

NICOLAS AJZENMAN

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Current and Past Appointments

- 2019- **São Paulo School of Economics-FGV**, Assistant Professor of Economics
2020- **IZA - Institute of Labor Economics**, Research Affiliate
2018-2019 **Inter-American Development Bank**, Visiting Scholar in Behavioural Economics

Other affiliations

CEPE-Universidad Torcuato Di Tella (Affiliated Researcher), CLEAR (Affiliated Researcher), Inter-American Development Bank - Behavioral Economics Group

Education

- 2018 **Sciences Po**, Ph.D.in Economics
2015 **Harvard University**, Master in Public Administration in International Development
2011 **Universidad de San Andrés**, Master in Economics
2008 **Universidad de Buenos Aires**, Licentiate in Economics

Publications

- 2021 The Power of Example: Corruption Spurs Corruption - *American Economic Journal: Applied Economics*
2020 Reducing the prescription of unadvised drugs using social norm feedback by e-mail: a randomized controlled trial at national scale(with F. Torrente, J. Bustin, F. Triskier, A. Tomio, R. Mastai and F. Lopez Boo) - *JAMA Network Open*
2015 On the distributive costs of drug-related homicides (with S. Galiani and E. Seira) - *The Journal of Law and Economics*
2015 Promoting Handwashing Behavior: The Effects of Large-scale Community and School-level Interventions (with S. Galiani, P. Gertler and A. Orsola-Vidal) - *Health Economics*

Working Papers

- Immigration, Crime and Crime Perceptions (with P. Dominguez and R. Undurraga) - **R&R American Economic Journal: Applied Economics**
- More Than Words: Leaders' Speech and Risky Behavior during a Pandemic (with T. Cavalcanti and D. Da Mata) - **R&R American Economic Journal: Economic Policy**
- Salience and Accountability: School Infrastructure and Last-Minute Electoral Punishment (with Ruben Durante) - **CEPR WP, R&R Economic Journal**
- Do you want to become a teacher? Career choice motivation using behavioral strategies (with G. Elacqua, D. Hincapie, A. Jaimovich, F. Lopez Boo, D. Paredes, A. Roman) **R&R Economics of Education Review**
- Institutions Shape Culture: The Civic Imprint of Democracy (with D. Acemoglu, C. Giray Aksoy, M. Fizein and C. Molina)
- Exposure to Transit Migration, Public Attitudes and Entrepreneurship (with S. Guriev and C. Giray Aksoy) - **CEPR WP, IZA WP, EBRD WP**
- Altruism or money? Breaking teacher sorting using behavioral interventions in Peru (with E. Bertoni, G. Elacqua, L Marotta and C. Mendez Vargas) - **IDB WP**
- Do you want to become a teacher? Career choice motivation using behavioral strategies (with G. Elacqua, D. Hincapie, A. Jaimovich, F. Lopez Boo, D. Paredes, A. Roman)
- Crime Concentration and Hot-Spots Dynamics in Latin America (with L. Jaitman) - **IDB WP**
- Civic Duty, Personal Interest and Tax Compliance: Evidence from a Large-Scale Field Experiment in Argentina (with R. Perez Truglia and R. Durante)

In the Field

- Fighting teacher sorting with behavioral interventions in Ecuador (with G. Elacqua, L Marotta and S. Olsen; AEA RCT AEARCTR-0005036)
- Do stigma reduction strategies increase program take-up? Evidence from a large-scale experiment using SMS (AEARCTR-0006549)

Honors, Scholarships and Fellowships

2019	IADB Migration Initiative Grant for the project "Immigration and Crime" (with Raimundo Undurraga)
2017	Alliance Mobility Grant (Columbia University - Sciences Po)
2015	Full PhD Scholarship (Sciences Po)
2014	Research Fellowship (David Rockefeller Center for Latin American Studies, Harvard University)
2013	Fulbright Masters Scholarship, Monica Archibald Fund Masters Scholarship, De Fortabat Fellowship (Harvard University)
2010	Merit Scholarship for Graduate Studies (Universidad de San Andres)
2008	<i>Magna Cum Laude</i> Award (Universidad de Buenos Aires)

Professional Activities

Conference and Seminar Presentations

2017-21: Econometric Society North American Summer Meeting 2021 (scheduled), SOLE 2021 (scheduled), Universidad de Montevideo (scheduled), YoDEV 2021, EAFIT, UCLA's Emerging Immigration Scholar Workshop 2021, Royal Economic Society Annual Conference 2021, NBER DEV SI 2020, EBRD Research Seminar, NEUDC 2020, SBE 2020, World Bank, Behavioral Insights Global Seminar Series, Lehigh University, Universidad de Chile, King's College London Workshop on Migration, Universidad Torcuato Di Tella-Economics, LAUrban Network Meeting 2020 (Lacea), APPAM 2020 International Conference, Society for Institutional and Organizational Economics Annual Conference 2020, Universidad de San Andres, Royal Economic Society Annual Conference (cancelled), Lacea Brain, INSPER (cancelled), Universidad del Rosario, George Washington University, Society for Institutional and Organizational Economics Annual Conference 2019, LACEA-LAMES Annual Meeting (Puebla), LACEA Brain Meeting (Washington D.C.), Louisiana State University, FGV-São Paulo School of Economics, CIDE, Universidad de Los Andes, Inter-American Development Bank, Royal Economic Society Symposium of Junior Researchers (Bristol), Sciences Po Department of Economics Seminar (Paris), 14th Workshop for Young Economists on Social Economy (Forli), Association of Economics, Religion and Culture (ASREC) Conference in Europe, Research Seminar European Bank for Reconstruction and Development, LACEA-LAMES Annual Meeting, Sciences Po Internal Seminar.

Referee Activity

Journal of Development Economics, Behavioral Public Policy, European Economic Review, Journal of Law, Economics and Organization, Israel Science Foundation, Economic Policy, Journal of Economic Behavior and Organization, Journal of Quantitative Criminology)

Conference/Seminar Organization

Applied Micro and Econometrics Seminar - São Paulo School of Economics (organizer, Fall 2020, Fall 2021), Behavioral Science Lab Seminars (Reviewer, 2021), LACEA Brain Meeting (Scientific Committee, 2019), Editor Foco Economico (2021)

External Academic Jury

2020: Joao Pugliese (Master in Economics, São Paulo School of Economics-FGV)
 2019: Nicolas Guida-Johnson (Master in Economics, Universidad de San Andrés)

Past Research Experience

2017	Research Consultant, Office of the Chief Economist, European Bank for Reconstruction and Development
2015	External Consultant, Citizen Security and Justice Department, Inter-American Development Bank
2014	Short-Term Researcher, Center for International Development, Harvard University
2012-13	Research Consultant, Water and Sanitation Program, The World Bank
2010-12	Research Assistant for Prof. Sebastián Galiani

Teaching Experience

2020	Behavioral Economics (Masters/Ph.D), São Paulo School of Economics-FGV
2020	Economics of Crime (Masters/Ph.D), São Paulo School of Economics-FGV
2019	Behavioral Economics (U), São Paulo School of Economics-FGV
2018	Political Economics (U), Sciences Po, Co-Instructor
2017	Published an official Harvard Teaching Case Study: <i>In the Cold Light of Day: A Case Study of Argentina's 2001-2002 Economic Crisis</i> (with E. Levy Yeyati and P. Tavella)
2015-16	Public Economics (U), Sciences Po, TA for Prof. Ruben Durante
2015-16	Economics of Mass Media (U), Sciences Po, TA for Prof. Ruben Durante
2014-15	Advanced Macroeconomics for the Open Economy II (Masters), Harvard Kennedy School of Government, Teaching Fellow for Prof. Filipe Campante
2014-15	Development Policy Strategy (Masters), Harvard Kennedy School of Government, Teaching Fellow for Prof. Ricardo Hausmann
2007-10	Econometrics (U), Universidad de Buenos Aires, TA for Prof. Eva Cattaneo
2010-11	Intermediate Microeconomics (U), Universidad de Buenos Aires, Teaching Fellow

Skills

Computer: Stata, R, ArcGis, LaTeX, Python, VB6, SQL

Languages: Spanish (native), English (fluent), Portuguese (fluent), French (basic)

References

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