

Cristóbal Otero

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ACADEMIC POSITIONS

2023- Assistant Professor of Economics, Columbia Business School

EDUCATION

- 2017-2023 Ph.D. in Economics, UC Berkeley
Advisors: Emmanuel Saez, Gabriel Zucman, Sydnee Caldwell, Fred Finan
- 2015-2016 M.Sc. in Philosophy of the Social Sciences, London School of Economics
- 2012-2013 M.A. in Economics, Pontificia Universidad Católica de Chile (PUC)
- 2007-2012 B.A. in Economics, Pontificia Universidad Católica de Chile

ARTICLES

Published

1. “Managers and Public Hospital Performance,” with Pablo Muñoz, *American Economic Review*, 2025, 115 (11): 4040–74.
2. “The Economics of the Public Option: Evidence from Local Pharmaceutical Markets,” with Juan Pablo Atal, José Ignacio Cuesta, and Felipe González, *American Economic Review* (lead article), 2024, 114(3), 615–644.
3. “Equilibrium Effects of Food Labeling Policies,” with Nano Barahona and Sebastián Otero, *Econometrica*, 2023, 91 (3): 839–868.
4. “National Institutions and Regional Development at Borders: Evidence from the Americas,” with Francisco Gallego, César Huaroto, and Alejandro Sáenz, *Applied Economics*, 2021, 53(2), 205–220.

Working papers

5. “Food Labeling Policies: Aggregate Impacts and Heterogeneity Across Categories,” with Nano Barahona, Sebastián Otero, and Josh Kim, *R&R at American Economic Journal: Economic Policy*
6. “Physicians’ Occupational Licensing and the Quantity-Quality Trade-off,” with Juan Pablo Atal, Tomás Larroucau, and Pablo Muñoz

BOOKS

1. *Impuestos Justos para el Chile que Viene: Diagnóstico y Desafíos Tributarios para un Nuevo Pacto Fiscal*, with Jorge Atria (editors), Fondo de Cultura Económica, Nov 2021 (1st Edition), Sept 2022 (2nd Edition)

AWARDS, HONORS & FELLOWSHIPS

- 2024 *Essen Health Conference Best Paper Award*
- 2024 *Most Influential Economists Under 40, El Mercurio, Chile*
- 2023 *35 under 35, Diario Financiero, Chile*
- 2023 *China Star Tour*
- 2022 *Center for Equitable Growth/Stone Center Fellowship, UC Berkeley*
- 2021 *Burch Center Fellowship, UC Berkeley*
- 2021 *Student Research Award, Institute for Research on Labor and Employment, UC Berkeley*
- 2020 *George Break Prize, for outstanding performance in Public Finance courses, UC Berkeley*
- 2019 *Outstanding Graduate Student Instructor Award, UC Berkeley*
- 2019 *Student Research Award, Institute for Research on Labor and Employment, UC Berkeley*
- 2017 *Academic Excellence Scholarship for Doctoral Studies Abroad, Conicyt, Chile*
- 2017 *Economics Department Fellowship, 2017-2021, UC Berkeley*
- 2015 *Academic Excellence Scholarship for Masters Studies Abroad, Conicyt, Chile*
- 2013 *Maximum Distinction for Thesis, M.A. in Economics, PUC*
- 2013 *Academic Excellence Award, M.A. in Economics, PUC*
- 2013 *“Raúl Yver Oxley” Prize, to highest GPA in graduating class of Economics, B.A., PUC*
- 2012 *Academic Excellence Scholarship for Masters Studies, Conicyt, Chile*
- 2012 *Top 100 young Chilean leaders, “El Mercurio”*
- 2007 *Academic Excellence Award, B.A. Business & Economics, PUC*

PRESENTATIONS

- 2026 Erasmus School of Economics; Tilburg University
- 2025 CReAM, UCL; Queen Mary; BFI Health Economics Initiative Annual Conference;* RIDGE-LACEA Labor Workshop;* TSE 3rd Health Economics Conference;* SITE Stanford;* VII Economics Alumni Conference, PUC
- 2024 Columbia Business School; RIDGE-LACEA Health Economics Network;* Essen Health Conference; BSE Summer Forum, Organizational Economics; NBER Summer Institute Health Economics; LACEA-LAMES;* McGill University, Economics; IDB Research Department; VI Economics Alumni Conference, PUC
- 2023 UC Berkeley, GSPP; U. Penn, Wharton BEPP; Northwestern, Kellogg Strategy; Columbia Business School; Yale, SOM; U. Chicago, Booth; China Biweekly Seminar on Public Economics, BFI China - Tsinghua University; The University of Hong Kong, Business School; Fudan University, School of Economics; Peking University, National School of Development; UDLA Ecuador, Economics; Georgetown University, Economics; NBER Public Economics Spring; BFI Health Economics Initiative Annual Conference; BSE Summer Forum, Public Economics; NEUDC; NBER Organizational Economics Fall; 8th Zurich Conference on Public Finance in Developing Countries; V Economics Alumni Conference, PUC

- 2022 PUC-Chile; Universidad de Chile, FEN; PF Student Presentations, UC Berkeley; Public Finance Seminar, UC Berkeley
- 2021 ASHEcon Annual Conference,* Labor Lunch, UC Berkeley; Royal Economic Society Conference,* National Tax Association Conference
- 2020 II Economics Alumni Conference, PUC
- 2019 DevLunch, UC Berkeley; IO Lunch, UC Berkeley; WEAI Annual Conference; RIDGE-LACEA Impact Evaluation Network; ASHEcon Annual Conference*
- 2018 DevLunch, UC Berkeley

*conference presentation by coauthor

TEACHING

- 2026 Stone Center Summer School (Guest Lecture), UC Berkeley
- 2026 Topics in Organizational Economics (PhD, Columbia Business School - Fall)
- 2025 Escuela de Verano en Economía (Guest Lecture), Facultad de Ciencias Físicas y Matemáticas, Universidad de Chile
- 2025 Topics in Organizational Economics (PhD, Columbia Business School - Spring)
- 2024 Managerial Economics (MBA, Columbia Business School - Fall)
- 2024 Managerial Economics (MBA, Columbia Business School - Spring)

PROFESSIONAL ACTIVITIES

Referee for *American Journal of Health Economics*, *American Economic Journal: Economic Policy*, *American Economic Review*, *American Economic Review: Insights*, *Economic Journal*, *Journal of Political Economy*, *Management Science*, *Quarterly Journal of Economics*, *Review of Economics and Statistics*, *Review of Economic Studies*

Reviewer for *Interdisciplinary Seed Grants Program (Columbia University)*, *Regular Fondecyt National Projects Competition (National Agency for Research and Development, Chile)*

Co-Organizer, Policy Conference “Decidir con Datos: Encuentro de Economía de la Salud” (2025)

Program Committee National Tax Association Annual Conference (2025)

Seminar organization: Columbia Labor/Public Finance Seminar (2024-25)

Junior Faculty Recruiting Committee, Columbia Business School, Economics Division (2024-25)

Faculty Advisory Committee of the Columbia Global Center in Santiago (2024-27)

PROFESIONAL EXPERIENCE

- 2017 Consultant, Chilean National Productivity Commission
- 2014-2015 Cabinet Advisor, Ministry of Economy, Government of Chile

OUTSIDE ACTIVITIES

None

Last update: December, 2025