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Department of Economics
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Fields of Research Interest

Primary: Development Economics, Political Economy, Behavioral Economics.

Secondary: Applied Microeconomics, Impact Evaluation.

Employment

Research Professor of Economics. Tecnológico de Monterrey. Monterrey, August 2024-present.

Education

Ph.D. Agricultural and Resource Economics, University of California-Berkeley, 2015.

Dissertation: "Essays in the Political Economy of Natural Resource Booms."
Principal Advisors: Professor Elisabeth Sadoulet and Professor Alain de Janvry.
Other References: Professor Paul Gertler and Professor Edward Miguel.

M.S. Agricultural and Resource Economics, University of California-Berkeley, 2010.

M.A. Economics, Universidad de San Andres, 2010.

B.S. Economics, Universidad Nacional Mayor de San Marcos, 2003.

Professional and Academic Experience

Assistant Professor of Economics. Universidad del Pacifico. Lima, September 2023-August 2024.

Assistant Professor of Economics. Universidad del Rosario. Bogota, 2015-2023.

Teaching and Research Assistant. University of California at Berkeley. Berkeley, 2010-2015.

Junior Professional Associate. The World Bank. Washington DC, 2006-2008.

Advisor. Congress of Peru. Special Commission on Disability Studies. Lima, 2005.

Economist. Center of Studies for Development and Participation. Lima, 2004-2005.

Fellowships and Awards

Foreign Research Fellow, Bolivian Academy of Economic Sciences, 2011.

Dissertation Research Award, Center of Effective Global Action, University of California-Berkeley, 2009.

Non-resident Tuition Scholarship, University of California-Berkeley.

Graduate Studies Scholarship, Belgian Development Agency, 2005.

First Place, International Essay Contest, Special Summit of the Americas, Organization of American States, 2004.

Magna Cum Laude, Faculty of Economic Sciences, Universidad Nacional Mayor de San Marcos.

Research Grants

Research Grant, Wellspring Philanthropic Fund. With Innovations for Poverty Action. 2024. Amount: US$ 600,000.

Research Contract, Government of Peru/Innovations for Poverty Action. 2023. With Paul Gertler and Manuel Barron. Amount: US$ 362,963.

Research Grant, Inter-American Development Bank. 2022. With Santiago Sautua. Amount: US$35,000.

Research Grant, American Cancer Society. 2020. Amount: US$36,750.

Project Development Grant, Project on Resources and Governance. With Grupo FARO (Ecuador). 2018. Amount: US$15,000.

Project Development Grant, Innovations for Poverty Action, Small and Medium Enterprises Initiative. With Paul Gertler, Dana Carney and Manuel Barron. 2014. Amount: US$15,000.

Research Grant Contest, Economic and Social Research Consortium-Canadian Agency for International Development, 2012, 2009, 2006, 2005 and 2004. Amount: US$55,000.

Summer Research Grant, University of California-Berkeley, 2011 and 2012. Amount: US$6,000.

Publications

Academic articles

"Empowering Women through Multifaceted Interventions: Long-term Evidence from a Double Matching Design." *Journal of Population Economics*, 37 (10), February 2024.

"Natural Resource Windfalls and Efficiency of Local Government Expenditures: Evidence from Peru." With Martin Ardanaz. *Economics and Politics*, 35 (1), March 2023, pages 28-64.

"Motivating Bureaucrats with Behavioral Insights when State Capacity is Weak: Evidence from Large-Scale Field Experiments in Peru." With Andrew Dustan and Juan Manuel Hernández-Agramonte. *Journal of Development Economics*, January 2023, 102995.

"The Value of Redistribution: Natural Resources and the Formation of Human Capital under Weak Institutions." With Jorge Aguero, Carlos Felipe Balcazar, and Hugo Nopo. *Journal of Development Economics*, January 2021, 102581.

"From a Curse to a Blessing? Natural Resources, Institutional Reforms, and Well-being in Colombia." With Jorge Gallego and Lorena Trujillo. *Journal of Economic Behavior and Organization*, 178, October 2020, pages 174-193.

Books

Work and Disability in Peru: Labor Market, Public Policies and Social Inclusion. (In Spanish). United Nations Development Program and Congress of Peru. Lima, 2006.

Book Chapters

"Government Policy and Employment of Persons with Disabilities in Peru". January, 2014. Published in Jody Heymann, Micheal Stein, and Gonzalo Moreno (editors), *Disability and Equity at Work*. Oxford University Press.

Research

Working Papers

"Building a Shield Together: Addressing Low Vaccine Uptake against Cancer through Social Norms." With Deborah Martinez and Lina Diaz. October, 2024. Submitted.

"Saving Lives in Developing Countries: How to Increase the Demand for HPV Vaccination." January, 2024. With Meenu Anand, Lina Diaz, Deborah Martinez, and Carlos Scartascini. Submitted.

"The Non-Monotonic Political Effects of Resource Booms." Revise and Resubmit at *Journal of Environmental Economics and Management*.

"Decision Aids for Health Investments: Experimental Evidence for the Case of the HPV Vaccines." June, 2023. With Julian Peña.

"Nudging the Trendsetters: Do Dynamic Norms Increase Vaccinations?" February, 2023. With Deborah Martinez and Lina Diaz.

Work in Progress

"Citizens' Support for Price Controls." With Santiago Sautua.

"Understanding Prosocial Motivation in Developing State Bureaucracies: Evidence from a Field Experiment." With Andrew Dustan and Juan Manuel Hernández-Agramonte.

"Social Norms and Civil Servant Compliance." With Andrew Dustan and Juan Manuel Hernández-Agramonte.

"Specialized Employment Services for Victims of Civil Conflict: Experimental Evidence from Colombia."

"Skill Certification and Employability: Experimental Evidence from Peru." With Lesbia Maris and Jesus Marcano.

"Grit, Student's Network, and Academic Achievement." With Darwin Cortes and Monica Robayo.

"Going Back to the School: The Peace Process and Academic Achievement." With Darwin Cortes and Paula Avendaño.

Book Manuscripts

Applied Impact Evaluation: Lecture Notes. Center for the Evaluation of Global Action- UC-Berkeley. Berkeley, April 2014.

Policy Reports

The Institutional Effects of the Resource Boom: Public Goods, Clientelism and Political Competition in Mineral-Rich Regions in Peru. (In Spanish). Center of Studies for Development and Participation (CEDEP)-Economic and Social Research Consortium (CIES). Mimeo. Lima, August 2014.

A Methodological Note for the Impact Evaluation of the National School Feeding Program Qali Warma. (In Spanish). Ministry of Development and Social Inclusion of the Republic of Peru. Lima, November 2013.

Mining Boom and Corruption of Public Officials from Local Governments in Peru: Evidence from a Natural Experiment. (In Spanish). Center of Studies for Development and Participation (CEDEP)-Economic and Social Research Consortium (CIES). Mimeo. Lima, December 2011.

Exclusion and Discrimination against People with Disabilities in the Peruvian Labor Market: An Analysis of Parametric and Non-parametric Decompositions. (In Spanish). Center of Studies for Development and Participation (CEDEP)-Economic and Social Research Consortium (CIES). Mimeo. Lima, August 2007.

Poverty Traps and Household Income Dynamics in Peru: Evidence from Panel Data, 1998-2001. (In Spanish). Economic and Social Research Consortium (CIES) and Center of Studies for Development and Participation (CEDEP). Mimeo. Lima, May 2008.

Beyond Equality of Opportunities: Income Inequality, Individual Responsibility and Social Mobility in Peru. (In Spanish). Joint work with Vanessa Rios (University of Wisconsin-Madisson). Center of Studies for Development and Participation (CEDEP)/Economic and Social Research Consortium (CIES). Lima, November 2006.

Teaching Experience

Tecnológico de Monterrey

Instructor for "Behavioral Economics and Political Neuroscience" (Undergraduate). Fall 2024.

Instructor for "Behavioral Economics" (Undergraduate). Fall 2024.

Universidad del Pacifico

Instructor for "Introduction to Philosophy, Politics, and Philosophy" (Undergraduate). Fall 2023.

Instructor for "Statistics" (Undergraduate). Spring 2024.

Instructor for "Impact Evaluation" (Undergraduate). Fall 2023.

Instructor for "Political Economy" (Graduate). Fall 2023.

Universidad del Rosario

Designer and developer of the Massive Open Online Course (MOOC) "Behavioral Economics for an Effective Public Management." EdX, Universidad del Rosario, and Behavioral Government Lab. December, 2022. Available at: `https://www.edx.org/es/course/economia-del-comportamiento-para-una-gestion-publica-efectiva`.

Instructor for "Behavioral Economics" (Undergraduate). Spring 2019, Spring 2020, Spring 2021, Spring 2022, and Spring 2023.

Instructor for "Development Economics" (Undergraduate). Spring 2017.

Instructor for "Impact Evaluation" (Undergraduate). Fall 2018, Fall 2019, Fall 2020, Fall 2021, and Fall 2022.

Instructor for "Impact Evaluation" (Graduate). Fall 2015, Fall 2016, Spring 2017, Spring 2018, Spring 2019, Spring 2020, Spring 2021, Spring 2022, and Spring 2023.

Instructor for "Thesis Seminar" (Graduate). Fall 2016, Spring 2017, Spring 2018, Fall 2018.

Instructor for "Seminar on Applied Economics" (Undergraduate). Spring 2016.

University of California, Berkeley

Graduate Student Instructor for "Environmental Economics and Public Policy" (Undergraduate). Professor Gordon Rausser. Spring 2015.

Graduate Student Instructor for "Advanced Impact Evaluation". Berkeley-IADB Impact Evaluation Initiative. Fall 2013 and Spring 2014.

Graduate Student Instructor for "Applied Impact Evaluation" (MBA). Professor Paul Gertler. Spring 2013 and 2014.

Graduate Student Instructor for "Intermediate Microeconomics" (Undergraduate). Professor Ethan Ligon. Fall 2012.

Graduate Student Instructor for "Environmental Economics and Public Policy" (Undergraduate). Professor Gordon Rausser. Spring 2012.

Graduate Student Instructor for "Environment, Population and Development" (Undergraduate). Professor Robin Marsh. Spring 2011.

Graduate Student Instructor for "Development Economics" (Undergraduate). Professor Alain de Janvry. Fall 2011.

Catholic University of Peru

Instructor for "Impact Evaluation of Programs and Institutional Reforms" (Graduate). Fall 2012.

San Marcos University

Instructor for "Microeconometrics" (Undergraduate). Fall 2011.

Other relevant teaching experience

Instructor. Course "Advanced Impact Evaluation". Consortium of Economic and Social Research (CIES). 18 hours. Lima, Peru. 2024.

Instructor. Course on "Microeconometrics and Impact Evaluation." Ministry of Economics and Finance, Extension Course. Lima, November 2023.

Instructor. Course on "Behavioral Economics." Universidad del Pacifico and Ministry of Economics and Finance. Lima, August-September 2023.

Instructor. Course on "Strategic and Data Analysis for Decision-Making." Universidad del Rosario and Superintendencia Financiera de Colombia. Bogota, August-November 2022.

Instructor. Workshop on Behavioral Economics for Public Management. Behavioral Government Lab, Economic and Social Research Consortium, and Minedulab. Lima, Peru. December, 2019.

Instructor. Workshop on Experimental Impact Evaluation. Innovations for Poverty Action/Abdul Latif Jameel Poverty Action Lab-Ministry of Social Inclusion. Lima, Peru. February, 2018.

Instructor. Workshop on Experimental Impact Evaluation. Innovations for Poverty Action. Asuncion, Paraguay. August, 2017.

Instructor. Workshop on Experimental Impact Evaluation. Innovations for Poverty Action/Abdul Latif Jameel Poverty Action Lab-Ministry of Finance. Asuncion, Paraguay. January, 2015.

Instructor. Workshop on Experimental Impact Evaluation. Innovations for Poverty Action/Abdul Latif Jameel Poverty Action Lab-Ministry of Production. Lima, Peru. September, 2014.

Instructor. Center for Effective Global Action/Inter-American Development Bank Impact Evaluation Workshop. 2 weeks training program. Berkeley, USA. July, 2013 and July, 2014.

Instructor. Course "Sampling for Descriptive Studies". Ministry of Development and Social Inclusion. 12 hours. Lima, Peru. 2014.

Instructor. Course "Topics on Impact Evaluation: Power Analysis and Sample Size Calculation". Ministry of Development and Social Inclusion. 20 hours. Lima, Peru. 2013.

Instructor. Course "Impact Evaluation". Consortium of Economic and Social Research (CIES) and Ministry of Development and Social Inclusion. 24 hours. Lima, Peru. 2012.

Instructor. Course "Applied Econometrics for Economic Research". Consortium of Economic and Social Research (CIES) and National Statistical Institute. 24 hours. Lima, Peru. 2010, 2011 and 2012.

Instructor. Course "Microeconometrics: Identification and Causality in Empirical Models". Consortium of Economic and Social Research (CIES) and National Statistical Institute. 24 hours. Lima, Peru. 2010.

Professional Service

Academic and Public Service

Network Co-director, the Latin American and Caribbean Economic Association-Behavioral Insights Network (LACEA-BRAIN). From June 2023.

Member of the Advisory Committee of the University Extension Program in Data Science. National Institute of Statistics and Informatics (INEI), Peru. From July 2024.

Faculty Director, NudgeTEC. Tecnológico de Monterrey. From September 2024.

Co-coordinator, Workshop of Experimental and Behavioral Economics of the Americas. George Mason University, ITAM, Tecnológico de Monterrey, University of California Santa Cruz, Universidad del Pacifico, and Universidad de los Andes. From Fall 2021.

Member of the Scientific Committee, RIDGE Summer School of Economics. November, 2024.

Co-coordinator, Economic Department Research Seminar. Universidad del Pacifico. Spring 2024.

Co-coordinator, Economic Department Research Seminar. Universidad del Rosario. From Spring 2017 to Fall 2021.

Coordinator, Applied Microeconomics Workshop. Universidad del Rosario. From Spring 2016 to Spring 2023.

Coordinator, Impact Evaluation Seedbed. Universidad del Rosario. From Spring 2020 to Spring 2022.

Jury, Annual Research Funds Contest, Economic and Social Research Consortium. 2020, 2021, 2022, and 2024.

Academic Coordinator, Course on "Topics on Impact Evaluation: Recent Advances on Differences in Differences" with Pedro Sant'Anna (Vanderbilt University). Winter School, Universidad del Rosario. Bogota, November 2021.

Academic Events

2nd Lima Experimental and Behavioral Economics Workshop. Universidad del Pacifico. Lima, November 2024. Role: Co-organizer.

6th LACEA-BRAIN RIDGE Workshop. Pontificia Universidad Catolica de Chile. Santiago de Chile, May 2024. Role: Co-organizer.

Congress of the Peruvian Economic Association. 2018 and 2023. Role: Member of the Scientific Committee.

Latin-America Economic Association Annual Meeting 2021. Universidad del Rosario. Online, October 2021. Role: Member of the Organizing Committee.

Webinar "Understanding the Social Protest in Colombia: An Interdisciplinary Perspective." Behavioral Government Lab and Universidad del Rosario. Bogota, June 2021. Role: Organizer.

Webinar "Post-Quarantine: Behavioral Sciences to Address Public Policy Challenges during the Global Pandemic." Behavioral Government Lab and Universidad del Rosario. Bogota, May 2020. Role: Organizer.

Conference "Behavioral Economics for a More Effective State." Behavioral Goverment Lab, Corporacion Andina de Fomento (CAF), and Innovations for Poverty Action (IPA). Lima, December 2019. Role: Organizer.

Referee Service in Journals

American Political Science Review, European Economic Review, Journal of Economic Behavior and Organization, Journal of Environmental Economics and Management, Journal of Development Economics, Economia (LACEA), Extractive Industries and Society, PLOS ONE, Economic Bulletin, Desarrollo y Sociedad.

Referee Service for Academic, Governmental and Multilateral Organizations

Pontificia Universidad Catolica (Peru), Banco de la Republica (Colombia), Economic and Social Research Consortium (Peru), Inter-American Development Bank (USA).

Research Consultancies

Government of Peru-Innovations for Poverty Action. Inducing the adoption of extension services using behavioral insights. 2023. With Paul Gertler and Manuel Barron.

Research Department, Inter-American Development Bank. Lab experiments on citizens' support for price caps. With Santiago Sautua. 2021-2023.

American Cancer Society-Health Secretariat of the City of Bogota. Experimental and behavioral design for nudging parents to increase HPV vaccine demand in Bogota. 2020-2022.

Corporacion Andina de Fomento (CAF)-Ministry of Employment of Peru. Impact evaluation of skill certification. 2019-2022.

Corporacion Andina de Fomento (CAF)-National Planning Department of Colombia. Impact evaluation of the Employment Program for Victims of Civil Conflict. 2017.

National Center of Consultancy. Impact evaluation of the social program "Transformate tu Mujer". 2016-2017.

Center for Effective Global Action (CEGA), UC Berkeley. Development of training modules on impact evaluation for the Berkeley-Inter-American Development Bank Initiative on Impact Evaluation. 2013-2014.

Financial and Municipal Management Division, Inter-American Development Bank. Analysis of the impact of fiscal windfalls on expenditure efficiency in Peru. 2013.

Direction of Monitoring and Evaluation, Ministry of Development and Social Inclusion of the Republic of Peru. Impact evaluation design, sample size calculation and power analysis for school feeding, pensions, cash-transfers and day-care programs. 2012-2014.

GIZ-Ministry of Economics and Finance of the Republic of Peru. Estimation of the social discount rate for public investment projects on conservation and provision of ecosystem services. 2013.

AUSENCO S.A. Valorization of natural resources. 2013-2014.

Other information

Affiliations

American Economic Association; Agricultural and Applied Economics Association; INESAD (Associated Researcher).

Languages

English, Spanish (native).

Software

STATA, LATEX, R, MATLAB.

Citizenship

Peruvian.

References

Elisabeth Sadoulet
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Haas School of Business
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