

PABLO I. HERNANDEZ-LAGOS

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ACADEMIC POSITIONS

Assistant Professor of Economics, New York University Abu Dhabi (08/2013 – Present)

Visiting Scholar, Paris School of Economics (01/2015)

Visiting Scholar, Kellogg MEDS, Northwestern University (05/2014 – 08/2014)

EDUCATION

University of California Berkeley, Haas School of Business, PhD (07/2008 – 05/2013)

University of California Berkeley, Haas School of Business MS Business Administration (07/2008 – 05/2010)

Universidad de Chile, Center for Applied Economics, MS (Maximum Distinction, 03/2005 – 10/2006)

Universidad de Chile, Industrial Engineering School, BS (Maximum Distinction, 03/2000 – 10/2006)

RESEARCH

Working Papers

“Predicting Startup Survival Using a Normalized Burn Rate” (with R. Berman). Featured:
[KNOWLEDGE@WHARTON](#), [VCCircle](#), [Mill for Business](#), [Social Science For The World](#).

“In Sickness and In Health: the Market Value of Political Leadership” (with T. Reyes and M. Alvarez)

Published Papers

“Do People Who Care About Others Cooperate More? Experimental Evidence from Relative Incentive Pay,” (with D. Minor and D. Sisak). *Experimental Economics* (2017). DOI: <https://doi.org/10.1007/s10683-017-9512-9>.
Featured: [Financial Times](#), [KelloggInsight](#)

“Does Risk Shifting Really Happen? Results from an Experiment,” (with P. Povel and G. Sertsios). *Review of Corporate Finance Studies* (2017) 6 (1): 68-101. DOI: <https://doi.org/10.1093/rcfs/cfw006>

Submitted Papers

“The Paradox of Civilization: Pre-institutional Sources of Security and Prosperity,” (with E. Dal Bó and S. Mazzuca). NBER working paper No. 21829. Featured:
[voxeu.org](#) (Most read, August), [NBER](#), [bradford-delong.com](#) (“Must-reads”), [Brink news](#).

“Political Identity and Trust,” (with D. Minor).

“Cooperative Initiative through Pre-Play Communication in One-Shot Games”

GRANTS AND HONORS

Grants

Mack Institute for Innovation Management Research Fellowship. Wharton (US\$7k)	2015
X-lab Research Grant, UC Berkeley (US\$10k)	2011, 2012

Honors

Sasakawa Research Fellowship, Sasakawa Foundation, IBI-Haas.	2008 – 2012
Dean's Research Fellowship, Dean, UC Berkeley-Haas.	2008 – 2012
Haas PhD program Fellowship, PhD Program, UC Berkeley-Haas.	2008 – 2011

President of the Republic Fellowship, Ministry of Planning, Chile.	2008
Self-Application Scholarship CONICYT, Chile.	2008
Outstanding Student, Industrial Engineering, Universidad de Chile.	2003 – 2005

INVITED SEMINARS, CONFERENCES AND LECTURES

2018

Culture, Institutions and Development Summer Meetings, Galatina Italy, August (scheduled)
 Cultural Transmission and the Economics of Cultural Change Conference Paris School of Economics, March

2017

National Tax Association (U.S.) Annual Meeting, November
 12th Institutions and Innovation. Harvard Business School, October
 National Bureau of Economic Research (NBER) Summer Institute, July
 Warwick-Princeton-Utah Political Economy Conference, May
 INSEAD Doriot Entrepreneurship, May
 NBER Political Economy Program, April

2016

11th Institutions and Innovation. Harvard Business School, October
 36th Annual Conference Strategic Management Society, September
 31st Annual Congress of the European Economic Association, August
 Econometric Society Meeting Philadelphia, June
 Oxford-Duke Conference on Cognitive Approaches to Law, Economics, Politics and Policy, April
 NBER Political Economy Program, April
 NYU Global Network Experimental Social Sciences Workshop, January
 AEA meetings: Econometric Society, North American Winter Meeting, January

2015

10th Institutions and Innovation. Harvard Business School, November
 Pontificia Universidad Católica de Chile, Entrepreneurial Strategy Under Uncertainty, July
 Paris School of Economics, Economics and Psychology Seminar, January
 Paris School of Economics, Roy-Adres Seminar Economic Theory, January
 New York University AD, Research Conference, March
 New York University AD, SSEL Inaugural, March

2014

NHH, SEEDEC, December
 9th Institutions and Innovation. Harvard Business School, November
 U. Pompeu Fabra, Experimental Economics, October
 New York University – CESS Experimental Political Science Conference, March
 New York University AD, Winter Experimental Social Sciences Institute, January

2013

FBK Behavioral Economics, Trento, IT, October
 Universidad de Chile CEA, Managerial Economics, March
 University of Minnesota, Carlson School of Management, Work & Organizations Department, February

2012

7th Institutions and Innovation. Harvard Business School, November
 New York University NYC, Economics Science Association, June
 Yale University, ARCS, May

TEACHING

New York University, Abu Dhabi

“Corporate Finance,” Undergraduate elective. Spring 2014, 2015, 2016. Fall 2016
“What Do Leaders Do?” Undergraduate CORE. Spring 2016. Fall 2016. Fall 2017(2), Fall 2018(2)
“Mathematics for Social Sciences II,” Undergraduate. Spring 2014(2)
“Mathematics for Social Sciences I,” Undergraduate. Fall 2014, 2013

University of California, Berkeley

“Ethics & Leadership,” MBA core (GSI, Prof. Dal Bó). Spring 2013
“Strategy” MBA core (GSI, Prof. De Figueiredo). Spring 2011

Universidad de los Andes, Chile

“Principles of Economics,” Undergraduate core. 2007 – 2008

Universidad de Chile, Chile

“Macroeconomics,” MSc Economics core (T. A., Profs. A. Repetto and R. Bergoing).
2005 – 2006

PROFESSIONAL EXPERIENCE

Ministry of Economics, Government of Chile	2006 – 2008
Economic Adviser. National Innovation Council	
Ministry of Economics, Government of Chile	2006 – 2008
Adviser to Head of National Innovation Council (former Finance Minister, N. Eyzaguirre)	
Dean of Berkeley-Haas School of Business, Rich Lyons, CA, US	2008
Adviser. Benchmark analysis of Latin America’s innovation systems	
CONICYT, Comisión de Investigación Científica y Tecnológica, Chile	2006
Consultant. Econometric analysis of awardee’s success	
Juan Braun, Imactiva - Technology for Education, Chile	2006 – 2007
Consultant. Analysis of Chile's Education System	
Rodamendez Ltda, Importers - Power Transmission Company, Chile	2004
Consultant. Revenue management and inventories	
Iansa S.A., Sugar Production Company, Chile	2003
Intern. Maintenance Department	

PROFESSIONAL AFFILIATIONS AND SERVICE

Academy of Management, Strategic Management Society.
American Economic Association, Econometric Society, Economic Science Association,

Ad-hoc Reviewer for: Journal of the European Economic Association, European Economic Review, American Political Science Review, American Journal of Political Science, Theory and Decision, Journal of the Economic Science Association, Journal of Economics & Management Strategy, The B.E. Journal of Theoretical Economics.

UNIVERSITY SERVICE

New York University, Abu Dhabi

*Organizer: Economics Department Internal Seminar
*Member: Prototyping Grant Committee NYUAD. Committee establishes policies for the distribution of the NYUAD Prototyping Fund. [Speaker](#) and contributor to [StartAD](#)
*Mentoring Post-doctoral: NYUAD [Aaron Kamm](#) (co-mentoring with [Rebecca Morton](#));
*Capstone thesis (undergraduate): [Dmitriy Tretyakov](#), Huda Al Shaikh, [Khalid Al Qasimi](#), [Yuqi Sun](#), [Yuliya Lukashenko](#), Abdulla Al Mutawa, [Daria Baidakova](#). *Faculty advisor: Latin America Special Interest Student Group, Declamation Group