

# PABLO I. HERNANDEZ-LAGOS

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## ACADEMIC POSITIONS

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**New York University Abu Dhabi**

*Assistant Professor of Economics*

*08/2013 - Present*

**London School of Economics**

*Visiting Scholar*

*Summer 2019*

**Paris School of Economics**

*Visiting Scholar*

*Winter 2014-2015*

**Northwestern University, Kellogg MEDS**

*Visiting Scholar*

*Summer 2014*

## EDUCATION

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**University of California Berkeley, Haas School of Business, PhD**

*07/2008 - 05/2013*

**University of California Berkeley, Haas School of Business, MSc**

*07/2008 - 05/2010*

**Universidad de Chile, Center for Applied Economics, MSc**

*03/2005 - 10/2006*

**Universidad de Chile, Industrial Engineering School, BSc**

*03/2000 - 10/2006*

## RESEARCH FOCUS

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I study the effect of leaders' decisions on economic growth, peace and cooperation. My work uses theory, empirical models and experiments, and currently explores the extent to which China threatens U.S. cultural and technological hegemony.

## RESEARCH PAPERS

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### Published

1. **“Do People Who Care About Others Cooperate More? Experimental Evidence from Relative Incentive Pay,”** (with D. Minor and D. Sisak). *Experimental Economics* (2017) 20(4), 809-835.

DOI: <https://doi.org/10.1007/s10683-017-9512-9>.

Featured: Financial Times, KelloggInsight

2. **“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>.

3. **“Rents from Power for a Dissident Elite and Mass Mobilization,”** (with K. Akoz). *Scottish Journal of Political Economy*, (2019) 66(4), 584-604.

DOI: <https://doi.org/10.1111/sjpe.12205>.

4. **“Cooperative Initiative through Communication in Simple Games,”** *Journal of Behavioral and Experimental Economics*, (2019) 80, 108-120.

DOI: <https://doi.org/10.1016/j.socec.2019.04.002>.

5. **“Political Identity and Trust,”** (with D. Minor). *The Quarterly Journal of Political Science*, forthcoming.

Featured: Working Knowledge HBS

#### Submitted

6. **“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”).

7. **“Predicting Startup Survival Using a Normalized Burn Rate,”** (with R. Berman).

Featured: KNOWLEDGE@WHARTON, Mill for Business, Social Science for the World

8. **“In Sickness and In Wealth: The Effect of National Leaders’ Health on Citizens’ Expectations”** (with T. Reyes and M. Alvarez).

#### Not Submitted

9. **“Do Leaders Matter? - A Replication”** (with T. Reyes and R. Zúñiga)

#### Work in Progress

10. **“A Gravity Model of Artificial Intelligence Knowledge Flows Across World Cities.”**

Featured: The Hill, The Times of India

11. **“Do Tax Breaks on Capital Gains Increase Demand for Artificial Intelligence Skills Across U.S. Cities? The Case of Opportunity Zones,”** (with C. Jara-Figueroa and R. Seamans).

## TEACHING

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### New York University Abu Dhabi

“What do Leaders Do?” Undergraduate Core. Inter-disciplinary approach to examine leadership. *Fall 2019 (2 sections), Fall 2018 (2 sections), Fall 2017 (2 sections), Fall 2016, Spring 2016.*

“U.S. in Conflict” Undergraduate. Field course (SF, LA, DC, NYC) examines social unrest in U.S. *Summer 2019.*

“Corporate Finance” Undergraduate. *Spring 2019, Fall 2016, Spring 2016, Spring 2015, Spring 2014.*

“Mathematics for Social Sciences II” Undergraduate. Multivariate calculus. *Spring 2014.*

“Mathematics for Social Sciences I” Undergraduate. Univariate calculus. *Fall 2014 (2 sections), Fall 2013.*

## GRANTS AND HONORS

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### Grants

CITIES Research Center (Total USD 1.7m, P.I. Professor Mónica Menéndez) *2019*

Mack Institute for Innovation Management Research Fellowship. Wharton (USD 7k) *2015*

X-lab Research Grant, UC Berkeley (USD 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.  
Outstanding Student, Industrial Engineering, Universidad de Chile.

2008  
2003 - 2005

## INVITED SEMINARS, CONFERENCES AND LECTURES

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**2019:** 14th Institutions and Innovation. Harvard Business School, October. MIT-HU City Science Summit. Hamburg, October. 15th International Conference, Western Economic Association, Tokyo, March. New York University – CESS Experimental Political Science Conference, February. Economic Science Association – Annual Meeting, Abu Dhabi, January. **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, 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.

## PROFESSIONAL AFFILIATIONS AND SERVICE

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### Affiliations

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

### Reviewer for

The American Political Science Review (APSR), The Journal of the European Economic Association (JEEA), The American Journal of Political Science (AJPS), European Economic Review, Theory and Decision, The Journal of the Economic Science Association, The Journal of Economics & Management Strategy, The B.E. Journal of Theoretical Economics, Games and Economic Behavior.

### New York University Abu Dhabi Service

- Organizer: Economics Department Internal Seminar, 100 speakers since Fall 2013.
- Participated in the creation of a new major in Business and Society. “What do Leaders Do?” will be a required course.
- Deliver to the UAE Executive Affairs Authority officials talk called “What Do Leaders Do?”

- Speaker and contributor to StartAD, the NYUAD business incubator. Talks include entrepreneurship and diversification to Ministry of Economy officials, and burn-rate and new firm survival to UAE entrepreneurs.
- Prototyping Grant Committee NYUAD. Committee establishes policies for the distribution of the NYUAD Prototyping Fund.
- Engage with NYUAD Arts Center (Bill Bragin's team) to invite performing artists to speak at my lectures.
- Engage with colleagues from different divisions (Engineering, Arts and Humanities) to establish connections with UAE Department of Urban Planning and Municipalities (DPM) and Airports Authority.
- Organize lectures of prominent professionals (e.g., Luis Oganés from JP Morgan) to speak to students about economics job markets and career prospects.
- Mentor to post-doctoral affiliate Aaron Kamm (co-mentoring with Professor Rebecca Morton).
- Capstone thesis (undergraduate): 15 in previous years and 3 this year.
- Undergraduate advisees: 12.
- Faculty advisor: Latin America Special Interest Student Group, Declamation Group.
- Recommendation letters for 17 students, including graduate studies under the auspices of Schwarzman (1 finalist) and Rhodes (2 finalists) scholarships.
- My lectures have been filmed and photographed for NYU advertising purposes.