

PABLO I. HERNANDEZ-LAGOS

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Updated: 08/08/2022

ACADEMIC POSITIONS

Yeshiva University, Sy Syms School of Business

Associate Professor of Strategy and Entrepreneurship

2021 - Present

New York University Abu Dhabi

Associate Professor of Economics

2020

New York University Abu Dhabi

Assistant Professor of Economics

2013 - 2019

VISITING POSITIONS

London School of Economics

Summer 2019

Paris School of Economics

Winter 2014-2015

Northwestern University, Kellogg MEDS

Summer 2014

EDUCATION

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

I study the effect of leaders' decisions on economic growth, peace, and cooperation. My work uses theory, empirical models, and experiments and currently explores whether entrepreneurs should focus on quality or quantity when allocating resources within their firms.

RESEARCH PAPERS

Published

The Paradox of Civilization: Pre-institutional Sources of Security and Prosperity

The American Political Science Review, (2022), 116(1), 213-230. (Joint with E. Dal Bó and S. Maz-
zuca.)

DOI: <https://doi.org/10.1017/S000305542100071X>.

Featured: vox.eu.org (Most read, August), NBER, bradford-delong.com ("Must-reads").

Beijing's Central Role in Global Artificial Intelligence Research

Forthcoming, *Nature Scientific Reports* 2022 (Joint with B. AlShebli, E. Cheng, R. Jagannathan, T.
Rahwan.)

Latest version.

Featured: The Hill, The Times of India, Entrepreneur

Political Identity and Trust

The Quarterly Journal of Political Science (2020) 15(3), 337-367. (Joint with D. Minor.)

DOI: <http://dx.doi.org/10.1561/100.00018063>.

Featured: Working Knowledge HBS

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>.

Do People Who Care About Others Cooperate More? Experimental Evidence from Relative Incentive Pay

Experimental Economics (2017) 20(4), 809-835. (Joint with D. Minor and D. Sisak.)

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

Featured: Financial Times, KelloggInsight

An Experimental Analysis of Risk-Shifting Behavior

Review of Corporate Finance Studies (2017) 6(1): 68-101. (Joint with P. Povel and G. Sertsios.)

DOI: <https://doi.org/10.1093/rcfs/cfw006>.

Rents from Power for a Dissident Elite and Mass Mobilization

The Scottish Journal of Political Economy, (2019) 66(4), 584-604. (Joint with K. Akoz.)

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

Invited Re-submission

What is the Impact of Opportunity Zones on Job Postings?

Revise and Resubmit, *Journal of Urban Economics, Insights* (Joint with R. Atkins, C. Jara-Figueroa and R. Seamans.)

Link: https://papers.ssrn.com/sol3/papers.cfm?abstract_id=3673986

Featured: Politico, Bloomberg, Pew Charitable Trusts

Entrepreneur's Knowledge, Firm Survival and the Normalized Burn Rate

Reject and Resubmit, *Strategic Entrepreneurship Journal*. (Joint with R. Berman)

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

Submitted

The Effect of National Leaders' Health on Markets

(Joint with T. Reyes and M. Alvarez.)

Entrepreneurial Uncertainty and Resource Allocation

(Joint with R. Berman and D. Kim)

Working Papers

Growth, Conflict and Hierarchies

(Joint with Tanguy LeFur and Etienne Wasmer)

By Invitation

Want to Excel in ESG? Craft a "Green Ocean" Strategy. *Harvard Business Review*, Jun 13, 2022.

(Joint with D. Minor)

Link: <https://hbsp.harvard.edu/product/H0734F-PDF-ENG>

Yeshiva University, Sy Syms School of Business

“Leading with Emotional and Moral Intelligence” MBA. Provides an inter-disciplinary approach to examine leadership. *Fall 2021, Spring 2022, Fall 2022*

“Advanced Leadership and Business Strategy” MBA. Examines the interplay between leadership and business strategy. *Spring 2022*

“Leadership” Undergraduate. Examines power and vulnerability in business and the economy. *Fall 2021, Spring 2022, Fall 2022*

“Principles of Strategy” Undergraduate. Provides an introduction to business strategy. *Fall 2021, Spring 2022, Fall 2022*

New York University Abu Dhabi

“What do Leaders Do?” Undergraduate Core. Inter-disciplinary approach to examine leadership. *Fall 2020 (2 sections), 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. *Summer 2020, 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 AWARDS

Grants

2022 Dean’s Research Fund (Total USD 6.5k)	<i>2022</i>
CITIES Research Center (Total USD 1.7m, P.I. Professor Mónica Menéndez)	<i>2019</i>
Mack Institute for Innovation Management Research Fellowship. Wharton (USD 7k)	<i>2015</i>
X-lab Research Grant, UC Berkeley (USD 10k)	<i>2011, 2012</i>

Awards

The Sy Syms Innovation and Excellence in Teaching Award	<i>2022</i>
Sasakawa Research Fellowship, Sasakawa Foundation, IBI-Haas.	<i>2008 - 2012</i>
Dean’s Research Fellowship, Dean, UC Berkeley-Haas.	<i>2008 - 2012</i>
Haas PhD program Fellowship, PhD Program, UC Berkeley-Haas.	<i>2008 - 2011</i>
President of the Republic Fellowship, Ministry of Planning, Chile.	<i>2008</i>
Self-Application Scholarship CONICYT, Chile.	<i>2008</i>
Outstanding Student, Industrial Engineering, Universidad de Chile.	<i>2003 - 2005</i>

INVITED SEMINARS, CONFERENCES AND LECTURES

2022: Strategic Management Society meeting London, September. Strategy Science Conference NYU NYC, June. **2021:** Brookings, Opportunity Zones: The early evidence, online, February. **2020:** NYU Urban Initiative, Wagner, March. **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, SEEDDEC, 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

Affiliations

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

Reviewer for

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

Service

Yeshiva University

- Honors Committee.
- Panelist for Yeshiva University Sy Syms School of Business MBA Webinar, July 2022.
- Creating and developing Leadership course for MBA program.
- Participating in the First Spring Open House 2021.
- Representing Strategy and Entrepreneurship, Sy Syms at YU in the largest Open House 2021, November 2021.
- Guest speaker MBA Webinar November 2021, talk titled “The Paradox of Leadership.”
- Participation with Sy Syms Dean Dr. Wasserman and Associate Deans Dr. Pava and Dr. Giloni in the re-design of the Honors Program.

New York University Abu Dhabi

- 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.
- Speaker at the Young Economist Program, organized by Her Excellency Shamma Bint Suhail Faris Al Mazrui, Minister of State for Youth.