

# NICOLAS AJZENMAN

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## Current and Past Appointments

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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

## Education

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**Sciences Po**, Ph.D.in Economics

*Graduated in 2018. Committee: Sergei Guriev, Filipe Campante, Roberto Galbiati and Claudia Senik*

**Harvard University**, Master in Public Administration in International Development

**Universidad de San Andrés**, Master in Economics

**Universidad de Buenos Aires**, Licentiate in Economics

## Publications

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More Than Words: Leaders' Speech and Risky Behavior during a Pandemic (w/ T. Cavalcanti and D. Da Mata) - **American Economic Journal: Economic Policy** (conditionally accepted, 2022)

Immigration and Labor Market (Mis)Perceptions - **American Economic Association: Papers and Proceedings** (forthcoming, 2022)

The Power of Example: Corruption Spurs Corruption - **American Economic Journal: Applied Economics** (2021)

Salience and Accountability: School Infrastructure and Last-Minute Electoral Punishment (w/ Ruben Durante) - **Economic Journal** (conditionally accepted, 2021)

Do you want to become a teacher? Career choice motivation using behavioral strategies (w/ G. Elacqua, D. Hincapie, A. Jaimovich, F. Lopez, D. Paredes, A. Roman) - **Economics of Education Review**(2021)

On the distributive costs of drug-related homicides (w/ S. Galiani and E. Seira) - **The Journal of Law and Economics** (2015)

## Working Papers

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Immigration, Crime and Crime Perceptions (w/ P. Dominguez and R. Undurraga) - **R&R American Economic Journal: Applied Economics**

Altruism or money? Breaking teacher sorting using behavioral interventions in Peru (w/ E. Bertoni, G. Elacqua, L Marotta and C. Mendez Vargas) - **IDB WP R&R Journal of Labor Economics**

Exposure to Transit Migration, Public Attitudes and Entrepreneurship (w/ S. Guriev and C. Giray Aksoy) - **IZA WP R&R Journal of Development Economics**

(Successful) Democracies Breed Their Own Support (w/ Daron Acemoglu, Cevat Giray Aksoy and Martin Fiszbein and Carlos Molina) - **NBER WP**

Institutions Shape Culture: The Civic Imprint of Democracy (w/ D. Acemoglu, C. Giray Aksoy, M. Fizbein and C. Molina) - *Draft in Preparation*

Order Effects and Employment Decisions: Experimental Evidence from a Nationwide Program (w/ G. Elacqua, L. Marotta and S. Olsen) - *IZA WP*

Nudging parents to increase preschool attendance: Evidence from a nationwide RCT in Uruguay (w/ L. Becerra, J. Hernandez, F. Lopez Boo, M. Perez, A. Vazquez and M. Mateo) - *IZA WP*

## In the Field

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Do stigma reduction strategies increase program take-up? Evidence from a large-scale experiment using SMS in Uruguay (AEARCTR-0006549)

Getting out the (swing) vote: evidence from Argentina (w/ G. Cruces)

Humans Against Bots: Scaling-up Behavioral Interventions (AEARCTR-0008269)

Cognitive Dissonance in Prosocial Employment Choices: a Nationwide RCT in Peru

Skin Color and Public Attitudes Towards Immigrants: Experimental Evidence from Latin America

## Other Academic Publications

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Reducing the prescription of unadvised drugs using social norm feedback by e-mail: a randomized controlled trial at national scale(w/ F. Torrente, J. Bustin, F. Triskier, A. Tomio, R. Mastai and F. Lopez Boo) - *JAMA Network Open (2021)*

Promoting Handwashing Behavior: The Effects of Large-scale Community and School-level Interventions (w/ S. Galiani, P. Gertler and A. Orsola-Vidal) - *Health Economics (2015)*

## Policy Publications

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Evaluacion de la intervencion para aumentar la inscripcion de afrodescendientes a cursos de capacitacion para el empleo en Uruguay (Spanish, w/ Mauricio Cotino, 2021) - **IDB Technical Note (2021)**

Designing behaviorally informed health interventions: adherence to micronutrient treatment in El Salvador (w/ Pedro Bernal, Stewart Kettle, Florencia Lopez Boo and Emma Iriarte) - **IDB Technical Note (2020)**

Lessons from behavioral economics to improve treatment adherence in parenting programs: an application to SMS (w/ F. Lopez Boo) - **IDB Technical Note (2019)**

In the Cold Light of Day: A Case Study of Argentina's 2001-2002 Economic Crisis w/ M. Walton, E. Levy Yeyati and P. Tavella)- **Harvard Kennedy School of Government Teaching Case (2017)**

## Professional Activities

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### *Referee Activity*

*American Economic Journal: Applied Economics, American Economic Journal: Economic Policy, Journal of Public Economics, Journal of Development Economics, European Economic Review, Journal of Economic Behavior and Organization, Journal of Policy Analysis and Management, Journal of Quantitative Criminology, Journal of Law, Economics and Organization, Economic Policy, Behavioral Public Policy, Israel Science Foundation*

### **Conference and Seminar Presentations**

2017-21: Georgetown-World Bank Development Series (scheduled), AEA 2022, UChicago-UCema Joint Initiative for Latin American Experimental Economics, UNU-WIDER 2021, CAF Latin American Development Bank (Research Department), European Economic Association-ESEM 2021, Econometric Society North American Summer Meeting 2021, SOLE 2021, Universidad de Montevideo, Banco de Colombia, Universidad Nacional de La Plata, Lacea-Lames 2021, YoDEV 2021, EAFIT, UCLA's Emerging Immigration Scholar Workshop 2021, Royal Economic Society Annual Conference 2021, NBER DEV SI 2020, UNSW, 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), AP-PAM 2020 International Conference, Society for Institutional and Organizational Economics Annual Conference 2020, Universidad de San Andres, Royal Economic Society Annual Conference (cancelled), Lacea Brain, 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.

### **Conference and Seminar Organization**

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

### **Service and Outreach**

*Editor Foco Economico (Latin American Academic Economics Blog) (2021), Advisor to the Argentina's Behavioral Insights Unit (2021), Advisor on behavioral interventions during COVID-19 (Inter-American Development Bank -The Gov Lab, 2020), Advisor to the Inter-American Development Bank Behavioral Group (2019-Present), taught several Workshops on Behavioral Economics to Government Officials in Uruguay, Dominican Republic, Venezuela, Trinidad and Tobago, Ecuador, Peru and Colombia*

### **Student Advising or External Jury**

Carolina Zweig, Pedro Sant'Anna, Filipe Cavalcanti, Bruno de Assis Vicente (São Paulo School of Economics-FGV) [Advisor], Joao Pugliese (Master in Economics, São Paulo School of Economics-FGV), Nicolas Guida-Johnson (Master in Economics, Universidad de San Andrés) [External Jury]

### **Teaching Experience**

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2020-21	Behavioral Economics (Masters/Ph.D), São Paulo School of Economics-FGV
2021	Applied Econometrics (U), São Paulo School of Economics-FGV
2021	Political Economy (U), São Paulo School of Economics-FGV
2020	Economics of Crime (Masters/Ph.D), São Paulo School of Economics-FGV
2019-20	Behavioral Economics (U), São Paulo School of Economics-FGV
2015-16	Public Economics (U), Political Economy (U) Sciences Po, TA for Prof. Ruben Durante
2014	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

## Honors, Scholarships and Fellowships

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

## Past Research Experience

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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

## Skills

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

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

## References

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Ruben Durante – Professor, Universitat Pompeu Fabra (ruben.durante@upf.edu)  
Sebastian Galiani – Professor, University of Maryland (galiani@econ.umd.edu)  
Martin Fiszbein – Assistant Professor, Boston University (fiszbein@bu.edu)  
Sergei Guriev – Professor, Sciences Po (sergei.guriev@sciencespo.fr)  
Roberto Galbiati – Professor, Sciences Po (roberto.galbiati@sciencespo.fr)