

# 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

### *Other affiliations*

CEPE-Universidad Torcuato Di Tella (*Affiliated Researcher*), CLEAR (*Affiliated Researcher*)

## Education

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- 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

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- 2020 The Power of Example: Corruption Spurs Corruption - *American Economic Journal: Applied Economics (Forthcoming)*  
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, (Accepted)*  
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

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- Institutions Shape Culture: The Civic Imprint of Democracy (with C. Giray Aksoy and Martin Fizbein) - *WP*
- Exposure to Transit Migration, Public Attitudes and Entrepreneurship (with S. Guriev and C. Giray Aksoy) - *CEPR WP, IZA WP, EBRD WP*
- Immigration, Crime and Crime Perceptions (with P. Dominguez and R. Undurraga)
- More Than Words: Leaders' Speech and Risky Behavior during a Pandemic (with T. Cavalcanti and D. Da Mata) - *CEPR WP*
- Salience and Accountability: School Infrastructure and Last-Minute Electoral Punishment (with Ruben Durante) - *CEPR 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*
- 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

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- 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)
- Nudging students to become teachers: Evidence from a Large Scale intervention in Chile. (AEARCTR-0006549)

## Honors, Scholarships and Fellowships

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2019	IADB Migration Initiative Grant (\$ 12.000) 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

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### *Conference and Seminar Presentations*

2017-20: NBER DEV SI 2020, EBRD Research Seminar, NEUDC 2020, SBE 2020, World Bank, Behavioral Insights Global Seminar Series, Lehigh University (scheduled), Universidad de Chile (scheduled), King's College London Workshop on Migration (scheduled), 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 (scheduled), INSPER (scheduled), Universidad del Rosario, University of Sao Paulo-School of Economics (SP, scheduled), 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*

*Economic Policy* (2019), *Journal of Economic Behavior and Organization* (2015, 2016, 2019, 2020), *Journal of Quantitative Criminology* (2017, 2020), *Kyklos* (2018)

### *Conference/Seminar Organization*

*Applied Micro and Econometrics Seminar - São Paulo School of Economics* (organizer, Fall 2020, Fal 2021), *LACEA Brain Meeting* (Scientific Committee, 2019)

### 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

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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

### Teaching Experience

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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: *In the Cold Light of Day: A Case Study of Argentina's 2001-2002 Economic Crisis* (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

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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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