

JUSTINE S. HASTINGS

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Education

University of California at Berkeley, 1996-2001
Doctor of Philosophy, 2001
Field: Economics
Specialization: Industrial Organization, Public Economics, Econometrics.

University of California at Davis, 1992-1996
Bachelor of Arts in Economics with Mathematics minor, *Summa Cum Laude*, and Master of Science in Agriculture and Resource Economics.

Academic Employment

Brown University, 2016 –
Professor of Economics and International and Public Affairs

Brown University, 2015 – 2016
Associate Professor with tenure, Department of Economics and Watson Institute of International and Public Affairs

Brown University, 2010 – 2015
Associate Professor with tenure, Department of Economics

Yale University, 2008 – 2010
Associate Professor, Department of Economics

Yale University, 2003 – 2008
Assistant Professor, Department of Economics

Dartmouth College, 2001 – 2003
Assistant Professor, Department of Economics

Academic Affiliations

Research Associate, National Bureau of Economic Research, 2011 to present. *Program Affiliations in Industrial Organization, Public Economics, Aging, Education, and Energy and Environmental Economics.*

Faculty Fellow, Institute at Brown for Environment and Society, July 2014 to present.

Research Fellow, Brown University Population Studies and Training Center, July 2010 to present.

Faculty Fellow, Institution for Social and Policy Studies, Yale University, July 2005 to 2013.

Faculty Research Fellow, National Bureau of Economic Research, 2003 to 2011. *Program Affiliations in Industrial Organization, Public Economics, Aging, Education, and Energy and Environmental Economics.*

Leadership and Advisory Positions

Director, Rhode Island Innovative Policy Lab (RIIPL). May 2015 to present.

Governor's Council of Economic Advisors, State of Rhode Island. May 2014 to present.

Advisor, Academic Research Council, United States Federal Consumer Financial Protection Bureau. May 2012 to present.

Editorial Positions

Co-Editor, *Journal of Public Economics*, January 2014 to December 2015.

Editorial Board, *Journal of Economic Literature*, January 2012 to present.

Managing Editor, *International Journal of Industrial Organization*, May 2011 to December 2013.

Co-Editor, *International Journal of Industrial Organization*, 2010 to May 2011.

Associate Editor, *International Journal of Industrial Organization*, 2009-2010.

Teaching

Graduate: Industrial Organization, Graduate Public Economics, Graduate Data-driven Policy (MPA). Advisor for MPA Data-driven Policy Track.

Undergraduate: Education Economics: Research and Policy, Economics of Antitrust.

Publications

“Sales Force and Competition in Financial Product Markets: The Case of Mexico’s Social Security Privatization,” with Ali Hortaçsu and Chad Syverson. *Forthcoming, Econometrica*.

“(Un)Informed College Choice: Evidence from Chile,” with Christopher Neilson, Anely Ramirez, and Seth Zimmerman. *Economics of Education Review*. In press.

“Connecting Student Loans to Labor Market Outcomes: Policy Lessons from Chile,” with Harald Beyer, Christopher Neilson and Seth Zimmerman. *American Economic Review*. May 2015.

“School Choice and College Attendance: Evidence from Randomized Lotteries,” with David Deming, Thomas Kane and Douglas Staiger. *American Economic Review*. March 2014.

“Fungibility and Consumer Choice: Evidence from Commodity Price Shocks,” with Jesse Shapiro. *Quarterly Journal of Economics*. November 2013. *Lead Article and Editor’s Choice*.

“The First of the Month Effect: Consumer Behavior and Store Responses,” with Ebonya Washington. *American Economic Journal: Economic Policy*. May 2010.

“Investigating Income Effects in Scanner Data: Do Gasoline Prices Affect Grocery Purchases?” with Dora Gicheva and Sofia Villas Boas. *American Economic Review*. May 2010.

“Information, School Choice and Academic Achievement: Evidence from Two Experiments,” with Jeffrey M. Weinstein. *Quarterly Journal of Economics*. November 2008.

“Reformulating Competition? Gasoline Content Regulation and Wholesale Gasoline Prices,” with Jennifer Brown, Erin Mansur, and Sofia Villas-Boas, *Journal of Environmental Economics and Management*. January 2008.

“The Effect of Randomized School Admissions on Voter Participation” with Thomas Kane, Douglas Staiger, and Jeffrey Weinstein, *Journal of Public Economics*. June 2007.

“Gender, Performance and Preferences: Do Girls and Boys Respond Differently to School Environment? Evidence from School Assignment by Randomized Lottery,” with Thomas Kane and Douglas Staiger, *American Economic Review*. May 2006.

“Vertical Integration in Gasoline Supply: An Empirical Test of Raising Rivals’ Costs,” with Richard J. Gilbert, *Journal of Industrial Economics*. December 2005.

“Vertical Relationships and Competition in Retail Gasoline Markets: Empirical Evidence from Contract Changes in Southern California,” *American Economic Review*. March 2004.

“Abatement, Consumption, Capital, and Pollution Accumulation in an Optimal Program,” by Justine S. Ghassemi and Michael R. Caputo, *Pacific and Asian Journal of Energy*, Vol. 7 (1), 1997 (Senior Honors Thesis, UC Davis).

Working Papers

“The Effects of Earnings Disclosure on College Enrollment Decisions,” with Christopher Neilson and Seth Zimmerman. NBER Working Paper w21300. June 2015.

“Are Some Degrees Worth More than Others: Evidence from College Admission Cutoffs in Chile,” with Christopher Neilson and Seth Zimmerman. NBER Working Paper w19241 (July 2013, Revised September 2014).

“Advertising, Reputation and Environmental Stewardship: Evidence from the BP Oil Spill,” with Lint Barrage and Eric Chyn. NBER Working Paper w19838, (January 2014, Revised June 2016).

“Fettered Consumers and Sophisticated Firms: Evidence from Mexico's Privatized Social Security Market,” with Fabian Duarte. NBER Working paper w18582 November (2012). Revised March 2014.

“The Effect of School Choice on Intrinsic Motivation and Academic Outcomes,” with Christopher Neilson and Seth Zimmerman. NBER Working Paper w18324, August (2012). Revised August 2014.

“How Financial Literacy and Impatience Shape Retirement Wealth and Health Investment Behaviors,” with Olivia S. Mitchell, NBER Working Paper w16740, (January 2011).

“Investor Decisions and the Financial Crisis in Mexico’s Privatized Social Security Market,” NBER RRC Working Paper, September (2010).

“Fees, Framing, and Financial Literacy in the Choice of Pension Manager,” with Olivia Mitchell and Eric Chyn. Wharton Pension Research Council Working Paper, July (2010).

“Wholesale Price Discrimination and Regulation: Implications for Retail Gasoline Prices,” Yale University Working Paper, February (2009).

“Financial Literacy, Information, and Demand Elasticity: Survey and Experimental Evidence from Mexico,” with Lydia Tejeda-Ashton. National Bureau of Economic Research Working Paper No. 14538, December

(2008). *Revise and Resubmit, American Economic Journal: Economic Policy.*

“Heterogeneous Preferences and the Efficacy of Public School Choice,” with Thomas Kane and Douglas Staiger. Combines and replaces National Bureau of Economic Research Paper Working Papers No. 12145 and No. 11805. June (2008), Revised June (2009).

Work in Progress

“Impatience, Information and Investment Choice: Field Experimental Evidence in Mexico’s Privatized Social Security System.” Paper in progress.

“The Impact of Loan Policy Design on Postsecondary Education Markets: Evidence from Chile.” with Christopher Neilson and Seth Zimmerman. Paper in progress.

"Peer Effects in the Classroom: Identifying Spillovers from the Staggering of SNAP," with Margarita Machellet and Lindsey Wilson.

"The Effect of SNAP Receipt on Shopping Behavior: Insights into the Fungibility of Money" with Jesse Shapiro.

“The Market for Higher Education.” Manuscript in development for *Journal of Economic Literature*.

Book Chapters, Book Reviews, and Other Publications

“Financial Literacy, Financial Education and Economic Outcomes,” with Brigitte C. Madrian and William L. Skimmyhorn. *Annual Review of Economics*. January 2013.

Review of *Nudge: Improving Decisions about Health, Wealth, and Happiness*, by Richard H. Thaler and Cass R. Sunstein, Yale University Press (2008). *Journal of Economic Literature*, December (2009).

External Grants

Total funds raised to date: \$10.4 million

United States Social Security Administration Research Grant, *Disability Insurance Use and Impacts: New Evidence from Linked Administrative Records in Rhode Island*. Principal Investigator, 2015-2016.

Laura and John Arnold Foundation, *Home Visiting in Rhode Island*. Co-investigator with Emily Oster. 2015-2019.

Laura and John Arnold Foundation, *Rhode Island Innovative Policy Lab*. Principal Investigator, 2015-2018.

Laura and John Arnold Foundation, *Designing a Smarter SNAP*. Principal Investigator, 2015-2020.

Russell Sage Foundation, *Mental Accounting and Fungibility of Money: Evidence from a Retail Panel*. Co-investigator with Jesse M. Shapiro. 2015-2016.

National Bureau of Economic Research Pilot Grant (National Institute of Health sub-award), *Measuring the Impact of Parental Education on Childhood and Family Outcomes*. 2013.

United States Social Security Administration Research Grant, *The Impact of Risk and the Financial Crisis on Investor Perceptions of Privatized Social Security and Retirement Planning*. Principal Investigator, 2011-2013.

United States Social Security Administration Research Grant, *Investor Decisions and the Financial Crisis in a Privatized Social Security Market*. Principal Investigator, 2009-2010.

MacArthur Foundation How Housing Matters to Families and Communities Grant. *Estimating the Impact of Housing Subsidies on Family Outcomes: Evidence from Mexico's Housing Subsidy Programs*. Principal Investigator, 2011-2014.

National Bureau of Economic Research Pilot Grant (National Institute of Health sub-award), "Health Literacy and Preventative Health Care: Survey and Experimental Interventions in Mexico's Public Health Care System." Principal Investigator. 2011.

National Bureau of Economic Research Pilot Grant (National Institute of Health sub-award), "Consumer Choice and Firm Response in a Privatized Social Security Market." Principal Investigator. 2008-2009.

National Institute of Health Grant Number R01AG032411-01A2, *Social Security Privatization: Investment Choice, Competition and Field Experiments in Mexico*, Principal Investigator. 2009-2014.

United States Social Security Administration Research Grant, *Financial Literacy, Short-run Impatience, and the Determinants of Savings and Financial Management*. Co-Investigator (with Olivia Mitchell), 2009-2010.

United States Social Security Administration Research Grant, *Investor Decisions and the Financial Crisis in a Privatized Social Security Market*. Principal Investigator. 2009-2010.

United States Social Security Administration Research Grant, *Fund Choices in a Private Accounts System: Implications for Disparities in Wealth at Retirement*. Principal Investigator. 2008-2009.

Smith Richardson Foundation Grant, *Preferences, Information, and Parents' Choice Behavior in Public School Choice*. Principal Investigator. 2006-2008.

United States Department of Education Grant for Research in Education Finance, Leadership, and Management, Co-Investigator with Thomas Kane and Douglas Staiger. 2004-2009.

National Science Foundation Grant, *Estimating Demand with Consumer Heterogeneity: an Application to Wholesale Price Regulation in Retail Gasoline Markets*. Principal Investigator. 2003-2005.

Prizes and Awards

Winner of the Competition and Policy Center Thesis Prize, University of California at Berkeley, 2002.

Outstanding Graduate Student Instructor Award, 2001.

Department Fellowship for Continuing Students, Department of Economics, U.C. Berkeley, 2000.

John M. Ohlin Foundation Fellowship in Law and Economics, 1999.

Professional Activities

Referee for *American Economic Review*, *Econometrica*, *Journal of Political Economy*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *AEJ Applied Economics*, *AEJ Economic Policy*, *AEJ Microeconomics*, *Review of Economics and Statistics*, *The RAND Journal*, *Journal of Public Economics*, *Journal of Labor Economics*, *Journal of Industrial Economics*, *Journal of Development Economics*, *Journal of Economics and Management Strategy*, *Review of Industrial Organization*, *International Journal of Industrial Organization*, *Journal of Human Resources*, *Economic Journal*, *Journal of Law and Economics*, *The Energy Journal*, *European Economic Review*.

Member: American Economic Association (AEA) and Committee on the Status of Women in the Economics Profession (CSWEP)

Presentations and Invited Seminars, Academic

2016 - : AEA Meetings session on Demand for and Effects of College Quality.

2015 - : AEA Meetings session on Issues in Higher Education, AEA Meetings session on Choice and Welfare Through a Behavioral Lens, AEA Meetings session on Observational and Quasi-Experimental Methods for Estimating School and Teacher Quality, Boston University School of Management, RAND, National Bureau of Economic Public Economics Spring Program Meeting, US Consumer Financial Protection Bureau.

2014: Princeton University, Harvard University, U.S. Office of Management and Budget, Calvó-Armengol Conference Barcelona GSE, UCLA Anderson School of Management, National Bureau of Economic Research Household Finance Meetings.

2013: U.S. Department of Justice, NBER Education Economics Spring Meetings, U.S. Consumer Financial Protection Bureau, Toulouse School of Economics, University of Chicago, NBER CCER Conference on China and the World Economy, University of Chicago Booth School of Business, ITAM, MIT CEEPR, Stanford University CEPA.

2012: Presenter at AEA session on *Designing Effective School Choice Mechanisms*, Ohio State University, Paris School of Economics, NBER Public Economics program meetings, NBER Summer Institute on Behavioral Industrial Organization, NBER Summer Institute on Social Security, Boston University, NBER Winter Public Economics Meetings.

2011: Presenter at AEA session on *No Child Left Behind*, Presenter winter NBER Industrial Organization Meetings, Chicago Booth School of Business, Northwestern Economics, NBER Summer Institute Household Finance and Education meetings, NBER Winter Household Finance Meetings.

2010: Presenter at AEA session on *Competition and Market Structure*, Harvard/MIT joint Public Economics seminar, Social Security Retirement Research Council Meetings, Wharton Retirement Research Council meetings, New York University Industrial Organization Conference.

2009: Presenter at AEA sessions *The Effects of Financial Literacy on Financial Decision-Making* and *Topics in International Public Economics*, NBER Industrial Organization Winter Meetings, Northwestern University, Harvard University, Brown University Education Department, Brown University Economics Department, NBER Public Economics Meetings, Clemson University, Duke University, Columbia GSB.

2008: Presenter at AEA session *Education and Occupational Choice*, presenter at AEA session on *The Behavioral Economics of Choice and the Shaping of Policy*, University of Illinois, University of California at Berkeley (ARE), University of California at San Diego, Presenter at NBER Transatlantic Public Economics Conference, Presenter at NBER Summer Institute Social Security Working Group Session, Massachusetts Institute of Technology, University of Wisconsin at Madison, University of California at Berkeley (Economics).

2007: National Bureau of Economic Research Spring Program for Education, University of Chicago Graduate School of Business, New York University Stern Business School and Steinhardt School of Education, Association of Public Policy Analysis and Management Annual Conference.

2006: AEA Session on Children's Human Capital, National Bureau of Economic Research Winter Program for Industrial Organization, Harvard University Institute for Quantitative Social Science, University of Warwick, London School of Economics, Princeton University, ESA Conference on Field Experiments, University of Connecticut, Wharton Business School, Carnegie Mellon University, Chicago Workshop on Black-White Inequality.

2005: University of California at Berkeley, University of Chicago, University of Toronto Rotman School of Business, University of British Columbia Sauder School of Business, University of Michigan Ross School of Business, Stanford University Graduate School of Business.

2003: University of California at Los Angeles, Harvard Kennedy School of Government, Columbia University, Massachusetts Institute of Technology.

2002: National Bureau of Economic Research Winter Program for Industrial Organization, Yale University School of Management and Department of Economics, Columbia University Business School and Department of Economics, University of Chicago Graduate School of Business, Northwestern University Kellogg School of Management, University of Arizona.

2001: London School of Economics.

Presentations and Invited Seminars, Non-Academic

Expert Testimony before the California State Assembly, Select Committee on Gasoline Competition, Marketing, and Pricing, April 28, 2004. California State Assembly Bill 1283 "Unbundled Supply" drafted directly from the expert testimony.

Expert Testimony before the U.S. Senate, Committee on the Judiciary, Subcommittee on Antitrust, Competition Policy and Consumer Rights, April 7, 2004.

Expert Testimony before the U.S. Senate, Committee on Government Affairs, Permanent Subcommittee on Investigations hearings into "Gasoline Prices – How are They Really Set?" May 2, 2002.

Speaker and Panelist at the 2001 Public Conference on Factors that Affect Prices of Refined Petroleum Products, Federal Trade Commission, Washington, D.C.