

# PABLO I. HERNANDEZ-LAGOS

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## ACADEMIC POSITIONS

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**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

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**London School of Economics**

*Summer 2019*

**Paris School of Economics**

*Winter 2014-2015*

**Northwestern University, Kellogg MEDS**

*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 whether entrepreneurs should focus on quality or quantity when allocating resources within their firms.

## RESEARCH PAPERS

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### Published

#### **What is the Impact of Opportunity Zones on Job Postings?**

*Journal of Urban Economics, Insights*, (2023) forthcoming, (Joint with R. Atkins, C. Jara-Figueroa and R. Seamans.)

Latest version

Featured: Politico, Bloomberg, Pew Charitable Trusts.

Cited by the Congressional Research Service (page 12) as evidence of the limited effect of Opportunity Zones.

#### **The Paradox of Civilization: Preinstitutional 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: voxeu.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.

(PhD Job Market Paper)

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**

#### **Too Much Talent? The Tradeoff Between Human and Non-Human Assets in Technology Startups** (with Ron Berman and Danny Kim).

Reject and Resubmit, *Strategic Management Journal*.

#### **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.)

### **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>

## TEACHING

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### 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, Spring 2023*

"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, Spring 2023*

"Principles of Strategy" Undergraduate. Provides an introduction to business strategy. *Fall 2021, Spring 2022, Fall 2022, Spring 2023*

### 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

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### Grants

2022 Dean's Research Fund (Total USD 6.5k)	2022
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

### Awards

The Sy Syms Innovation and Excellence in Teaching Award	2022
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

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**2023:** Management, Analytics & Data Conference, Columbia Business School, May (s). David Eccles School of Business, University of Utah, Strategy Seminar, April (s). USC Marshall School of Business China Research Group Seminar, April (s). **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, 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

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 Review of Economic Studies, 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 Economics & Management Strategy, The B.E. Journal of Theoretical Economics, Games and Economic Behavior, The Journal of the Economic Science Association.*

### Service

#### Yeshiva University

- Honors Committee.
- Guest speaker Yeshiva University Sy Syms School of Business MBA Webinar, July 2022.
- Participating in the First Open House Spring 2021, Spring 2022 and Fall 2022.
- 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.