

# Tomás Guanziroli | Curriculum Vitae

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Department of Economics  
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## Education

<b>UCLA</b>	— PhD in Economics	Expected 2022
	Advisors: Adriana Lleras-Muney (chair)	alleras@econ.ucla.edu
	Till von Wachter	tvwachter@econ.ucla.edu
	John Asker	johnasker@econ.ucla.edu
<b>PUC-Rio</b>	— Master of Arts in Economics	2012 — 2014
<b>PUC-Rio</b>	— Bachelor of Science in Economics	2008 — 2011

## Desired Research and Teaching Fields

Labor Economics; Development Economics;

## Job Market Paper

### Does Labor Market Concentration Decrease Wages? Evidence from a Retail Pharmacy Merger

*Abstract:* Increasing labor market concentration is a topic of recent policy concern. However, there is lack of direct evidence showing how labor market power affects workers. In this paper, I study the effects of a large merger in the retail pharmacy sector in Brazil on workers' wages. I use a matched employer-employee dataset from 2007 to 2018 that allows me to follow workers and establishments over time. The effect of market power is estimated using a difference in difference (DD) approach that compares the labor market effects of the merger in regions where firms overlapped and concentration increased relative to those in which it didn't. To account for composition effects, I implement a DD estimator that includes establishment and worker fixed effects. I find that increasing market power lowers wages, but less than previously thought. There are two reasons for that. First, failing to account for composition effects biases the estimates of the effects of concentration. Second, the negative labor market effects of a merger are offset by competitors' responses. The results show a great deal of heterogeneity across occupations and worker tenure, highlighting the benefits of studying a particular industry.

## Professional Experience

<b>Research Fellow</b>	— Inter American Development Bank (IADB)	2014 — 2015
	With Norbert Schady and Yyannu Cruz-Aguayo	
<b>Research Assistant</b>		
	with Prof. Adriana Lleras-Muney (UCLA)	2018 — 2019
	with Prof. Claudio Ferraz (PUC-Rio), Francois Gerard (Columbia), Gustavo Gonzaga (PUC-Rio), and Joana Naritomi (LSE)	2015 — 2016
	with Prof. Pedro C.L Souza (PUC-Rio)	2015
	with Prof. Juliano Assuncao (PUC-Rio)	2009 — 2010

## Teaching Experience

<i>Game Theory</i> , instructor	Summer 2020
<i>Game Theory</i> , teaching assistant	Winter 2020
<i>Public Finance</i> , teaching assistant	Fall 2019
<i>Principles of Macroeconomics</i> , teaching assistant	Spring 2018
<i>Microeconomic Theory</i> , teaching assistant	Fall 2017
<i>Econometric Theory</i> , teaching assistant	2011
<i>Principles of Microeconomics</i> , teaching assistant	2009, 2018, 2020, 2021

## Publications

Returns to Experience across Tasks: Evidence from Brazil, *with Gustavo Gonzaga*. 2019. Applied Economic Letters. DOI: 10.1080/13504851.2019.1593927

Modernização da Agricultura em Moçambique: determinantes da renda agrícola, *with Carlos E. Guanziroli*. Revista de Economia e Sociologia Rural, V53, S1, 2015.

## Presentations

All-California Labor Economics Conference (poster session), 2021; Seminarios de Pesquisa, PPE/UFF, 2021; 42nd Meeting of the Brazilian Econometric Society, 2020. “Do M&A’s Decrease Wages? Evidence from a Retail Pharmacy Merger”.

LACEA Labor Network, Cartagena, 2016 and IPEA, Rio de Janeiro, 2016. “Returns to Experience across Tasks. Evidence from Brazil”.

SOBER (Brazilian Society of Rural Economics), Belem, 2013. “Improving agriculture in Mozambique: Determinants of Rural Income”.

## Grants and Awards

<i>Dissertation Year Fellowship</i>	UCLA-2021
<i>Best Paper Award, Proseminar in Industrial Organization</i>	UCLA-2021
<i>Outstanding teaching assistant performance (awarded to top 10% of TAs)</i>	UCLA-2020

## Others

Residency: Brazil  
Nationality: Argentina  
Naturality: United Kingdom

Fluent in Portuguese, Spanish and English.

Proficient in STATA, MATLAB, R and MATA

Founder and organizer of the PhD student conference LACAE (Los Angeles Conference in Applied Economics) later renamed to SOCAE (Southern California Graduate Conference in Applied Economics)