

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, School of Industrial Engineering, BS (Maximum Distinction, 03/2000 – 10/2006)

RESEARCH FOCUS

I study the economic and political mechanisms that allow societies to achieve peace and prosperity. My current research explores the effect of technology on the origins of civilization. My other work uses experiments and formal theory models to study cooperation, with an emphasis on leadership emergence and effectiveness.

RESEARCH PAPERS

Invited Re-submission

“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](http://NBER.org), bradford-delong.com (“Must-reads”), [Brink news](http://Brinknews.com).

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

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

Published

“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](http://FinancialTimes.com), [KelloggInsight](http://KelloggInsight.com)

“An Experimental Analysis of Risk-Shifting Behavior,” (with P. Povel and G. Sertsios). *Review of Corporate Finance Studies* (2017) 6 (1): 68-101. DOI: <https://doi.org/10.1093/rcfs/cfw006>

“Rents from Power for a Dissident Elite and Mass Mobilization,” (with K. Aköz). *Scottish Journal of Political Economy*. (2018) DOI: <https://doi.org/10.1111/sjpe.12205>.

Working Papers

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

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

“Knowledge Economies: China and the United States,” (with R. Jagannathan). Featured: [The Hill](http://TheHill.com).

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

2019

15th International Conference, Western Economic Association, Tokyo, March (scheduled)
New York University – CESS Experimental Political Science Conference, February (scheduled)
Economic Science Association – Annual Meeting, Abu Dhabi, January (scheduled)

2018

LAWEBESS, Universidad de Santiago de Chile, December
13th Institutions and Innovation. Harvard Business School, October
Culture, Institutions and Development Summer Meetings, Galatina Italy, August
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, Spring 2019.
“What Do Leaders Do?” Undergraduate Colloquium. 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. Bergoeing).
2005 – 2006

PROFESSIONAL EXPERIENCE

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

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