

Ricardo Perez-Truglia

Email: ricardotruglia@berkeley.edu | Website: <http://faculty.haas.berkeley.edu/pereztruglia/>

Mailing Address: 545 Student Services Building #1900, Berkeley, CA 94720-1900

July 26, 2022

Employment:

July 2020 –: *Associate Professor (with tenure)*, EAP unit, Haas School of Business, UC-Berkeley.

July 2022 –: Amazon Scholar.

July 2016 – June 2020: *Assistant Professor*, GEM unit, Anderson School of Management, UCLA.

July 2014 – June 2016: *Post-Doctoral Researcher*, Microsoft Research New England.

Education:

Ph.D. in Economics, Harvard University, 2014.

B.A and M.A. in Economics, Universidad de San Andres, 2008.

Honors:

2020 Sloan Research Fellow.

2022 Earl F. Cheit Award for Excellence in MBA Teaching.

Personal Information:

Argentine. U.S. Permanent Resident. Married. Three children (born 2007, 2012 and 2014).

Academic Affiliations:

2021–: Co-Editor, Journal of Public Economics.

2020–: Research Associate, National Bureau for Economic Research (NBER).

2016–: Visiting Professor, Universidad de San Andres.

Working Papers:

Cullen, Z.; Li, Shengwu and Perez-Truglia, R. (2022). [What's My Employee Worth? The Effects of Salary Benchmarking](#).

Cullen, Z. and Perez-Truglia, R. (2019). [The Old Boys' Club: Schmoozing and the Gender Gap](#). NBER Working Paper No. 26530. [Revise & Resubmit, *American Economic Review*]

Bottan, N. and Perez-Truglia, R. (2020). [Betting on the House: Subjective Expectations and Market Choices](#). NBER Working Paper No. 27412.

Nathan, B.; Perez-Truglia, R. and Zentner, A. (2020). [My Taxes are Too Darn High: Why Do Households Protest their Taxes?](#) NBER Working Paper No. 27816.

Giacobasso, M.; Nathan, B.; Perez-Truglia, R. and Zentner, A. (2022). [Where Do My Tax Dollars Go? Tax Morale Effects of Perceived Government Spending](#). NBER Working Paper No. 29789.

Cullen, Z. and Perez-Truglia, R. (2018). [The Salary Taboo: Privacy Norms and the Diffusion of Information](#). NBER Working Paper No. 25145. [Revise & Resubmit, *Journal of Public Economics*]

Bergolo, M.; Leites, M.; Perez-Truglia, R. and Strehl, M. (2020). [What Makes a Tax Evader?](#) NBER Working Paper No. 28235.

Galashin, M.; Kanz, M.; and Perez-Truglia, R. (2020). [Macroeconomic Expectations and Credit Card Spending](#). NBER Working Paper No. 28281.

Yildirim, P.; Simonov, A.; Petrova, M. and Perez-Truglia, R. (2020). [Are Political and Charitable Giving Substitutes? Evidence from the United States](#). NBER Working Paper No. 26616. [Revise & Resubmit, *Management Science*]

Selected Publications:

- Cullen, Z. and Perez-Truglia, R. (2021). [How Much Does Your Boss Make? The Effects of Salary Comparisons](#). *Journal of Political Economy*, Vol. 130 (3), pp. 766–822.
- Bergolo, M.; Ceni, R.; Cruces, G.; Giacobasso, M. and Perez-Truglia, R. (2021). [Tax Audits as Scarecrows: Evidence from a Large-Scale Field Experiment](#). *American Economic Journal: Economic Policy*, forthcoming.
- Fehr, D.; Mollerstrom, J. and Perez-Truglia, R. (2021). [Your Place in the World: Relative Income and Global Inequality](#). *American Economic Journal: Economic Policy*, forthcoming.
- Perez-Truglia, R. (2020). [The Effects of Income Transparency on Well-Being: Evidence from a Natural Experiment](#). *American Economic Review*, Vol. 110 (4), pp. 1019–1054.
- Bottan, N. and Perez-Truglia, R. (2020). [Choosing Your Pond: Location Choices and Relative Income](#). *Review of Economics and Statistics*, forthcoming.
- Fuster, A.; Perez-Truglia, R.; Wiederholt, M. and Zafar, B. (2020). [Expectations with Endogenous Information Acquisition: An Experimental Investigation](#). *Review of Economics and Statistics*, forthcoming.
- Perez-Truglia, R. and Troiano, U. (2018). [Shaming Tax Delinquents](#). *Journal of Public Economics*, Vol. 167, pp. 120–137.
- Perez-Truglia, R. (2018). [Political Conformity: Event-Study Evidence from the United States](#). *Review of Economics and Statistics*, Vol. 100 (1), pp. 14–28.
- Drenik, A. and Perez-Truglia, R. (2018). [Sympathy for the Diligent and the Demand for Workfare](#). *Journal of Economic Behavior and Organization*, Vol. 153, pp. 77–102.
- Perez-Truglia, R. and Cruces, G. (2017). [Partisan Interactions: Evidence from a Field Experiment in the United States](#). *Journal of Political Economy*, Vol. 125 (4), pp. 1208–1243.
- Cavallo, A.; Cruces, G. and Perez-Truglia, R. (2017). [Inflation Expectations, Learning and Supermarket Prices: Evidence from Survey Experiments](#). *American Economic Journal: Macroeconomics*, Vol. 9 (3), pp. 1–35 (lead article).
- Cavallo, A.; Cruces, G. and Perez-Truglia, R. (2016). [Learning from Potentially Biased Statistics](#). *Brookings Papers on Economic Activity*, Spring 2016, pp. 59–108.
- Di Tella, R.; Perez-Truglia, R.; Babino, A. and Sigman, M. (2015). [Conveniently Upset: Avoiding Altruism by Distorting Beliefs About Others' Altruism](#). *American Economic Review*, Vol. 105 (11), pp. 3416–42.
- Bottan, N. and Perez-Truglia, R. (2015). [Losing my Religion: The Effects of Religious Scandals on Religious Participation and Charitable Giving](#). *Journal of Public Economics*, Vol. 129, pp. 106–119.
- Cruces, G.; Perez-Truglia, R. and Tetaz, M. (2013). [Biased Perceptions of Income Distribution and Preferences for Redistribution: Evidence from a Survey Experiment](#). *Journal of Public Economics*, Vol. 98, pp. 100–112.

Other Publications:

- Nathan, B.; Perez-Truglia, R. and Zentner, A. (2022). [Is the Partisan Divide Real? Polarization in Preferences for Redistribution](#). *American Economic Association Papers & Proceedings*, Vol. 112, pp. 156–62.

- Montano-Campos, F. and Perez-Truglia, R. (2019). [Giving to Charity to Signal Smarts](#). *Journal of Behavioral and Experimental Economics*, Vol. 78, pp. 193–199.
- Bergolo, M.; Ceni, R.; Cruces, G.; Giacobasso, M.; Perez-Truglia, R. (2018). [Misperceptions about Tax Audits](#). *American Economic Association Papers & Proceedings*, Vol. 108, pp. 83–87.
- Perez-Truglia, R. (2018). [Markets, Trust and Cultural Biases: Evidence from eBay](#). *Journal of Behavioral and Experimental Economics*, Vol. 72, pp. 17–27.
- Perez-Truglia, R. (2015). [A Samuelsonian Validation Test for Happiness Data](#). *Journal of Economic Psychology*, Vol. 49, pp. 74–83.
- Galiani, S. and Perez-Truglia, R. (2013). [School Management in Developing Countries](#). In P. Glewwe (Ed.), *Education Policy in Developing Countries*. Chicago: *University of Chicago Press*.
- Perez-Truglia, R. (2013). [A Test of the Conspicuous-Consumption Model Using Subjective Well-Being Data](#). *Journal of Socio-Economics*, Vol. 45, pp. 146–154.
- Perez-Truglia, R. (2012). [On the Causes and Consequences of Hedonic Adaptation](#). *Journal of Economic Psychology*, Vol. 33, pp. 1182–1192.
- Bottan, N. and Perez-Truglia, R. (2011). [Deconstructing the Hedonic Treadmill](#). *Journal of Socio-Economics*, Vol. 40, pp. 224–236.

Keynote Talks:

- December 18, 2020: Alumni Conference, Universidad de San Andres.
- September 16-17, 2020: Bay Area Development and Political Economy Conference.
- October 11, 2019: Social Mobility and Preferences for Redistribution Conference at Colegio de Mexico.
- June 26, 2019: Annual Research Symposium at BESH Research Institute.

Presentations at Seminars:

Scheduled: Berkeley (Econ); University of California, Santa Barbara (Econ); Michigan (Econ). **2022:** Columbia (Econ); Amazon (Tech Talk); Norwegian School of Economics (FAIR); Università della Svizzera Italiana; University of Copenhagen (CEBI); Purdue (Econ); University of Delaware (Econ); Essex (Econ). **2021:** Yale (Econ); Brown (Econ); Chicago/Berkeley Joint Behavioral Seminar; JKU Linz (Econ); Bank of Italy; LMU (Organizations Research Group). **2020:** Berkeley (Public Finance); Stanford (GSB); American Enterprise Institute; Berkeley (Macro). **2019:** Chicago (Becker Seminar); Stanford (Econ); Berkeley (Econ); Berkeley (Haas); Wharton (BEPP); UCSD (Rady); Toronto (Econ); LMU Departmental Seminar; UCSD (GPS); Goethe (Econ); LMU Macro Seminar; Heidelberg (Econ); Wyoming (Econ); UCSD (Econ); Zurich (Econ); USC (CESR); University of British Columbia (Econ); UCEMA (Econ); Sao Paulo School of Economics. **2018:** Northwestern (Econ); Dartmouth (Econ); Harvard Business School (BGIE); Cornell (Econ); Yale (Behavioral Science); Boston University (Questrom); Luxembourg School of Finance; Universidad de San Andres (Econ); CIDE (Econ); Paris School of Economics. **2017:** Berkeley (Econ); Michigan (Econ); Princeton (Econ); Northwestern (Econ); Columbia (Econ/GSB/SIPA); California Institute of Technology (Econ); Science Po (Econ); University of Pennsylvania (PPE); RAND Corporation; Federal Reserve Bank of New York (Research); Hong Kong University (Strategy); Loyola Marymount University (Econ); Wharton (BEPP). **2016:** Harvard (Econ); Yale (Econ); Harvard Business School (NOM); University of California, Los Angeles (Anderson-GEM); Northwestern (Kellogg-MEDS); Pompeu Fabra (IPEG); Goldman Sachs (Global Research); Boston University (Econ); University of California, San Diego (Econ); Instituto Tecnológico Autónomo de México (Econ); Universidad Católica de Chile (Econ); CIDE (Econ); Universidad de la Republica (Econ); Universidad de San Andres (Econ). **2015:** Berkeley (Haas); Harvard (Program for Evolutionary Dynamics); Microsoft Research New York; Universidad de Los Andes (Econ); University of Illinois at Urbana-Champaign (Finance). **2014:** University of Chicago (Booth-Micro); University of

Chicago (Booth-Macro); London School of Economics (Econ); London School of Economics (Centre for Economic Performance); Brown (Econ); Microsoft Research New England; Stanford (GSB); Harvard (Econ); Michigan (Econ/Business/Information); Central European University (Econ). **2013:** Brown (Econ); University of Illinois at Urbana-Champaign (Econ); UNLP (Econ); **2012:** Universidad de San Andres (Econ); **2011:** Harvard (Economics of Religion Seminar).

Presentations at Conferences:

2022: NBER Public Economics Spring Meeting; ESA Special Meeting Buenos Aires; AEA Annual Meeting. **2020:** Chicago Booth BAED Conference; NBER Public Economics Fall Meeting; RIDGE Public Economics. **2019:** Chicago Booth Asset Pricing Conference; NBER Summer Institute; Advances with Field Experiments (NEXT Panel); UCSB Theory and Experimental Conference; Bogota Experimental Economics Conference; RIDGE Public Economics; Behavioral Economics Annual Meeting (BEAM); LACEA Behavioral Insights Network (BRAIN). **2018:** NBER Summer Institute; AEA Annual Meeting; Toulouse Origins of Preferences and Ideologies Workshop; CESifo Venice Summer Institute; Barcelona Summer Forum; Pacific Development Conference; GEM-BPP Workshop; USC Happiness Conference; NES Political Economy Workshop; RIDGE Public Economics. **2017:** NBER Public Economics Fall Meeting; Advances with Field Experiments; Stanford Institute for Theoretical Economics; AEA Annual Meeting; GEM-BPP Conference; RIDGE Public Economics. **2016:** NBER Summer Institute; AEA Annual Meeting; 12th WEA International Conference; Workshop on Subjective Expectations, Federal Reserve Bank of New York; Field Days Conference; RIDGE Political Economy Meeting; Stanford Institute for Theoretical Economics; Barcelona Summer Forum. **2015:** NBER Summer Institute; Designing the Digital Economy Conference; Annual Meeting of the Society for Economics Dynamics; AAEP Annual Meeting; IFO Conference on Macro and Survey Data; National Tax Association Annual Meeting. **2014:** Calvo-Armengol Conference. **2013:** Annual Meeting of the ASREC.

Other Academic Affiliations:

2022–: Kavli Fellow, National Academy of Sciences.

2020–: Faculty Affiliate, University of California Berkeley Opportunity Lab.

2019–: Research Director, Research Institute for Development, Growth and Economics (RIDGE).

2019–: Affiliate, CESifo Research Network.

2017–: Affiliate, Center for Effective Global Action (CEGA).

2017–2020: Faculty Research Fellow, National Bureau for Economic Research (NBER).

2016–2020: Affiliate, California Center for Population Research (CCPR).

Service to the Profession:

Reviewer for: Econometrica; American Economic Review; Journal of Political Economy; Quarterly Journal of Economics; Review of Economic Studies; Review of Economics and Statistics; Journal of Public Economics; AER: Insights; AEJ: Micro; AEJ: Applied; AEJ: Policy; Journal of the European Economic Association; Journal of Development Economics; Journal of Finance; Management Science ; Nature; National Science Foundation; among many others.

Programme Committee: 2017 and 2019 Annual Meeting of the National Tax Association; 2016 and 2017 Latin American Meeting of the Econometric Society.

Conference Organizer: 2023 U.S. Kavli Frontiers of Science; 2017, 2018, 2019, 2021 and 2022 RIDGE Conference on Public Economics; 2016 Harvard-MSR Workshop on Applied Econometrics.

Media Coverage:

Research featured in 100+ articles from outlets such as *The New York Times*, *The Washington Post*, *The Wall Street Journal*, *The Economist*, *National Public Radio*, *Harvard Business Review*, etc.

Teaching:

UC-Berkeley Haas School of Business:

Microeconomics (Core M.B.A.): Fall 2020, Fall 2021, Fall 2022 (scheduled).

Executive Education: Microeconomics, Behavioral Economics.

UCLA Anderson School of Management.

Managerial Economics (Core M.B.A.): Fall 2016, Winter 2018, Fall 2018.

Munich Graduate School of Economics.

Social Incentives (Ph.D.): Summer 2019.

Universidad de San Andres.

Behavioral Economics (M.A.): Summer 2016, Summer 2018, Winter 2019, Summer 2020, Summer 2021.

Advising:

2020–: *American Economic Association Mentorship Program (mentor for minority scholars).*

Recent placement of research assistants (†) and students (‡) in Ph.D. programs: Santiago De Martini[†] (University of Southern California, 2022); Diego Delic[‡] (University of British Columbia, 2022); Franco Malpassi[‡] (Northwestern, 2022); Sofya Shchukina[†] (University of Chicago, 2021); Lucio Wasserman[†] (UC Berkeley, 2021); Dylan Balla-Elliott[†] (University of Chicago, 2021); Matias Strehl[†] (UC Santa Barbara, 2021); Zhihao Han[†] (NUS, 2021); Juan Segnana[‡] (Tilburg, 2021); Katherine Fang[†] (Yale-SOM, 2021); Anh Nguyen[†] (UCLA-Anderson, 2018); Matias Giacobasso[†] (UCLA-Anderson, 2017).