

Placement Director:	Professor Alessandro Pavan	847-491-8266	alepavan@northwestern.edu
Placement Administrator:	Lola Ittner	847-491-5213	econjobmarket@northwestern.edu

Contact Information

Department of Economics
Northwestern University
2211 Campus Drive
Evanston, IL 60208

Mobile: +1 224-388-2182
gaston@u.northwestern.edu
<https://gaston-lopez.github.io>
Citizenship: Argentina

Fields

Industrial Organization, Applied Microeconomics

Education

Ph.D., Economics, Northwestern University, 2024 (Anticipated)
Dissertation: Essays on Industrial Organization and Public Economics
Committee: Rob Porter (Chair), Vivek Bhattacharya, David Dranove, Gastón Illanes
M.A., Economics, Northwestern University, 2019
M.A., Economics, Universidad Torcuato Di Tella, 2016
B.A., Economics, Universidad de Buenos Aires, 2014

Fellowships & Awards

Dissertation University Fellowship, Northwestern University, 2023-2024
Distinguished Teaching Assistant Awards, 2023
Distinguished Teaching Assistant Awards, 2022
Distinguished Teaching Assistant Awards, 2021
Scholarship for M.A. in Economics, FIEL Foundation, 2014
Magna Cum Laude, Universidad de Buenos Aires, 2014
Academic Merit Grant, Banco Santander Rio, 2013
Scientific Vocation Encouragement Grant, Consejo Interuniversitario Nacional, 2013
Scientific Vocation Encouragement Grant, Consejo Interuniversitario Nacional, 2012

Teaching Experience

Teaching Assistant, Northwestern University, 2019-2023
Applied Econometrics (undergraduate); Econometrics (graduate); Intermediate Microeconomics (undergraduate); Monopoly, Competition and Public Policy (undergraduate)
Teaching Assistant, Universidad Torcuato Di Tella, 2014-2015
Probability (graduate); Macroeconomics (undergraduate),
Teaching Assistant, Universidad de Buenos Aires, 2011-2013
Statistics (undergraduate); Microeconomics (undergraduate)

Job Market Paper

“How Do Governments Engage in Price Discrimination? Evidence from a Large-Scale Nationalization” with Francisco Pareschi

State-owned enterprises (SOEs) have the potential to correct market failures, but they are also subject to the influence of politics and interest groups. We examine this trade-off in the context of the nationalization of the leading gasoline company in Argentina. Descriptive analysis suggests that pricing patterns changed after the nationalization. First, the government exerted less market power, charging lower prices on average. Second, it engaged in less *economic price discrimination*, reducing the correlation between prices and consumers’ willingness to pay. Third, it engaged in *political price discrimination*, charging lower prices in provinces with political connections with the state-owned firm. We develop and estimate a model of gasoline supply and demand under market power and recover the government’s objective function. We find that public provision leads to welfare gains

but is also associated with political motives. Compared to a benevolent planner—that internalizes the welfare of all consumers and firms equally—the government sets prices as if it only cares about specific groups: middle-income households in general and low-income households in provinces with political connections. Lastly, we study the company’s response to policy alternatives, including pricing rules that are in place in government agencies worldwide. Our findings show that rules effectively reduce the influence of politics in pricing but are associated with higher costs: they mitigate half of the welfare gains generated by the nationalization and increase the taxpayers’ burden by 10%. These findings emphasize the importance of politics in shaping governments’ decisions and the role of SOEs as instruments for redistribution.

Other work

“Reducing Consumer Inertia in Tobacco Markets”, with Francisco Pareschi
 “How Do Governments Make Tax Decisions? Evidence from a Tax Decentralization Reform”
 “Entry Under Demand Spillovers: Evidence from the Healthcare Industry”

**Previous
Employment**

Compass Lexecon, Aug 2016-Aug 2018 (Senior Analyst)
 Compass Lexecon, Aug 2015-Aug 2016 (Analyst)

Languages

English (fluent), Spanish (native)

Programming

Python, Stata, SQL

References

Professor Robert Porter (chair)
 Department of Economics
 Northwestern University
 2211 Campus Drive
 Evanston, IL 60208
 847.491.3491
r-porter@northwestern.edu

Professor Vivek Bhattacharya
 Department of Economics
 Northwestern University
 2211 Campus Drive
 Evanston, IL 60208
 847.491.8213
vivek.bhattacharya@northwestern.edu

Professor David Dranove
 Kellogg School of Management
 Northwestern University
 2211 Campus Drive
 Evanston, IL 60208
 847.491.8682
d-dranove@kellogg.northwestern.edu

Professor Gastón Illanes
 Department of Economics
 Northwestern University
 2211 Campus Drive
 Evanston, IL 60208
 847.491.8227
gaston.illanes@northwestern.edu