

Germán Reyes

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Academic Appointments

Assistant Professor, Department of Economics, Middlebury College	2024 – Present
Faculty Fellow, Rohatyn Center for Global Affairs, Middlebury College	2024 – Present
Associate Member, IZA Institute of Labor Economics	2024 – Present
Affiliated Researcher, Joint Initiative for Latin American Experimental Economics	2024 – Present

Previous Appointments

Postdoctoral Fellow, briq Institute on Behavior and Inequality, Bonn, Germany	Spring 2023
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Education

Ph.D., Economics, Cornell University, Ithaca, New York	2017–2023
Exchange Scholar, University of California, Berkeley	Fall 2021
M.A., Economics, Universidad Nacional de La Plata, Argentina	2013–2015
B.A., Economics, Universidad Nacional de La Plata, Argentina	2008–2013

Research Interests

Behavioral Economics, Labor Economics, Education Markets, Inequality, Generative AI

Accepted, Forthcoming, and Published Papers

“Coarse Wage-Setting and Behavioral Firms”

Accepted, *Review of Economics and Statistics*

“Inequality of Opportunity and Income Redistribution”

(with Marcel Preuss, Jason Somerville, and Joy Wu)

Accepted, *Journal of Political Economy Microeconomics*

“The Direct and Spillover Effects of Large-scale Affirmative Action at an Elite Brazilian University”

(with Cecilia Machado and Evan Riehl)

Journal of Labor Economics 43(2): 391-431, 2025

“Are Fairness Perceptions Shaped by Income Inequality? Evidence from Latin America”

(with Leonardo Gasparini)

The Journal of Economic Inequality 20: 893-913, 2022

Working Papers

“Are Elites Meritocratic and Efficiency-Seeking? Evidence from MBA students”

(with Marcel Preuss, Jason Somerville, and Joy Wu), IZA Working Paper #17788

“Cognitive Endurance, Talent Selection, and the Labor Market Returns to Human Capital”

“Stakes and Signals: An Empirical Investigation of Muddled Information in Standardized Testing”

(with Evan Riehl and Ruqing Xu), NBER Working Paper #32608

Teaching

Introduction to Regression Analysis, Middlebury College	Fall 2024
Behavioral Economics and Public Policy, Middlebury College	Spring 2024, Spring 2025

Grants

midd.data, Research Grant, \$1,000	2025
Weiss Fund, Research Grant, \$15,000	2024
J-PAL Social Protection Initiative, Research Grant, \$50,000	2024
Spencer Foundation, Research Grant on Education, \$42,470	2024
Collaborative Research Center Transregio 224, Research Grant, \$7,950	2023
NSF Doctoral Dissertation Improvement Grant #SES-2149314, \$24,948	2022
Cornell Graduate School, Conference Travel Grant, \$700	2022
UC Berkeley Opportunity Lab Initiative on Racial Equity in the Labor Market Grant, \$4,500	2021
Cornell Graduate School, Research Travel Grant, \$1,975	2021
Einaudi Center, International Research Travel Grant, \$1,100	2021
Cornell Center for Social Sciences, Research Grant (co-PI), \$12,000	2020
Cornell Center for the Study of Inequality, Seed Grant (co-PI), \$500	2019

Honors, Awards, and Fellowships

Inequality in America Initiative Postdoctoral Fellowship, Harvard University (declined)	2023
Presidential Postdoctoral Fellowship, National University of Singapore (declined)	2023
Sage Fellowship, Cornell University	2017–2022
Russell Sage Foundation Summer Institute in Behavioral Economics	2022
L.R. Wilson Excellence in Economics Medal, Cornell University	2021
Graduate Resident Fellow, Keeton House, Cornell University	2019–2021
The Tobin Project Graduate Student Fellowship	2020
Best Master's Thesis Award, Economics Department, Universidad Nacional de La Plata	2015
Young Economist Paper Prize, Central Bank of Argentina	2015
Student Paper Prize, Central Bank of Argentina	2013
Manuel Belgrano's Award, Economics Department, Universidad Nacional de La Plata	2013
Dr. Joaquín V. González's Award, Municipality of La Plata	2013

Professional Activities

Referee: *American Economic Review*, *Journal of the European Economic Association*, *Journal of Labor Economics*, *Journal of Public Economics*, *Journal of Political Economy*, *Microeconomics*, *Management Science*, *Journal of Economic Behavior and Organization*, *Labour Economics*, *Journal of Human Capital*, *The Journal of Economic Inequality*.

Non-Academic Experience

Research Analyst, Poverty and Equity Global Practice, The World Bank	2015 – 2017
Analyst, Research Department, Ministry of Economics of Buenos Aires	2014 – 2015

April 2025