

# NICOLAS AJZENMAN

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## Current and Past Appointments

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2022 - **McGill University (Canada), Department of Economics** - Assistant Professor  
2019-2022 **São Paulo School of Economics-FGV (Brazil)** - Assistant Professor  
2018-2019 **Inter-American Development Bank** - Visiting Scholar Behavioral Economics Group

**Research Affiliate: J-PAL (Abdul Latif Jameel Poverty Action Lab), IZA - Institute of Labor Economics, Centre for the Study of Democratic Citizenship, Institute for the Study of International Development**

## Education

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**Sciences Po**, Ph.D.in Economics (Graduation: September 2018)

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

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

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

## Main Publications

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(Successful) Democracies Breed Their Own Support (w/ Daron Acemoglu, Cevat Giray Aksoy and Martin Fiszbein and Carlos Molina) - **Review of Economic Studies (accepted)**

Immigration, Crime and Crime Perceptions (w/ P. Dominguez and R. Undurraga) - **American Economic Journal: Applied Economics (2023)**

More Than Words: Leaders' Speech and Risky Behavior during a Pandemic (w/ T. Cavalcanti and D. Da Mata) - **American Economic Journal: Economic Policy (2023)**

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

Saliency and Accountability: School Infrastructure and Last-Minute Electoral Punishment (w/ Ruben Durante) - **Economic Journal (2022)**

Immigration and Labor Market (Mis)Perceptions - **American Economic Association: P&P (2022)**

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) - **Journal of Development Economics (2022)**

Exposure to Transit Migration, Public Attitudes and Entrepreneurship (w/ S. Guriev and C. Giray Aksoy) - **Journal of Development Economics (2022)**

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

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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Humans versus Chatbots: Scaling-up behavioral interventions to reduce teacher shortages (with G. Elacqua, A. Jaimovich and G. Perez) - *R&R Journal of Political Economy: Micro*

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

Discrimination in Social Media: A Field Experiment on #EconTwitter (w/ B. Ferman and P. Sant'Anna) - *WP*

On the Interplay between Political and Social Identities in Social Media (w/ B. Ferman and P. Sant'Anna) - *WP*

Media coverage disparities between native and immigrant homicide suspects (w/ B. P. Dominguez) - *Draft in Preparation*

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

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*

*Quarterly Journal of Economics, Journal of Political Economy, American Economic Journal: Applied Economics, American Economic Journal: Economic Policy, American Economic Review: Insights, Economic Journal, Journal of Public Economics, Journal of Development Economics, Journal of Human Resources, European Economic Review, Journal of Economic Behavior and Organization, Journal of Policy Analysis and Management, Journal of the Association of Environmental and Resource Economists, Economics of Education Review, Journal of Quantitative Criminology, Journal of Law, Economics and Organization, Economic Policy, Behavioral Public Policy, Israel Science Foundation*

**Conference and Seminar Presentations (not including presentations by coauthors)**

- 2024 NYU, Monash University (scheduled), University of Melbourne (scheduled), National University of Singapore (scheduled), University of New South Wales (scheduled), Universidad Autonoma de Madrid, Universidad de Buenos Aires, Universidad de San Andres (scheduled), 2024 Petralia workshop (scheduled)
- 2023 Brown University, University of Toronto, Queen's University, U. of Ottawa, CEPR/Warwick/Princeton/Yale Polecon Symposium 2023, Exeter, Becker Friedman Institute UChicago, Exeter, Workshop on Economics of Risky Behavior
- 2022 NBER Fall Meetings, World Bank Mind, Behavior and Development Unit (eMBeD) Seminar, Georgetown-World Bank Development Seminars, Universidade Federal de Pernambuco, McGill, George Washington University, Royal Holloway University of London, American Economic Association Annual Meetings
- 2021 University of Chicago-Universidad del Cema Joint Initiative for Latin American Experimental Economics, UNSW, UNU-WIDER, CAF Latin American Development Bank (Research Department), European Economic Association-ESEM, Econometric Society North American Summer Meeting, SOLE, Universidad de Montevideo, Banco de Colombia, Universidad Nacional de La Plata, Lacea-Lames, YoDEV 2021, EAFIT, UCLA's Emerging Immigration Scholar Workshop 2021, Royal Economic Society Annual Conference
- 2020 NBER DEV SI 2020, EBRD Research Seminar, NEUDC, SBE, World Bank, Behavioral Insights Global Seminar Series, Lehigh University, Universidad de Chile, King's College London Workshop on the Economics and Politics of Migration, Universidad Torcuato Di Tella, LAUrban Network Meeting (Lacea), APPAM International Conference, Society for Institutional and Organizational Economics Annual Conference, Universidad de San Andres, Royal Economic Society Annual Conference (cancelled), Lacea Brain, Universidad del Rosario
- 2019 George Washington University, Society for Institutional and Organizational Economics Annual Conference, LACEA-LAMES Annual Meeting, LACEA Brain Meeting
- 2018 Louisiana State University, FGV-São Paulo School of Economics, CIDE, Universidad de Los Andes, Inter-American Development Bank

**Conference and Seminar Organization**

*LACEA-LAMES Annual Meeting (Scientific Committee, 2024), Empirical Studies of Conflict Latin American Conference (Scientific Committee, 2023), LACEA Humans Immigration Network (Scientific Committee, 2023), King's College London and EBRD Workshop on the Economics and Politics of Migration (Scientific Committee, 2022, 2023), 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**

*Elected Member of the Executive Committee Latin American and Caribbean Economic Association (LACEA) (2024-Present), Editor Foco Economico (Latin American Academic Economics Blog) (2021-Present), 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)*

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

Pedro Sant'Anna, Arthur Fehr, Carolina Zweig, Filipe Cavalcanti, Bruno de Assis Vicente (São Paulo School of Economics-FGV) [Advisor], Mario Dotta (Ph.D. in Economics, São Paulo School of Economics-FGV), Luiz Felipe Fontes (Ph.D. in Economics, São Paulo School of Economics-FGV), Federico Zimmerman (Ph.D in Physics, Universidad de Buenos Aires), Joao Pugliese (Master in Economics, São Paulo School of Economics-FGV), Nicolas Guida-Johnson (Master in Economics, Universidad de San Andrés) [Committee]

### **Teaching Experience**

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2024	Advanced Econometrics II (U), Behavioral Economics (U), Development Economics (U), McGill
2023	Behavioral Economics (U), McGill
2020-22	Behavioral Economics (Masters/Ph.D), São Paulo School of Economics-FGV
2021-22	Applied Econometrics (U), São Paulo School of Economics-FGV
2021-22	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

### **Honors, Scholarships and Fellowships**

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Social Sciences and Humanities Research Council of Canada (Canada, 2023), Fonds de recherche du Quebec, Societe et culture (Canada, 2023), Internal Social Sciences and Humanities Development Grant (Canada, 2022), 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)

### **Skills**

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Computer: Stata, R, ArcGis, LaTeX, Python, 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)