

## SANDRA POLANIA-REYES

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UNIVERSITY COLLEGE LONDON  
DEPARTMENT OF ECONOMICS

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Graduate Coordinator: Daniella Harper [economics.jobmarket@ucl.ac.uk](mailto:economics.jobmarket@ucl.ac.uk)

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### DESIRED RESEARCH AND TEACHING FIELDS

#### PRIMARY

Experimental Economics  
Microeconomics  
Development and Public Policy

#### SECONDARY

Behavioral Economics  
Impact Evaluation  
Microeconometrics

### FIELDS OF CONCENTRATION

Experimental Economics, Impact Evaluation, Microeconometrics

### DOCTORAL DEGREES

#### Ph.D Economics, University College London - UCL, London, UK

2015

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

#### Advisors and References

Prof. Syngjoo Choi (Principal) – UCL, Seoul National University  
Prof. Orazio Attanasio – UCL, IFS

[syngjoo.choi@ucl.ac.uk](mailto:syngjoo.choi@ucl.ac.uk)  
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#### Dissertation committee:

Prof. Antonio Cabrales – UCL  
Prof. Simon Gaechter – University of Nottingham

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[simon.gaechter@nottingham.ac.uk](mailto:simon.gaechter@nottingham.ac.uk)

#### Ph.D Economics, Università degli Studi di Siena, Siena, Italy

2015

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

#### Advisors and Other References

Prof. Samuel Bowles – Santa Fe Institute, University of Siena  
Prof. Luigi Luini – University of Siena  
Prof. Juan Camilo Cardenas – University of Los Andes

[bowles@santafe.edu](mailto:bowles@santafe.edu)  
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#### Dissertation committee:

Prof. Daniela Di Cagno – Guido Carli University for Social Studies  
Prof. Luca Stanca – University of Milano-Bicocca  
Prof. Silvia Tiezzi – University of Siena

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### PRE-DOCTORAL STUDIES

University of Los Andes, Bogotá, Colombia  
University of Los Andes, Bogotá, Colombia

#### DEGREE

M.A.  
B.A.

#### DATE

2005  
2003

#### FIELD

Economics  
Economics and Anthropology

### ACADEMIC EXPERIENCE

Spring 2015 Instructor. [Corpovisionarios](#), Bogota, Colombia  
Experimental and Behavioral economics on evaluation and design of social interventions. I also designed this course.  
Winter 2011 – Spring 2012 Graduate Student Instructor. Department of Economics, University College London, London  
Microeconomics, Experimental Economics.  
Fall 2004 – Spring 2007 Teaching Assistant. Department of Economics, University of Los Andes, Bogotá, Colombia  
Introduction to the Colombian Economy, Introduction and Intermediate Microeconomics, Graduate Experimental Economics.

### PUBLICATIONS

“[Building social capital: Conditional cash transfers and cooperation](#)”. With Prof. Orazio Attanasio and Luca Pellerano  
*Journal of Economic Behavior and Organization*. 118 (2015), October, 22–39.  
“[Economic incentives and social preferences: substitutes or complements?](#)” With Prof. Sam Bowles. *Journal of Economic Literature*. 50 (2012), June, 368-425.

- “Building trust? Conditional cash transfer programs and social capital”. With Prof. Orazio Attanasio and Luca Pellerano. *Fiscal Studies*, 30 (2009), 139–177.
- “Social Capital and Household Income in Urban Colombia”. *Revista Desarrollo y Sociedad*. University of Los Andes. 56 (2005). September, 221-284.

## BOOK CHAPTERS

- 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. 2009. Book Chapter 3. In: [Discrimination in Latin America: an Economic perspective](#). Edited by Hugo Ñopo, Alberto Chong, Andrea Moro. LADF Series – World Bank.
- 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. 2008. 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.

## RESEARCH EXPERIENCE

- Graduate Research Assistant, Department of Economics, University College London, UK Jul 2010 - Jan 2013  
Research with Prof. O. Attanasio, on the determinants of asset accumulation in developing countries to alleviate Long Run Poverty: Conditional cash transfers, Early childhood development, workfare programs.
- Junior Researcher, Department of Economics, University of Siena, Italy Jan – Mar 2008  
Research with Prof. S. Bowles on the effect of incentives on social preferences.
- Project Manager, Experimental Leader, Field Work Coordinator, Institute of Fiscal Studies Jun 2007 – Dec 2008  
Research with Prof. O. Attanasio. Implementing an artefactual Field Experiment of the effect of a Conditional Cash Transfer on social preferences.
- Project Manager, Experimental Leader, Field Work Coordinator, Department of Economics, University of Los Andes  
Research with Prof. Juan-Camilo Cardenas on i) designing, implementing, economic experiments on social and risk preferences in Argentina, Colombia, Costa Rica, Peru, Venezuela and Uruguay Jan – Jul 2007  
and ii) designing, implementing economic experiments on social preferences to measure discrimination in the provision of social services to the poor in Bogota, Colombia. Feb – Dec 2006
- Experimental Leader - Consultant, Institute of Fiscal Studies Jan 2006  
Research with Prof. O. Attanasio, Prof. Abigail Barr (University of Oxford) and Prof. JC. Cárdenas on using economic experiments to investigate social networks in rural Colombia
- Research Assistant – University of Los Andes, Colombia Aug 2004 – Jun 2007  
Research with Prof. 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.

## PAPERS

- [Disentangling Social Capital: Lab-in-the-Field Evidence on Coordination, Cooperation and Networks \(Job Market paper\)](#)  
In 2008, I conducted and designed an artefactual field experiment in which 714 beneficiaries of a Conditional Cash Transfer (CCT) program in Colombia took part in a ‘Weak-link’ Coordination game and Public Goods game with communication. I examine the role of the program on the ability to coordinate, by accounting for different dimensions of social capital: cooperation is an individual other-regarding preference; social norms stem from beliefs about others’ behavior; and individual connections arising in networks allow us to build such beliefs. I estimate a structural choice model of the individual decision to coordinate, which highlights the role of beliefs about others’ behavior: high effort is only sustained under high beliefs. The regressions suggest that the CCT program helps overcome the coordination failure through different channels, and the structural model points to the beliefs channel.
- [Prosocial behavior, Heterogeneity and Incentives: Experimental evidence from the local commons in Colombia.](#)  
I examine efficiency of incentives according to the composition of social preferences’ types in the groups with 1095 participants.
- [Work pays: different benefits of a workfare program in Colombia.](#) With Prof. Orazio Attanasio, Prof. Costas Meguir, Prof. Marcos Vera-Hernandez and Arthur Alik. We examine the effects of a workfare program in Colombia by using different econometric methods.
- [Identification of Other-Regarding Preferences: Evidence from a Common Pool Resource Game in Colombia.](#) With David Echeverry. 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.
- [Helping the Helpers: Altruism as A Rational Choice of Donors to A Students Voluntary Organization.](#) With Prof. Juan Camilo Cárdenas and Miguel Espinosa 2009. Working paper CEDE (30). University of Los Andes.

- [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 Latin American cities] With Natalia Candelo. 2008. Working paper CEDE (17) University of Los Andes.

## PAPERS IN PROGRESS

- **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 examine 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.
- **Darwin in the experimental lab: between and within group competition effects on human behavior.**  
I examine the effect of between group and within group competition by using a Public Goods game we conducted in 2007 with the sample of Cardenas, et al. 2008 (above)
- **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.
- **Are Public Officials Less Pro-Social? An Artefactual Field Experiment in Colombia.** With Natalia Candelo, Prof. Juan Camilo Cardenas, Prof. Alejandro Gaviria.

## FELLOWSHIPS AND AWARDS

UCL annually Studentships	2010 and 2012
Doctoral scholarship for mobility, Università degli Studi di Siena, Italy	2008 and 2010
Graduate Research Scholarship, UCL Department of Economics	2009
Doctoral scholarship, Università degli Studi di Siena, Siena, Italy.	2007
Colfuturo scholarship loan for graduate studies (merit based)	2007
Fee waiver for the Master in Economics, University of Los Andes (merit based)	2003

## GRANTS

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

## OTHER CONTRIBUTIONS

- 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.
- *Microeconomics: Behavior, Institutions and Evolution*, by S. Bowles. Princeton University Press, 2004. Chapter 14. Spanish Translation. November (2010). <http://bowlesmicroeconomia.uniandes.edu.co/>
- *Policies Designed for Self-Interested Citizens May Undermine 'The Moral Sentiments': Evidence from Economic Experiments.* Science 320 (2008): 5883 (June 20). [Supporting Online Material](#).

## 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
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## OTHER INFORMATION:

Affiliations:	American Economic Association, Economic Science Association, Berkeley Initiative for Transparency of Social Sciences
Languages:	English (Fluent), Spanish (Native), Italian (Intermediate), French (Basic)
Citizenship:	Colombian
Volunteering:	Natural Family Planning advisor, Diocese of Oakland
	Catechist, St. Ambrose Catholic Church, Albany, CA
	<a href="#">London Jesuit Volunteers</a> , London, UK
	Fundación Bella Flor, Ciudad Bolívar, Bogotá, Colombia. <a href="http://www.bellaflor.org">http://www.bellaflor.org</a>
	2014 to present
	2013 to present
	2009 - 2012
	2003 - 2012