are Immigrants Risk Loving? A Study across Latin America.

**Work in Progress:**

Candelo, N., and Li, Xi. Status among Peers and Pro-social Behavior.  
Candelo, N., and Li, Xi. The Power of Advice on Children's Pro-social Behavior.  
Candelo, N., and Li, Xi. The Impact of Violence in Children's Pro-social Behavior.

*Grant Proposal to be submitted to the NSF:*

Candelo, N. 2019. Strategic Corporate Social Responsibility (CSR) Boosts Workers' Efficiency? A Field Experiment

**Grants:**

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, 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.*

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, 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*

2. Research Assistant – August 2007 – May 2012, Center for Behavioral and Experimental Economic Science, 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.*

3. 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.*

4. *Experimental Leader, Mexican Family Life Survey Preference Pilot, 2005. Country: Mexico.*

**Service:**

Referee: Swiss National Science Foundation, 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: Southern Economic Association Annual Meeting, 2009, 2010, 2011

Discussant: Northwestern Experimental Conference 2019

**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 [croson@uta.edu](mailto:croson@uta.edu)  
Catherine C. Eckel [ceckel@econmail.tamu.edu](mailto:ceckel@econmail.tamu.edu)  
Xin (Sherry) Li [sherry.xin.li@utdallas.edu](mailto:sherry.xin.li@utdallas.edu)  
Juan Camilo Cárdenas [jccarden@uniandes.edu.co](mailto:jccarden@uniandes.edu.co)