

## SANDRA POLANIA-REYES

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UNIVERSITY COLLEGE LONDON  
DEPARTMENT OF ECONOMICS  
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Placement Director: Vasiliki Skreta [v.skreta@ucl.ac.uk](mailto:v.skreta@ucl.ac.uk)  
Coordinator: Daniella Harper [economics.jobmarket@ucl.ac.uk](mailto:economics.jobmarket@ucl.ac.uk)

### RESEARCH AND TEACHING FIELDS

PRIMARY	Experimental Economics	SECONDARY	Behavioral Economics
	Applied Microeconomics		Impact Evaluation
	Development and Public Policy		Microeconometrics

### 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 Ro 1, Gwanak Gu, Seoul, Rep. of 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*

Dissertation committee

University College London – UCL, London, UK

Syngjoo Choi (Advisor) – UCL, Seoul National University

Orazio Attanasio (Advisor) – UCL, IFS

Antonio Cabrales – UCL

Simon Gaechter – University of Nottingham

#### 2015 Ph.D Economics

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

Dissertation committee:

University of Siena, Siena, IT

Luigi Luini (Advisor) – University of Siena

Daniela Di Cagno – Guido Carli University LUISS

Luca Stanca – University of Milano-Bicocca

Silvia Tiezzi – University of Siena

### PROFESIONAL APPOINTMENTS

Post-doctoral Fellow. Department of Economics and Centre for Ethics and Culture. Aug 2016 – May 2017  
University of Notre Dame, Notre Dame, IN, USA

## PRE-DOCTORAL STUDIES

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

## DEGREE

M.A.  
B.A.

## DATE FIELD

2005 Economics  
2003 Economics and Anthropology

## FELLOWSHIPS

2016 Center for Ethics and Culture Postdoctoral Fellowship, University of Notre Dame, IN USA  
2010, 2012 University College London annually Studentships  
2008, 2010 Doctoral scholarship for mobility, Università degli Studi di Siena, Italy  
2009 Graduate Research Scholarship, University College London, UK  
2007-2011 Doctoral scholarship, Università degli Studi di Siena, 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 "[Building social capital: Conditional cash transfers and cooperation](#)". With Orazio Attanasio and Luca Pellerano *Journal of Economic Behavior and Organization*. 118, October, 22–39.  
2012 "[Economic incentives and social preferences: substitutes or complements?](#)" With Sam Bowles. *Journal of Economic Literature*. 50, June, 368-425.  
2009 "[Building trust? Conditional cash transfer programs and social capital](#)". With Orazio Attanasio and Luca Pellerano. *Fiscal Studies*, 30, 139–177.  
2005 "[Social Capital and Household Income in Urban Colombia](#)". *Revista Desarrollo y Sociedad*. University of Los Andes. 56. September, 221-284.

### Manuscripts in preparation

[Coordination as a Collateral Benefit: Lab-in-the-Field Evidence from a Conditional Cash Transfer Program](#) (Job Market paper).

Conditional cash transfer (CCT) programs have positive effects on health and education. Using a novel approach, this economic field experiment tests a collateral benefit of one such program: an improvement in coordination. We ran a minimum effort coordination game on a sample of 714 CCT beneficiaries in Colombia and find evidence of overcoming risk uncertainty. The data we gathered is sufficiently rich to establish that the improvement in coordination is not due to potential confounds such as willingness to

cooperate (measured with a public goods game), connectivity (measured with network data for each participant within a session) or socio-economic characteristics.

The experimental design features Pareto ranked equilibria. I find evidence that those exposed to 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. A structural model of the effort decision suggests the CCT improved beliefs about others' behavior, creating a coordination device.

CCT beneficiaries are required to interact with local program officials, but more importantly with community leaders and fellow beneficiaries. I argue that this gave rise to a social norm. The findings support nascent initiatives to influence beliefs through policy instruments.

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

*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.

*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 Cárdenas, et al. 2008 (above)

*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.

[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). 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 Latinamerican cities] With Natalia Candelo. 2008. Working paper CEDE, 37. University of Los Andes.

### 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

Sole-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

- 2016 Advances in Field Experiments (Chicago), 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 of 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; University of Zurich.
- 2007 National University of Colombia, Externado University of Colombia, University of Los Andes, Pontificia Javeriana University, Latin American and Caribbean Economic Association (LACEA).

## SELECTED RESEARCH EXPERIENCE

Project Manager, Experimental Leader, Field Work Coordinator. Institute of Fiscal Studies, London, UK

Research with O. Attanasio. Implementing an artefactual Field Experiment of the effect of a Conditional Cash Transfer on social preferences. Jun 2007 – Dec 2008

Project Manager. Department of Economics, University of Los Andes, Bogota, Colombia

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 (Jan – Jul 2007) and on social preferences to measure discrimination in the provision of social services to the poor in Bogotá, Colombia (Feb – Dec 2006)

Research Assistant. Department of Economics, University of Los Andes, Bogota, Colombia

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. Aug 2004 – Jun 2007

## 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.

## **LANGUAGES AND SKILLS**

<b>Languages</b>	English (fluent), Spanish (native), Italian (basic), French (basic)
<b>Skills</b>	Stata, R, C++

## **PROFESSIONAL AFFILIATIONS**

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