

# JUSTINE S. HASTINGS

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## ***Education***

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

Yale University, July 2008 to present  
Associate Professor, Department of Economics  
Research Fields: Industrial Organization, Public Economics

Yale University, July 2003 to June 2008  
Assistant Professor, Department of Economics

Dartmouth College, July 2001 to June 2003  
Assistant Professor, Department of Economics

## ***Academic Affiliations***

Resident Fellow, Institution for Social and Policy Studies, Yale University,  
July 2005 to present

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

## ***Teaching***

Graduate Industrial Organization, Yale University  
Graduate Public Economics, Yale University

Undergraduate Education Economics and Policy, Yale University  
Undergraduate Introduction to Microeconomics, Yale University

## **Publications**

“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 (Papers and Proceedings).

“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**

“Fettered Consumers and Sophisticated Firms: Evidence from Mexico's Privatized Social Security Market,” with Fabian Duarte. Yale University Working Paper, August (2009).

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

“The First of the Month Effect: Consumer Behavior and Store Responses,” with Ebonya Washington. National Bureau of Economic Research Working Paper, December (2008), Revised July (2009). *Accepted with Minor Revisions, American Economic Journal: Economic Policy*.

“Financial Literacy, Information, and Demand Elasticity: Survey and Experimental Evidence from Mexico,” with Lydia Tejada-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). *Revise and Resubmit, Econometrica*.

“Gasoline Prices and Grocery Purchases: Revisiting the Income Effect,” with Dora Gicheva and Sofia Villas-Boas, National Bureau of Economic Research Working Paper, November (2007). *Under review*.

“Preferences, Information and Parental Choice Behavior in Public School Choice,” with Richard Van Weelden and Jeffrey M. Weinstein. National Bureau of Economic Research Paper Working Paper No. 12995. March (2007).

### **Work in Progress**

“Short and Long Run Impacts of School and Peer Quality: From Test Scores to College Degree Completion” with Jeffrey M. Weinstein. Manuscript, September (2009).

“Loss Leaders: Implications for Sales Below Cost Regulation,” paper in progress.

“Financial Literacy, Personality, Short-run Impatience, and the Determinants of Financial Management: Experimental Evidence from Chile” (with Olivia Mitchell), paper in progress.

“Mental Accounting and Consumer Decisions”, (with Jesse Shapiro), paper in progress.

### **Fellowships and Awards**

National Institute of Health Grant Number R01AG032411-01A2, *Social Security Privatization: Investment Choice, Competition and Field Experiments in Mexico*, 2009-2013.

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

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

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

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

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

Yale University Junior Faculty Fellowship, 2004-2005.

Institution for Social and Policy Studies Grant for Research in Social Sciences Using Field Experiments: 2004-2006.

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

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

Nelson A. Rockefeller Center at Dartmouth College, Junior Faculty Research Grant, 2002.

Nelson A. Rockefeller Center at Dartmouth College, Public Policy Research Grant, 2002.

California Energy Studies Grant, with Richard J. Gilbert, 2002-2003.

Outstanding Graduate Student Instructor Award, 2001.

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

California Energy Studies Grant, with Richard J. Gilbert, 1999-2000 and 2000-2001.

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

Institute of Business and Economic Research, Student Grant, 1999.

### ***Professional Activities***

Associate Editor, *International Journal of Industrial Organization*

Referee for *American Economic Review*, *Econometrica*, *Journal of Political Economy*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *Review of Economics and Statistics*, *The RAND Journal*, *Journal of Public Economics*, *Journal of Labor Economics*, *Journal of Industrial 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 Seminars, Academic***

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

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 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.