

# ANDRÉS PLÚAS-LÓPEZ

University of Mannheim ◇ L 7, 3-5 (Room 3-25) ◇ 68161 Mannheim, Germany ◇ andres.pluas.lopez@uni-mannheim.de  
<https://sites.google.com/view/apluas> ◇ +49 163 782-3414 ◇ Citizenship: Ecuadorian ◇ Date of Birth: 10.03.1991

## EDUCATION

---

<b>University of Mannheim</b> PhD in Economics Advisor: Prof. Michelle Sovinsky	since 2018 Mannheim, Germany
<b>ILADES / Georgetown University</b> Master of Arts in Economics	2014 - 2016 Santiago, Chile / Washington D.C.
<b>Technical University Federico Santa María</b> Bachelor of Science in International Business Administration	2009 - 2013 Guayaquil, Ecuador

## RESEARCH FIELDS

---

Empirical Industrial Organization, Public Policy

## RESEARCH

---

### Job Market Paper

#### **Beyond Legalization: Access and Use of (Non-)Drug-Trafficking Marijuana**

**Abstract:** Recreational marijuana legalization aims to reduce the drug trafficking market's presence and societal costs. Post-legalization, a third of Uruguayan marijuana users still buy from drug dealers. I assess the effect of legalization on the black market's presence. For this, I estimate a novel demand model in a post-legalized environment that includes access selection/limitations, alternative choices regarding the source (legal or drug trafficking), and individual-level prices. I use these estimates to identify tools that steer the demand to the legal market. Counterfactuals show that a 10% price reduction increases legal marijuana use by 9%, but primarily driven by new users. Reducing access to the drug trafficking market decreases the use of both legal and illegal marijuana, emphasizing access's role in demand. In contrast, widespread legal marijuana access leads to a 17% increase in legal use, with half coming from the drug trafficking market. Understanding consumer substitutions between (il)legal options is crucial for policies targeting black market reduction.

### Work in Progress

#### **High Taxes: Legal Marijuana and Black Market Response**

*with Laura Grigolon & Kevin Remmy & Michelle Sovinsky*

#### **Third-Party Audits and Firms' Responses: Evidence for Ecuador**

*with Tania Guerra-Rosero*

## PRESENTATIONS

---

**2023 (including scheduled):** CRC TR 224 Workshop for Young Researchers (Bonn), EARIE (Rome), MaCCI-EPoS Workshop (Mannheim), Jornadas de Economía Industrial (Bilbao), Internal Department Seminar (U Mannheim), CRC TR 224 Fall Retreat (Montabur), Latin American Meeting of the Econometrics Society (Bogotá), European Winter Meeting of the Econometric Society (Manchester)

**2022:** 5th FRA-MA-HD Development Economics Workshop (Heidelberg), CRC TR 224 Workshop for Young Researchers (Mannheim)

## EXPERIENCE

---

### Teaching

#### **University of Mannheim**

Teaching Assistant for Business Economics 1 (Fall 2022, 2021, 2020)

2020 - 2022  
Mannheim, Germany

**Technical University Federico Santa María**  
Lecturer for Industrial Organization (Summer 2016)  
Lecturer for Macroeconomics I (Fall 2016)  
Lecturer for Macroeconomics II (Spring 2016, 2017)  
Lecturer for Dynamic Macroeconomics (Fall 2016, 2017)

2016-2017  
Guayaquil, Ecuador

### Professional

**University of Mannheim**  
Research Assistant for Prof. Michelle Sovinsky

2021-2023  
Mannheim, Germany

**Caterpillar Inc. / IASA**  
Accounting Assistant

2013-2014  
Guayaquil, Ecuador

## SCHOLARSHIPS

---

**PhD Scholarship**  
Center of Doctoral Studies in Economics, University of Mannheim

2018-2020

**Tuition Scholarship for Graduate Studies in Economics**  
ILADES / Georgetown University

2014-2016

## SKILLS

---

**Languages**  
English (fluent), Spanish (native), German (beginner, A2)

**Programming**  
Stata, MATLAB, R, LaTeX

## AFFILIATIONS

---

Collaborative Research Center Transregio 224 (CRC TR 224)

since 2022

Mannheim Centre for Competition and Innovation (MaCCI)

since 2022

## REFERENCES

---

**Prof. Michelle Sovinsky**  
University of Mannheim  
L 7, 3–5  
68161 Mannheim  
michelle.sovinsky@uni-mannheim.de

**Prof. Laura Grigolon**  
University of Mannheim  
L 7, 3–5  
68161 Mannheim  
lgrigolo@mail.uni-mannheim.de

**Prof. Bernhard Ganglmair**  
University of Mannheim, ZEW  
L 7, 1  
68161 Mannheim  
ganglmair@uni-mannheim.de

Last updated: November 2023