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Current Position

2017- Associate Professor, Economics Department, Tilburg University

Visiting Positions

December 2021 Visiting Professor, Economics Department, Universidad de la República, Uruguay
 Nov 2016; Dec 2013; Visiting Professor, Economics Department, Universidad del Rosario, Colombia
 July 2012; April, 2011
 March 2013 Visiting Professor, Center for Development Economics, Monash University, Australia

Past Positions

2009-2016 Assistant Professor, Economics Department, Tilburg University
 2011-2015 Research Fellow, Netspar
 2008-2010 Research Fellow, ESRC-DFID Project "Chronic Poverty and Aspiration Failures"
 2007-2008 Resident Tutor, University of Warwick
 2003-2004 Senior Consultant, Inter-American Development Bank, Evaluation of Institutional Improvement Program for the Productive Sector of Less Developed Argentine Provinces, Argentina
 2003-2004 Research Fellow, Research and Teaching Centre in Economics for Development, Universidad Sarmiento, Argentina
 1997-2002 Analyst of Public Investment Projects in Health and Social Development, Argentine Ministry of Economy, Department of Federal Public Investment

Other Academic Affiliations

Jan 2021- National Institute Economic Review, Member of the Editorial Advisory Board
 Aug 2019- ENTER European Research Network, Director
 Nov 2017- Innovations for Poverty Action (IPA), Research Affiliate
 Jan 2017- Society for the Advancement of Behavioral Economics (SABE), Country Representative for The Netherlands
 April 2012- European Banking Center, Research Fellow
 Jan. 2011- CAGE, University of Warwick, Research Associate
 Sept. 2009- CentER, Tilburg University, Research Fellow

Education

August 2009 PhD Economics, University of Warwick
Thesis Title: Behavioral Decisions: Theory, Implications and Applications
 August 2003 M.Sc. Economic Analysis and Policy, University of Warwick, 2003 (with distinction)
 Dic. 1997 Licenciante Economics (5-year undergrad program), UADE, Arg

Published Papers

- "Curating Local Knowledge: Experimental Evidence from Small Retailers in Indonesia" (with J. Ruschenpohler, B. Uras and B. Zia), **Journal of the European Economic Association**, 19(5), 2021.
- "Cortisol Meets GARP: The Effect of Stress on Economic Rationality" (with E. Cettolin, W.J. Kop and W. Zhang) **Experimental Economics**, 23, 554–574, 2020.

- “Worries of the Poor: Experimental Evidence on Decision-making under Stress from Small-scale Entrepreneurs in Vietnam” (with N. Nhung and J. Ruschenpohler), **Journal of Economic Psychology**, Vol. 79, 2020.
- “Self-fulfilling Mistakes: Characterization and Welfare” (with S. Ghosal), **The Economic Journal**, Vol. 128, 609, 683–709, 2018.
- “Self-Confidence, Overconfidence and Prenatal Testosterone Exposure: Experimental Evidence” (with S. Ghosal), **Frontiers in Behavioral Neuroscience**, doi: 10.3389/fnbeh.2018.00005.
- “Exposure to Poverty and Productivity” (with C. Noussair and V. Gonzalez), **PLOS ONE**, 12(1): e0170231. doi:10.1371/journal.pone.0170231, 2017.
- “Does the Unemployment Benefit Institution affect the Productivity of Workers? Evidence from a Field Experiment” (with M. Blanco and J.F. Vargas), **Management Science**, 63(11), pp. 3691–3707, 2017.
- “Poverty and Aspirations Failure” (with S. Ghosal and A. Mani), **The Economic Journal**, 126, 590, 165-188, 2016.
- “Decisions with Endogenous Preference Parameters” (with S. Ghosal), **Social Choice and Welfare**, 38, 585–600, 2012.
- “Behavioral Decisions and Policy” (with S. Ghosal), **CESifo Economic Studies**, 57 (4), 560-581, 2011.

Working Papers

- “E-Payment Technology and Business Finance: A Randomize Control Trial with Mobile Money” (with H. Pamuk, D. van Soest and B. Uras) **R&R Management Science**
- “Generosity and Wealth: Experimental Evidence from Bogotá Stratification” (with M. Blanco) **R&R JEBO**
- “Moral Support on Performance” (with F. Colella and G. Giusti) **R&R Management Science**
- “The Dark Side of Monetary Bonuses” (with C. Noussair and V. Gonzalez)
- “Developing Goals for Development: Experimental Evidence from Micro Cassava Producers in Ghana” (with E. Cettolin and K. Cole)
- “Determinants and Dynamics of Business Aspirations: Evidence from Small-scale Entrepreneurs in an Emerging Market” (with J. Ruschenpohler, B. Zia)
- “Self-Chosen Goals: Incentives and Gender differences” (with C. Noussair and V. Gonzalez)

Teaching Experience

2021-	Lecturer, Development & Growth (Research Masters Econ), Tilburg U
2015-	Lecturer and Tutor, Development Economics (BSc Economics), Tilburg U
2010-	Lecturer and Tutor, Microeconomics 1 (BSc Economics), Tilburg U
2016-2020	Lecturer and Tutor, Advancing Society (BSc Business Economics), Tilburg U
2011-2013	Lecturer and Tutor, Microeconomics 4 (BSc Economics), Tilburg U
2009-2011	Lecturer and Tutor, Macroeconomics 1 (BSc Econometrics and O.R), Tilburg U
2009-2010	Tutor, Microeconomics (BSc International Business Administration), Tilburg
2007-2009	Tutor, Behavioral Economic s (MSc and MPhil Economics), U. of Warwick
2005-2009	Tutor, Introduction to Quantitative Economics (BSc Econometrics and O.R), U. of Warwick
Spring 2004	Lecturer, Behavioral Economics (MSc Economics), U. Buenos Aires Lecturer, Project Evaluation, Graduate World Bank Program (AR3958)
Autumn 2003	Lecturer, Industrial Projects (BSc Economics), U. General Sarmiento
1999-2002	Tutor, International Trade Theory and International Monetary Economics, (BSc Economics), U. Argentina de la Empresa
Spring 2000	Lecturer, Public Investment, Graduate Program Institute for Government Economists, Arg
1999-2002	Tutor, Workshops for Civil Servants on Evaluation of Investment Projects, World Bank Program (AR3958)
Autumn 1999	Tutor, (ad-honorem), Microeconomics (BSc Economics), U. Buenos Aires
Spring 1999	Tutor, Investment Project Evaluation (Graduate Program), U. Buenos Aires

Grants

2020-2021	IGC/LSE-DFID Grant: "Bureaucracy in India" (£ 50,000) (Co-PI)
2019-2023	TiSEM Grant: "Investing into Research Infrastructure" (€ 700,000) (Co-I)
2018-2021	ESRC-DFID Grant: "Raising Learning Outcomes in Education" (£ 558,605) (Co-I)
2013-2018	DFID Grant: "Coordinated Country Case Studies: Innovation and Growth Raising productivity in Low Income Countries" (£ 3.6 million) (Co-PI)
2012-2013	CAGE-Warwick Grant "Socio-economic Status and Giving: A Natural Field Experiment" (PI) (£ 3,446)
2008-2010	ESRC-DFID Grant (RES-167-25-0364) "Chronic Poverty and Aspiration Failures" (£ 145,440) (Co-I)

Awards and Prizes

2022	Best Bachelor Teacher of the year Award, TISEM, Tilburg University
2021	Excellent Teacher Award (Development), Economics Department, Tilburg University
2020	Nominated (with Burak Uras) for the Tilburg University Impact Award 2020
2019	Excellent Teacher Award (Micro 1), Economics Department, Tilburg University
2019	Excellent Teacher Award (Development), Economics Department, Tilburg University
2018	Economic Journal Outstanding Referee Prize
2018	Excellent Teacher Award (Micro 1), Economics Department, Tilburg University
2018	Excellent Teacher Award (Development), Economics Department, Tilburg University
2017	Excellent Teacher Award (Micro 1), Economics Department, Tilburg University
2017	Excellent Teacher Award (Development), Economics Department, Tilburg University
2016	Excellent Teacher Award (Micro 1), Economics Department, Tilburg University
2016	Research Valorization Award, TISEM, Tilburg University (co-recipient)
2016	Best Bachelor Teacher of the year Award, TISEM, Tilburg University
2015	Excellent Teacher Award (Development), Economics Department, Tilburg University
2015	Best Bachelor Teacher of the year Award, TISEM, Tilburg University
2015	Excellent Teacher Award (Micro 1), Economics Department, Tilburg University
2015	Excellent Teacher Award (Development), Economics Department, Tilburg University
2014	Excellent Teacher Award (Micro 1), Economics Department, Tilburg University
2013	Most Memorable Teacher Award, Economics Department, Tilburg University
2013	Excellent Teacher Award (Micro 1), Economics Department, Tilburg University
2012	Excellent Teacher Award (Micro 4), Economics Department, Tilburg University
2010	Excellent Teacher Award (Micro 1), Economics Department, Tilburg University
2008	Selected to participate in the 3rd Lindau Meeting of Nobel Laureates in Economics
2003	Shiv Nath Prize for the best MSc. dissertation in Development Economics, Warwick University

Scholarships

2007	Royal Economic Society Junior Fellowship
2007	Warwick Economics Teaching Fellowship
2004-2007	Marie Curie Host Fellowships for Early Stage Training
2004-2007	PhD overseas fees waiver, University of Warwick, Economics Department
2004	Scholarship, Trento University, Fifth Trento Summer School
2002	Tripartita Scholarship, by the University of Warwick, the British Foreign and Commonwealth Office and the Argentine Ministry of Foreign Affairs
2001	Postgraduate in Economics Fees Scholarship, by Argentine Ministry of Economy
2000	Postgraduate in Economics Fees Scholarship, by Universidad Argentina Empresa
1998	Harvard University Graduate course on Project Evaluation Fees Scholarship
1994-1996	B.A. in Economics Fees Scholarships, by Universidad Argentina de la Empresa

Invited Talks at Seminars

Utrecht School of Economics (2022) · OSLOMET Business School (2022) · Universidade NOVA Lisboa (2022) · Université Catholique de Louvain (2022) · Exeter (2021) · Glasgow University (2020) · Erasmus Rotterdam (2020) · Tinbergen Institute (2020) · DIW (2019) · LUISS (2019)

· University of Florence (2019) · Gottingen (2019) · Universidad Torcuato Di Tella (2018) · Radboud Nijmegen (2017) · Glasgow University (2015, 2016, 2018) · University of East Anglia (2015) · Maastricht University (2014) · Monash University (2013) · Universidad de Buenos Aires (2012) · Universidad del Rosario (2011, 2012, 2016) · London City University (2011) · Universidad de Vigo (2008) · Universidad de Alicante (2008) · Tilburg University (2009) · IAE Barcelona (2009).

Invited Talks at Workshops and Conferences

"2022 ComPEL-DIME Workshop", The World Bank (2022)
"BEEC Bogotá Experimental Economics Conference" (2021)
"National Academies of Sciences, Engineering, and Medicine" workshop on Progress, Challenges, and Opportunities for Sustainability Science (2020)
Econometric Society World Meeting, Bocconi University (2020)
"CSAE Conference", University of Oxford (2020)
"2019 ComPEL-DIME Workshop", The World Bank (2019)
"Workshop on Interventions, Motivation and Behavior" University of Lund (2019)
"Guest Lecture Centre for Development Studies", University of Glasgow (2019)
"TiBER Symposium on Poverty", Tilburg University (2019)
"Nesta's Innovation Growth Lab Global Conference", Berlin (2019)
Economic Science Association World Meeting, Humbolt University (2018)
ENTER Jamboree 2019 Plenary Talk, Toulouse School of Economics (2018)
"Encuentro de la Sociedad Uruguaya de Economistas", Universidad de Montevideo (2018)
"NBER Entrepreneurship Working Group", NBER, Boston (2018)
"IPA 9th SME Working Group Meeting", Northwestern University (2018)
"9th Development Economics Workshop", Wageningen University (2018)
"8th Development Economics Workshop", Wageningen University (2017)
"IPA 8th SME Working Group Meeting", MIT (2017)
"Assessing well-being when preferences are incoherent", University East Anglia (2016)
"Fairness, personal responsibility and the welfare state", University of Vienna (2016)
"7th Development Economics Workshop", Tilburg University (2016)
9th Behavioral and Experimental Economics Symposium, Maastricht University (2016)
"6th Development Economics Workshop", Wageningen University (2015)
"Endogenous preferences and the broader effects of competition", KNAW (2015)
"Aspirations, poverty and inequality", The World Bank Group (2014)
Annual World Bank Conference on Development Economics (2014)
"4th Development Economics Workshop", Tilburg University (2013)
6th Behavioral and Experimental Economics Symposium, Maastricht University (2013)
Experimental Economics conference, University of Florence (2013)
CAGE Conference on Aspirations and Poverty, Warwick University (2013)
"Fertile fields in development", WZB Berlin, (2013)
Netspar Annual Conferences, Utrecht (2012)
Economic Science Association North American Conference, New York University (2012)
RES Annual Conference, Royal Holloway University (2011)
Netspar Annual Conference, Amsterdam (2011)
CESifo workshop on Behavioral Welfare Economics, Venice (2010)
AAEP Annual Conference, University of Buenos Aires (2010)
RES PhD Conference, University College London (2009)
RES Annual Conference, University of Surrey (2009)
Conference on New Directions in Welfare, Oxford University (2009)
European Meetings of the Econometric Society, Bocconi University (2008)
Latin America Meetings of the Econometric Society, Universidad Los Andes (2007)
Central European Program for Economic Theory Workshop, University of Udine (2007)
Conference on Behavioral Economics, University of Lyon (2007)
CRETA Summer Conference, University of Warwick (2007)

International Collaborations

The World Bank Development Research Group (with Dr. Bilal Zia - RCT in Indonesia)
The Abdul Latif Jameel Poverty Action Lab J-PAL South East Asia (RCT in Indonesia)
Innovations for Poverty Action (IPA) in Ghana (RCT in Ghana)
Innovations for Poverty Action (IPA) in Colombia (RCT in South America)
The National Board for Small Scale Industries (NBSSI), Ghana (RCT in Ghana)
Financial Sector Deepening (FSD) - Kenya (RCT in Kenya)
Digital Divide Data – Kenya (RCT in Kenya)

Survey Meter - Indonesia (RCT in Indonesia)
MICRA – Indonesia (RCT in Indonesia)
PAC – India (RCT in India)
IFMR – India (RCT in India)

Refereeing

Econometrica · Journal of Political Economy (x2) · Quarterly Journal of Economics · Quantitative Economics · Economic Journal (x3) · Review of Economics and Statistics · Management Science (x4) · Games and Economic Behavior · European Economic Review · International Economic Review (x2) · World Development (x3) · World Bank Economic Review · Economic Development and Cultural Change · Canadian Journal of Economics · Experimental Economics (x2) · PLOS ONE (x3) · Social Choice and Welfare · Journal of Economic Behavior and Organization (x5) · Journal of Economic Psychology (x2) · Theory and Decision (x2) · Journal of Behavioral and Experimental Economics (x2) · Journal of Public Economic Theory · Journal of Economic Surveys · Journal of Socio-Economics · Journal of International Development · Mathematical Social Sciences · Journal of Economics and Statistics · Economics and Philosophy · The Manchester School · Kyklos · Journal of African Economies · Political Research Quarterly · Food Security · Journal of Human Development · Journal of Development Studies · Journal of Economic Inequality · Economic Development Quarterly · Food Policy.

External Reviewer and Other Professional Activities

Reviewer for BRAC Grant Applications, 2022.
Mentor in the "Adopt a Paper" program, 2021.
Member of the Research Review Committee of eight lead Economics and Business Faculties in The Netherlands, 2021.
Reviewer for FNRS Grant Application, Belgium, 2020, 2021, 2022.
Reviewer for NSF Grant Application, USA, 2018, 2021.
Reviewer for book proposal, MIT Press, USA, 2018.
Reviewer for FWO Grant Application, Belgium, 2018.
Reviewer for book proposal, Oxford University Press, UK, 2017.
Reviewer for NWO Grant Application, NL, 2014, 2021.
Reviewer for ESRC-UK Grant application, UK, 2013.

PhD Thesis Co-supervisor (first position in parenthesis)

Victor H. Gonzalez (Tilburg U.), 2013 – 2017 (U. Vienna, Assistant Professor TT)
Julius Rüschenpöhler (Tilburg U.), 2014 – 2018 (U. Berkeley, CEGA, Postdoc)
Tung Nguyen (Tilburg U.), 2018 – present
Sueda Evirgen (Tilburg U.), 2020 – present
Till Wickers (Tilburg U.), 2022 - present

Member of PhD Committee

2019 Seemanti Ghosh (Glasgow University)
2017 Rahel Kitessa (Tilburg University)
2017 Lucas Besters (Tilburg University)
2015 Mequanint Biset Melesse (Wageningen University)
2015 Martin Leites (Universidad Autónoma de Barcelona)
2015 Ruixin Wang (Tilburg University)
2014 Giovanni Giusti (Pompeu Fabra)
2014 Haki Pamuk (Tilburg University)

Managerial Duties

2019 - 2021 Organizer of the ENTER Network Jamboree
2019 - Director of ENTER Network (Universitat Autònoma de Barcelona, Université Libre de Bruxelles, University College London, Universidad Carlos III, Universität Mannheim, University of Stockholm & Stockholm School of Economics, Tilburg University, Université de Toulouse 1)
2013 - Co-organizer of The Netherland Development Economics Annual Workshop
2018 – 2020 Academic mentor BSc Economics.
2013 - 2017 PhD. job market placement committee, Tilburg University, 2013 – 2017
2018 – 2019 Coordinator for Social Sciences of the Network of Argentinean Scientists in The Netherlands, Ministry of Foreign Affairs, International Trade and Worship, Argentina.