

Office Contact Information

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Departamento de Economía
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Personal Information: Born April 23, 1975 in Buenos Aires, Argentina; married, three daughters

Current Position

Full-Time Lecturer and Research Affiliate, Department of Economics, Universidad de San Andrés, 2016 –
Director of the Ph.D. in Economics program, Department of Economics, Universidad de San Andrés, 2018 –

Education

Ph.D., Economics, *mention Très honorable avec félicitations du jury à l'unanimité* (highest honors), Université Toulouse 1 – Sciences Sociales, France, 2008
M.A., Mathematical Economics and Econometrics, *mention Bien*, Université Toulouse 1 – Sciences Sociales, France, 2004
M.A., Economics, Universidad Torcuato Di Tella, Buenos Aires, Argentina, 2000
B.A. (Licenciatura), Economics, Universidad Argentina de la Empresa, Buenos Aires, Argentina, *magna cum laude*, 1997

Professional Experience

Research experience and other employment:

2015 – 2019 Universidad Nacional de La Plata, La Plata, Argentina
May 2015 – Feb. 2019 Facultad de Ciencias Económicas, Lecturer
2009 – 2016 Universidad de San Andrés (UdeSA), Victoria, Argentina
Jan. 2011 – Jul. 2016 Department of Economics, Lecturer and Research Affiliate
Aug. 2009 – Dec. 2010 Department of Economics, Visiting Assistant Professor
2008 – 2009 Harvard University, Cambridge, MA, USA
Aug. 2008 – Jul. 2009 Harvard Business School, Postdoctoral Fellow in Organizational Economics
1997 – 2003 Universidad Argentina de la Empresa (UADE), Buenos Aires, Argentina
Aug. 2000 – Jul. 2003 Department of Economics and Finance, Assistant Professor
Oct. 1998 – Jul. 2003 Economic Regulation Research Center (CEER), Associated Researcher
Mar. 1997 – Oct. 1998 Institute of Economics, Research Assistant
1998 – 2017 Consultant for various regulatory agencies and utilities companies throughout Latin America
Product and Services External Contractual (PEC) for the Inter-American Development Bank
2001 – 2006 Short Term Consultant for the World Bank, several appointments

Teaching experience:

Undergraduate

2018 – Microeconomics 2 (Game Theory), UdeSA, Argentina
2013 – Economics of Information (Contract Theory), UdeSA, Argentina
2017 – 2018 Games and Strategic Behavior, UdeSA, Argentina

- 2009 – 2017 Introductory Economics, UdeSA, Argentina
 2015 – 2016 Microeconomics, UdeSA, Argentina
 2007 – 2008 Microeconomics 2nd year and 3rd year, Université Toulouse 1, France (Teaching Assistant)
 2001 – 2003 Microeconomics I, UADE, Argentina
 2000 – 2003 International Economics I (Trade) and II (Finance), UADE, Argentina
 2000 Introductory Economics, UADE, Argentina
 1999 – 2000 International Economics, UADE, Argentina
 1997 – 1999 International Economics I (Trade) and II (Finance), UADE, Argentina (Teaching Assistant)
- Graduate*
- 2016 – Microeconomics, Universidad de la República, Uruguay (M.A. International Economics)
 2009 – Organizational Economics, UdeSA, Argentina (M.A. Economics)
 2016 – 2018 Advanced Economic Theory, Universidad Nacional de La Plata, Argentina (Ph.D. in Economics)
 2014 – 2016 Economics and Public Finance, Universidad de Buenos Aires, Argentina (LL.M. Administrative Law and Public Administration)
 2014 Managerial Economics, IAE Business School, Argentina (M.B.A.)
 2012 Organizational Economics, IAE Business School, Argentina (Ph.D. in Management)
 2010 – 2016 Organizational Economics, UdeSA, Argentina (M.A. Organizational Studies)
 2009 Organizational Economics, Harvard/MIT, USA (Ph.D. in Economics, Teaching Assistant to Profs. Baker and Gibbons)
 2001 Applied Mathematical Economics, Instituto Superior de Economistas de Gobierno, Argentina
- Executive Programs*
- 2018 Games and Contracts – YPF S.A. (oil & petroleum industry)
 2010 – 2017 Lecturer of Regulatory Economics, Efficiency and Productivity Analysis, and Cost of Capital in the Regulatory Economics Executive Education Program – Universidad de San Andrés, Argentina (5 courses); Associação Brasileira de Distribuidores de Energia Elétrica (Abradee), Brasil; Organismo Supervisor de la Inversión en Infraestructura de Transporte de Uso Público (Ositran), Perú; Consejo Nacional de Electricidad (Conelec), Ecuador (3 courses); Comisión de Integración Eléctrica Regional – Comité Boliviano, Bolivia (Bocier); Programa de Gobierno para Líderes de Comunidades Locales, IAE Business School (2 courses), Argentina; Superintendencia Nacional de Servicios de Saneamiento (Sunass), Perú (2 courses); Autoridad Reguladora de los Servicios Públicos (Aresap), Costa Rica
 1998 – 2003 Lecturer of Regulatory Economics, Efficiency and Productivity Analysis, Quantitative Techniques, Tariffs, Demand Estimations, Finance, and Cost of Capital in several courses on Regulation of Public Utilities, Competition Policy, Market Analysis for the Telecommunications Industry, and Benchmarking – Universidad Argentina de la Empresa, Argentina (13 editions); Superintendencia General del Sistema de Regulación Sectorial de Bolivia, Bolivia; Empresa Cantonal de Agua de Guayaquil (ECAPAG), Ecuador; Consejo Nacional de Concesiones y Autoridad Reguladora de los Servicios Públicos de Costa Rica, Costa Rica; Comisión Presidencial para la Modernización y Descentralización del Estado de Guatemala, Guatemala; Oficina de Presupuesto y Planeamiento del Gobierno de la República Oriental del Uruguay, Uruguay; Universidad de Panamá, Panama; Universidad de Chile, Chile

Publications

Articles in refereed journals:

- “Competition and Managerial Autonomy”, *Managerial and Decision Economics* 39(6), pp. 733-747, September 2018
- “Career Choices and the Evolution of the College Gender Gap” (with M. Rossi), *The World Bank Economic Review* 32(2), pp. 307-333, June 2018
- “The Impact of Competition on ‘Make-or-Buy’ Decisions: Evidence from the Spanish Local TV Industry” (with R. Gil), *Management Science* 64(3), pp. 1121-1135, March 2018
- “Price Elasticity of Demand for Broadband: Evidence from Latin America and the Caribbean” (with H. Galperin), *Telecommunications Policy* 37(6-7), pp. 429-438, July-August 2013
- “Divided We Stand, United We Fall: Asset Specificity and Vertical Integration Reconsidered”, *Journal of*

Institutional and Theoretical Economics 168(4), pp. 658-686, December 2012

- “The Case for International Coordination of Electricity Regulation: Evidence from the Measurement of Efficiency in South America” (with A. Estache and M. Rossi), *Journal of Regulatory Economics* 25(3), pp. 271-295, May 2004
- “The Potential Role of Economic Cost Models in the Regulation of Telecommunications in Developing Countries” (with D. Benitez, A. Estache and D.M. Kennet), *Information Economics and Policy* 14(1), pp. 21-38, March 2002
- “On the Regulatory Application of Efficiency Measures” (with M. Rossi), *Utilities Policy* 9(2), pp. 81-92, June 2000

Books:

- *Problemas de Defensa de la Competencia en Sectores de Infraestructura en la Argentina* [Competition Policy Problems in Infrastructure Sectors in Argentina], co-edited with D. Petrecolla, Editorial Temas, Buenos Aires, April 2004 (in Spanish)

Book chapters:

- “Economía de las Organizaciones [Organizational Economics]”, in O. Chisari (ed.), *Progresos en Microeconomía*, Colección Progresos en Economía, AAEP, October 2011 (in Spanish)
- “Policy Issues in Infrastructure Procurement”, in A. Estache (ed.), *Emerging Issues in Competition, Collusion, and Regulation of Network Industries*, CEPR, London, June 2011
- “Las Tarifas de Banda Ancha: Benchmarking y Análisis [Broadband Tariffs: Benchmarking and Analysis]” (with H. Galperin), in V. Jordán, H. Galperin and W. Peres (eds.), *Acelerando la Revolución Digital: Banda Ancha para América Latina y el Caribe*, CEPAL – United Nations, November 2010 (in Spanish)
- “Competencia por Comparación en el Sector de Distribución Eléctrica: El Papel de la Política de Defensa de la Competencia [Yardstick Competition in Electricity Distribution: The Role of Competition Policy]” (with D. Bondorevsky, D. Petrecolla and C. Romero), in D. Petrecolla and C. Ruzzier (eds.), *Problemas de Defensa de la Competencia en Sectores de Infraestructura en la Argentina*, Editorial Temas, Buenos Aires, April 2004 (in Spanish)
- “Desagregación de Redes en Telecomunicaciones. Una Visión desde la Política de Defensa de la Competencia [Network Unbundling in Telecommunications. A Competition Policy Approach]” (with M. Celani and D. Petrecolla), in D. Petrecolla y C. Ruzzier (eds.), *Problemas de Defensa de la Competencia en Sectores de Infraestructura en la Argentina*, Editorial Temas, Buenos Aires, April 2004 (in Spanish)

Other publications:

- “The Social Impact of the Argentine Crisis on the Infrastructure Sectors” (with V. Foster, D. Petrecolla, O. Chisari, D. Bondorevsky, I. Canay, J. Cardozo, G. Ferro and C. Romero), in *Argentina – Crisis and Poverty 2003. A Poverty Assessment*, Volume II, The World Bank, July 2003

Research Papers

- “Sleeping with the Enemy: Political Connections and Firm Risk” (with M. Rossi)

Work in Progress

- “How to Improve Firm Performance in Latin America and the Caribbean: A Literature Review and Research Agenda” (with L. Figal, P. López-Villalba and A. Maffioli)
- “Competition and Discrimination in the Marketplace and in the Workplace” (with A. Acosta)
- “It Takes Two to Tango: Rent Seeking in Politically Connected Firms” (with S. Freille)
- “Playing Whac-a-Mole in the Fight Against Corruption: Evidence from Random Audits in Brazil” (with M. Lauletta and M. Rossi)

Articles in Working Paper Series

- “As Seen on TV: Price Discrimination and Competition in Television Advertising” (with R. Gil and D. Riera-Crichton), MPRA Paper 75993, Munich Personal RePEc Archive, 2016
- “Do Independent Expert Directors Matter?” (with R. Masulis, S. Xiao and S. Zhao), MPRA Paper 68200, Munich Personal RePEc Archive, 2012

- “Does Competition Favor Delegation?”, Harvard Business School Working Paper 10-009, Harvard University, 2010
- “Asset Specificity and Vertical Integration: Williamson’s Hypothesis Reconsidered”, Harvard Business School Working Paper 09-119, Harvard University, 2009
- “Product-Market Competition and Managerial Autonomy”, Harvard Business School Working Paper 09-082, Harvard University, 2009
- “Procurement in Infrastructure: What Does Theory Tell Us?” (with A. Estache and A. Iimi), Policy Research Working Paper N° 4994, Finance Economics & Urban Department, Economics Team, The World Bank, July 2009
- “Una Introducción a la Estimación No Paramétrica de Fronteras de Eficiencia [An Introduction to Non-Parametric Estimation of Efficiency Frontiers]”, Serie Textos de Discusión No. 41, CEER-UADE, Buenos Aires, July 2002 (in Spanish)
- “Competencia por Comparación en el Sector de Distribución Eléctrica: El Papel de la Política de Defensa de la Competencia [Yardstick Competition in Electricity Distribution: The Role of Competition Policy]” (with D. Bondarevsky, D. Petrecolla and C. Romero), Serie Textos de Discusión No. 38, CEER-UADE, Buenos Aires, April 2002 (in Spanish)
- “Desagregación de Redes en Telecomunicaciones. Una Visión desde la Política de Defensa de la Competencia [Network Unbundling in Telecommunications. A Competition Policy Approach]” (with M. Celani and D. Petrecolla), Serie Textos de Discusión No. 37, CEER-UADE, Buenos Aires, April 2002 (in Spanish)
- “Reducing the Asymmetry of Information Through the Comparison of the Relative Efficiency of Several Regional Monopolies” (with M. Rossi), Working Paper Series N° 14, CEER-UADE, Buenos Aires, July 2001
- “Are Cost Models Useful for Telecoms Regulators in Developing Countries?” (with D. Benitez, A. Estache and D.M. Kennet), Policy Research Working Paper N° 2384, Governance, Regulation and Finance, World Bank Institute, The World Bank, July 2000
- “Consistency Conditions: Efficiency Measures for the Electricity Distribution Sector in South America” (with M. Rodríguez Pardina and M. Rossi), Working Paper Series N° 5, CEER-UADE, Buenos Aires, May 1999

Professional Activities

Presentations at Conferences:

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| 2018 | Annual Conference of the Society for Institutional & Organizational Economics (Montreal, Canada) |
| 2017 | Annual Meeting of the Argentine Association of Political Economy (Bariloche, Argentina), Annual Meeting of the Latin American and Caribbean Economic Association and Latin American Meeting of the Econometric Society (Buenos Aires, Argentina), Annual Conference of the Society for Institutional & Organizational Economics (New York City, USA) |
| 2015 | Annual Meeting of the Argentine Association of Political Economy (Salta, Argentina), Annual International Industrial Organization Conference (Boston, USA) |
| 2013 | 2 nd Argentine Congress on Corporate Governance (Buenos Aires, Argentina), Annual International Industrial Organization Conference (Boston, USA) |
| 2011 | Annual Meeting of the Argentine Association of Political Economy (Mar del Plata, Argentina), Annual International Industrial Organization Conference (Boston, USA) |
| 2010 | Annual Meeting of the Argentine Association of Political Economy (Buenos Aires, Argentina) |
| 2009 | Annual International Industrial Organization Conference (Boston, USA), Annual Meeting of the Uruguayan Central Bank (Montevideo, Uruguay) |
| 2008 | Royal Economic Society Annual Conference (Warwick, UK) |
| 2007 | Annual Meeting of the Association of Southern European Economic Theorists (Padua, Italy) |
| 2006 | Annual Congress of the European Economic Association (Vienna, Austria), ENTER Jamboree (Stockholm, Sweden) |
| 2003 | EURO/INFORMS Joint International Meeting (Istanbul, Turkey) – Organizer and Chair of the “Applications of DEA in the Utilities Sector” session |
| 2002 | Annual Meeting of the Argentine Association of Political Economy (Tucumán, Argentina) |
| 2001 | Seventh European Workshop on Efficiency and Productivity Analysis (Oviedo, Spain), Annual Meeting of the Argentine Association of Political Economy (Buenos Aires, Argentina) |
| 2000 | Annual Meeting of the Argentine Association of Political Economy (Córdoba, Argentina) |

1998 XX Brazilian Meeting of Econometrics (Vitória, Brazil)

Invited Seminars and Conferences:

- 2018 Latin American Meeting of PhD Students – EMIC 2018 (Santiago, Chile – keynote speaker)
- 2017 CAF – Development Bank of Latin America (Buenos Aires, Argentina), Academia Nacional de Ciencias Económicas (Buenos Aires, Argentina), Universidad de San Andrés (Buenos Aires, Argentina), Universidad Nacional de La Plata (La Plata, Argentina), Universidad de la República (Montevideo, Uruguay)
- 2016 Universidad de San Andrés (Buenos Aires, Argentina), Universidad de la República (Montevideo, Uruguay)
- 2015 Universidad Torcuato Di Tella (Buenos Aires, Argentina)
- 2014 Universidad Nacional de La Plata (La Plata, Argentina), Universidad del Rosario (Bogotá, Colombia)
- 2013 MIT (Cambridge, USA), Universidad de San Andrés (Buenos Aires, Argentina)
- 2012 Pontificia Universidad Católica de Chile (Santiago, Chile)
- 2011 IAE Business School (Buenos Aires, Argentina)
- 2009 Universidad de San Andrés (Buenos Aires, Argentina), 3rd Organizational Economics Workshop – University of Sydney (Sydney, Australia), Harvard/MIT Organizational Economics Seminar (Cambridge, USA), IAE Business School (Buenos Aires, Argentina), Chaire Bernard Van Ommeslaghe Conference – Université Libre de Bruxelles (Brussels, Belgium)
- 2008 Harvard University (Cambridge, USA), MIT (Cambridge, USA), Paris School of Economics (Paris, France), Universidad de Alicante (Alicante, Spain), IESE Business School (Barcelona, Spain), BI Norwegian School of Management (Oslo, Norway), Université Paris I Panthéon-Sorbonne (Paris, France), Universidad Torcuato Di Tella (Buenos Aires, Argentina), Universidad de San Andrés (Buenos Aires, Argentina)
- 2006 University of Stavanger (Stavanger, Norway)
- 2005 Universidad Torcuato Di Tella (Buenos Aires, Argentina), Universidad de San Andrés (Buenos Aires, Argentina), Université de Toulouse (Toulouse, France)
- 2002 Universidad Argentina de la Empresa (Buenos Aires, Argentina)

Referee: The B.E. Journal of Theoretical Economics, Economic Inquiry, The Economic Journal, ENERGY – The International Journal, Energy Economics, Games and Economic Behavior, Info: The Journal of Policy, Regulation and Strategy for Telecommunications, Information and Media, International Economic Review, International Journal of Industrial Organization, International Journal of Management Reviews, Journal of Economic Behavior & Organization, Journal of Economics and Management Strategy, Journal of Institutional and Theoretical Economics, Journal of Law, Economics, and Organization, Journal of Political Economy, Journal of Regulatory Economics, Review of Economics and Statistics, Revista de Economía Política de Buenos Aires, Southern Economic Journal

Grant AXA Research Fund, Diálogo Regional sobre la Sociedad de la Información (DIRSI), Social Sciences and Humanities Research Council of Canada (SSHRC)

Other: Member of the Argentine Association of Political Economy, the Latin American and Caribbean Economic Association, and the Society for Institutional and Organizational Economics
Reviewer for the Annual Meeting of the Argentine Association of Political Economy, 2014 – 2016, 2018 –
Coordinator of the Undergrad Thesis Workshop of the B.A. in Economics, Universidad de San Andrés, 2016 –
Academic Coordinator of the Regulatory Economics Executive Education Program, Universidad de San Andrés, 2010 –
Academic Coordinator of the Ph.D. in Economics program, Universidad de San Andrés, 2016 – 2018
Member of the Dissertations Committee of the Ph.D. in Economics Program, Universidad Nacional

de la Plata, 2015 – 2019

Member of the Scientific Committee of the RIDGE Workshop on Antitrust and Regulation, 2017

Member of the Executive Committee and of the Organizing Committee of LACEA-LAMES 2017 (Annual Meeting of the Latin American and Caribbean Economic Association (LACEA) and Latin American Meeting of the Econometric Society (LAMES)), 2017

Organizer of the Harvard/MIT Organizational Economics Seminar, Fall 2008 – Spring 2009

Co-organizer of a weekly seminar for PhD students and young PhDs (both local and visiting), Université de Toulouse, Fall 2005 – Spring 2007

Co-organizer of a series of work-in-progress discussion groups for PhD students, Université de Toulouse, Spring 2006 – Spring 2007

Honors, Awards and Scholarships

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| Sep. 2004 – Aug. 2007 | Research Grant (Allocation de Recherche), awarded by the Ministry of Research of France |
| Oct. 2003 – Sep. 2004 | Eiffel Scholarship (Bourse d'Excellence Eiffel), awarded by the Ministry of Foreign Affairs of France |
| Nov. 1998 | “Diploma de Honor” (equivalent to <i>magna cum laude</i>), awarded by the Universidad Argentina de la Empresa |
| 1998 | Full Tuition Waiver at the Course in Regulatory Economics, UADE and The World Bank Institute, awarded by The World Bank |
| 1995 | Half Tuition Waiver (Beca de Honor), awarded by the Universidad Argentina de la Empresa |

Languages: Spanish (native), English and French (fluent)