

## SANDRA POLANIA-REYES

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University of Notre Dame  
Department of Economics  
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### RESEARCH AND TEACHING FIELDS

PRIMARY	Experimental Economics Applied Microeconomics Development Economics	SECONDARY	Behavioral Economics Impact Evaluation Microeconometrics
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### FIELDS OF CONCENTRATION

Experimental Economics, Impact Evaluation, Applied Microeconomics

### REFERENCES

Orazio Attanasio  
Department of Economics  
University College London  
London WC1E 6BT, United Kingdom  
E: [o.attanasio@ucl.ac.uk](mailto:o.attanasio@ucl.ac.uk)

Samuel Bowles  
Behavioral Science Program  
Santa Fe Institute  
1399 Hyde Park Rd, Santa Fe, NM 87501  
E: [bowles@santafe.edu](mailto:bowles@santafe.edu)

Syngjoo Choi  
Department of Economics  
Seoul National University  
Gwanak Gu, Seoul, South Korea  
E: [syngjoo@gmail.com](mailto:syngjoo@gmail.com)

Juan Camilo Cárdenas  
Department of Economics  
Universidad de Los Andes  
Carrera 1 N° 18A-70, Bogotá, Colombia  
E: [jccarden@uniandes.edu.co](mailto:jccarden@uniandes.edu.co)

### DOCTORAL DEGREES

#### 2015 Ph.D Economics

Dissertation title: *Essays on the experimental economics in the field: lessons for public policy*

Committee: Orazio Attanasio  
Syngjoo Choi  
Antonio Cabrales  
Simon Gaechter

#### University College London – UCL, London, UK

University College London  
Seoul National University  
University College London  
University of Nottingham

#### 2015 Ph.D. Economics (Economia Politica)

Dissertation title: *Essays on heterogeneous social preferences and incentives*

Committee: Luigi Luini  
Daniela Di Cagno  
Luca Stanca  
Silvia Tiezzi

#### University of Siena, Siena, IT

University of Siena  
Guido Carli University LUISS  
University of Milano-Bicocca  
University of Siena

### PROFESIONAL APPOINTMENTS

- 2017 Visiting Fellow. Keough School of Global Affairs. Kellogg Institute for International Studies. University of Notre Dame, IN, USA
- 2016 Post-doctoral Fellow. Department of Economics and Centre for Ethics and Culture. University of Notre Dame, Notre Dame, IN, USA

## PRE-DOCTORAL STUDIES

		DEGREE	FIELD
2005	University of Los Andes, Bogotá, Colombia	M.A.	Economics
2003	University of Los Andes, Bogotá, Colombia	B.A.	Economics and Anthropology

## FELLOWSHIPS

2017	Kellogg Institute Visiting Fellowship. Keough School of Global Affairs, Kellogg Institute for International Studies. University of Notre Dame, USA.
2016	Center for Ethics and Culture Postdoctoral Fellowship, University of Notre Dame, USA
2010, 2012	University College London annually Studentships
2008, 2010	Doctoral scholarship for mobility, University of Siena, Italy
2009	Graduate Research Scholarship, University College London, UK
2007-2011	Doctoral Scholarship, University of, Siena, Italy
2007	Colfuturo Scholarship Loan for graduate studies, Colombia
2003	Fee waiver for the Master in Economics, University of Los Andes, Bogota, Colombia

## GRANTS

2014	Experimental Social Science Laboratory, Institute of Business and Economic Research. UC Berkeley. Leading by non-example: do leader's social preferences matter for cooperation? Co-PI D. Echeverry,
2007	IADB Grant. Building Trust for Good Governance: Field Experiments in Latin America. The Latin American Research Network, Co-PI Prof. JC Cárdenas and N. Candelo (Project RG-T1258)
2006	IADB Grant. Discrimination in the Provision of Social Services to the Poor: A Field Experimental Study. Latin America Research Network, Co-PI JC Cárdenas, A. Gaviria, R. Sethi, N. Candelo (Project R-544)

## PUBLICATIONS

### Refereed Journal Articles

2015	<a href="#">“Building social capital: Conditional cash transfers and cooperation”</a> . With Orazio Attanasio and Luca Pellerano <i>Journal of Economic Behavior and Organization</i> . 118, October, 22–39.
2012	<a href="#">“Economic incentives and social preferences: substitutes or complements?”</a> With Sam Bowles. <i>Journal of Economic Literature</i> . 50, June, 368-425.
2009	<a href="#">“Building trust? Conditional cash transfer programs and social capital”</a> . With Orazio Attanasio and Luca Pellerano. <i>Fiscal Studies</i> , 30, 139–177.
2005	<a href="#">“Social Capital and Household Income in Urban Colombia”</a> . <i>Revista Desarrollo y Sociedad</i> . University of Los Andes. 56. September, 221-284.

### Manuscripts in preparation

#### [Coordination as Unintended Benefit: Lab-in-the-Field Evidence from a Conditional Cash Transfer Program](#)

This study tests an unintended benefit of a Conditional cash transfer program in Colombia: an improvement in coordination among its beneficiaries. A sample of 714 beneficiaries participate in a minimum effort coordination game. Those enrolled in the program for over a year are not just coordinating; they are more likely to exert the highest level of effort and reach higher earnings. Collected data is sufficiently rich to establish that improvement in coordination is not due to potential confounding factor such as willingness to cooperate, connectivity or socio-economic characteristics. Participants are required to interact with local program officials, community leaders and fellow beneficiaries. This social component of the CCT, changed beliefs about others' behavior and established a social norm, which allowed beneficiaries to overcome coordination failures. The findings support nascent initiatives to influence beliefs through policy interventions.

[Prosocial behavior, Heterogeneity and Incentives: Experimental Evidence from the local commons in Colombia.](#) I examine the efficiency of incentives by estimating a structural model of social preferences. The paper studies the role of the composition of preference types in the groups with 1095 participants.

[Work pays: different benefits of a workfare program in Colombia.](#) With Orazio Attanasio, Costas Meguir (Yale University), Marcos Vera-Hernandez (UCL) and Arthur Alik (University of Toulouse). We examine the effects of a workfare program in Colombia. We find that the program increased individual labor income and labor supply. The effect of the program persisted beyond its operation in rural areas.

[Identification of Other-Regarding Preferences: Evidence from a Common Pool Resource Game in Colombia.](#) With David Echeverry (University of California Berkeley). We identify individuals' types by using a structural latent class model and compare the results with the structural parameters estimated from a Quantal Response Equilibrium model.

*Motivating Teamwork in Organizations: Lab-in-the-Field Evidence on Cooperation and Social Recognition.* This economic field experiment tests the effects of public and private recognition on voluntary contributions to a public good within an organization. Using a within-subjects design, 410 Colombian employees participated in an online public goods game. The analysis reveals that public recognition has a sizeable effect on contributions, while private recognition has a small effect.

*Leading by non-example: do leader's social preferences matter for cooperation? Experimental evidence from Colombia.* In 2014, I conducted an artefactual field experiment with 500 beneficiaries of a CCT in Colombia and examined whether how powerful leaders are determines their decision to free ride and the relationship between individual willingness to cooperate and the presence of an empowered leader in the group.

*Are Public Officials Less Pro-Social? An Artefactual Field Experiment in Colombia.* With Natalia Candelo, Juan Camilo Cárdenas, Alejandro Gaviria. We designed and implemented economic experiments on social preferences to measure discrimination in the provision of social services to the poor.

### **Other manuscripts**

*Parental generosity and early child development: an experimental approach.* I designed an economic experiment to measure parents' willingness to invest in their children's human capital.

[Helping the Helpers: Altruism as A Rational Choice of Donors to A Students Voluntary Organization.](#) With Juan Camilo Cárdenas and Miguel Espinosa 2009. Working paper CEDE (30). UAndes.

[Pasos metodológicos de un diseño experimental para medir capital social y acción colectiva en seis ciudades latinoamericanas](#) [Methodological steps for an experimental design to measure social capital and collective action in six Latinamerican cities] With Natalia Candelo. 2008. Working paper CEDE, 37. University of Los Andes.

*Darwin in the experimental lab: between and within group competition effects on human behavior.* I use a Public Goods game we conducted in 2007 with the sample of Cárdenas, et al. 2008 (above)

## Book chapters

- 2009 Discrimination in the Provision of Social Services to the Poor: A Field Experimental Study. With Juan Camilo Cárdenas, Natalia Candelo, Alejandro Gaviria and Rajiv Sethi. Chapter 3. In: *Discrimination in Latin America: an Economic perspective*. Edited by Hugo Ñopo, Alberto Chong, Andrea Moro. LADF Series – World Bank.
- 2008 What Extent Do Latin Americans Trust and Cooperate? Field Experiments on Social Exclusion in Six Latin American Countries. With Juan Camilo Cárdenas, Sebastian Calónico, Natalia Candelo, Alberto Chong and Hugo Ñopo. In: *IADB IPES 2008 Report: Outsiders? The Changing Patterns of Exclusion in Latin America and the Caribbean* (David Rockefeller/Inter-American Development Bank). Chapter 7.

## TEACHING EXPERIENCE

Solo-instructor (also designed this course). [Corpovisionarios](#), Bogota, Colombia Spring 2015  
Experimental and Behavioral Economics on evaluation and design of social interventions.

Graduate Student Instructor. Department of Economics, UCL, London, UK  
Microeconomics Winter 2011  
Experimental Economics Spring 2011, Spring 2012

Teaching Assistant. Department of Economics, University of Los Andes, Bogotá, Colombia.  
Graduate Experimental Economics Fall 2004  
Introduction to the Colombian Economy Spring 2007  
Introduction to Microeconomics Spring 2005, Fall 2005, Spring 2006, Fall 2006  
Intermediate Microeconomics Spring 2005, Fall 2005, Spring 2006, Fall 2006

## INVITED PRESENTATIONS AND CONFERENCES

- 2017 UC Berkeley, University of Los Andes, University of Massachusetts-Amherst, University of Notre Dame, Pontifical Xavierian University, NYU CESS 10th Annual Experimental Political Science Conference.
- 2016 Advances in Field Experiments (UChicago), BABEEW (Bay Area Behavioral and Experimental Economics Workshop), University of Notre Dame.
- 2015 BABEEW (Bay Area Behavioral and Experimental Economics Workshop), University of San Francisco, UC Berkeley Haas, UC Berkeley, University College London, Institute of Fiscal Studies.
- 2014 BABEEW (Bay Area Behavioral and Experimental Economics Workshop), Georg-August-Universität Göttingen.
- 2013 University of Los Andes.
- 2012 European Network for Training in Economic Research Jamboree, University of Barcelona, University of Oxford (International Development)
- 2010 The Evolution of Cooperation and Trading (TECT) Central European University, Budapest. University of Konstanz.
- 2009 ECORE, Université Libre de Bruxelles, Université Catholique de Louvain, Centre for Research in the Economics of Development CRED, University of Namur. CESifo's 10th Venice Summer Institute. University of Siena. London School of Economics.
- 2008 German Federal Agency for Nature Conservation GTZ, Vilm; Univesity of Zurich.
- 2007 National University of Colombia, Externado University of Colombia, University of Los Andes, Pontifical Xavierian University, Latin American and Caribbean Economic Association (LACEA).

## SELECTED RESEARCH EXPERIENCE

*Institute of Fiscal Studies, London, UK*

2007–2008

Project Manager, Experimental Leader, Field Work Coordinator.

Research with O. Attanasio. Implementing an Artefactual Field Experiment of the effect of a Conditional Cash Transfer on social preferences.

*Department of Economics, University of Los Andes, Bogota, Colombia*

2006–2007

Project Manager, Field Work Coordinator and experimental Leader.

Research with JC Cárdenas on designing and implementing economic experiments on social and risk preferences in Argentina, Colombia, Costa Rica, Peru, Venezuela and Uruguay and on social preferences to measure discrimination in the provision of social services to the poor in Bogotá, Colombia.

2004–2007

Research Assistant.

Research with JC Cárdenas on designing and implementing economic experiments with a dynamic component to observe the rules in common dilemmas and sustaining inclusive Collective Action that Links across Economic and Ecological Scales in upper watersheds.

## OTHER CONTRIBUTIONS

2015 Collaboration on the website [www.wealthometer.org](http://www.wealthometer.org). Tool to raise awareness in the wider public, illustrating the main tradeoffs when thinking about taxing wealth. Spanish translation.

2010 Microeconomics: Behavior, Institutions, and Evolution, by S. Bowles. Princeton University Press, 2004. Chapter 14. [Spanish Translation](#). November.

2008 Policies Designed for Self-Interested Citizens May Undermine 'The Moral Sentiments': Evidence from Economic Experiments. Science 320: 5883 (June 20). [Supporting Online Material](#).

## DISCIPLINARY SERVICE

Referee Economic Journal, Journal of Public Economics, European Economic Review, Journal of Development Economics, Scandinavian Journal of Economics, Journal of Economic Methodology, Ecological Economics, Revista Desarrollo y Sociedad, Lecturas de Economía, International Review of Economics, Oxford Economic Papers, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of Behavioral and Experimental Economics, American Political Science Review

## COMMUNITY-BASED ENGAGEMENT

2015 – to date Research Consultant, [Corpovisionarios](#), Bogotá, Colombia.

2014 – 2015 Natural Family Planning advisor, Diocese of Oakland

2013 – 2015 Catechist, St. Ambrose Catholic Church, Albany, CA

2009 – 2012 Volunteer, [London Jesuit Volunteers](#), London, UK

2003 – 2012 Coordinator, [Fundación Bella Flor](#), Bogotá, Colombia

**LANGUAGES** English (Fluent), Spanish (native speaker), Italian (Intermediate), French (Beginner)

**RELATED PROFESSIONAL SKILLS** Stata, R, Matlab, Z-tree, C++

## PROFESSIONAL AFFILIATIONS

American Economic Association, Economic Science Association, Berkeley Initiative for Transparency of Social Sciences – BITTS, Catholic Research Economists Discussion Organization – CREDO