

# Guillermo Lezama

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EDUCATION	<b>Ph.D. in Economics</b> , Summer 2025, University of Pittsburgh. Thesis Title: Essays in Political Economy. Thesis Committee: Prof. Osea Giuntella (Co-Chair); Prof. Richard Van Weelden (Co-Chair); Prof. Andreas Ferrara; Prof. Michael Colaresi; Prof. Tianyi Wang.	
	<b>M.A. in Economics</b> , 2020, University of Pittsburgh.	
	<b>Master's in International Economics</b> , 2019, Universidad de la República, Facultad de Ciencias Sociales, Montevideo, Uruguay	
	<b>Bachelor's in Economics</b> , 2013 Universidad de la República, Facultad de Ciencias Económicas y de Administración, Montevideo, Uruguay	
WORK EXPERIENCE	Economist, Amazon	Jul 2025 – Jan 2026
	Instructor, Data Science Specialization, FCS, Universidad de la Republica	Jul 2024 – Jul 2025
	Data Analyst, Semanario Búsqueda (Uruguayan Newspaper)	Nov 2024 – Dic 2024
	Intern - Economics, Amazon	May 2024 – Aug 2024
	Academic Advisor to the Dean, Facultad de Ciencias Sociales	Mar 2017 – Dec 2018
	Economic Consultant to a Member of the Uruguayan Congress	Mar 2015 – Feb 2017
	Coordinator, College Program for First-Generation Students, Universidad de la República (Udelar)	Dec 2013 – Mar 2015
	Assistant, Office of Education Outreach and Community Programs (Extensión), Universidad de la República (Udelar)	Dec 2012 – Dec 2013

## RESEARCH Publications

Social Media vs. Surveys: A New Scalable Approach to Understanding Political Discourse. 2024.  
With Valentina González-Rostani and José Incio. *Legislative Studies Quarterly*.

Inequality in pre-income survey times: a methodological proposal. 2020. With Henry Willebald.  
*Review of Income and Wealth*, 66(4), 931-957.

### Job Market Paper: Information About Corruption and Politicians' Proposals (*Submitted*) (Draft) (Github for Text Classification)

*Abstract:* Corruption revelations can significantly disrupt electoral campaigns by compelling politicians to address newly exposed policy issues, navigate reputation shocks, and adjust their ideological positioning to respond effectively to voter concerns. This study investigates how exposing corruption affects politicians' policy agendas and rhetorical approaches. Utilizing natural language processing on 13,344 manifestos from Brazil's 2012 mayoral elections—and leveraging the random assignment of municipalities to public fund audits—I analyze changes in political discourse. I find that in municipalities with a high share of irregularities in specific policy areas, incumbents reduced their discussion of those areas, while opposition candidates increased their focus on them. Additionally, corruption revelations influenced the use of populist and extremist rhetoric, with opposition candidates in low-corruption municipalities moderating their language and incumbents in high-corruption municipalities adopting a more populist tone in their rhetoric, though this finding was not robust across all statistical tests. These findings highlight how transparency shapes political communication during elections, affecting politicians' strategic adaptations in response to corruption revelations.

### Working Papers

Immigration Shocks and Politicians' Rhetoric: Evidence from The Venezuelan Migration Crisis (with Valentina González-Rostani and José Incio) (Draft)

The Effect of Experimenter Demand on Inference (K. Pun Winichakul, Priyoma Mustafi, Marissa Lepper, Alistair J. Wilson, David Danz, and Lise Vesterlund) ([Draft](#))

Sanctions, Reputational Losses and Salience (with Dan Berkowitz and Claire Nackley) ([Draft](#))

## Works in Progress

Importing Capital from China: A Perspective from the Developing World (with Marla Ripoll and Siqiang Yang)

Exploring Uruguayan Elections ([Slides](#))

## Non-Peer Reviewed Publications

Múltiples miradas a los medicamentos de alto costo: hacia una comprensión integral del tema. (with G. Bardazano, V. Caredio, P. Cechi, J. Ceretta, V. Domínguez, L. Giúdice, S. Lema, M. López, C. Ramos, H. Rodríguez, N. Speranza, G. Tomasiunas, P. Triunfo and C. Zunino) (Book, Multiple views of high-cost drugs: towards a comprehensive understanding of the subject.) Colección Artículo 2. Universidad de la República.

Estrades, C., Flores, M., Lezama, G. (2017). The Role of Export Restrictions in Agriculture Trade IATRC Commissioned Paper 20

RESEARCH POSITIONS HELD	Research Assistant		
	David Huffman, University of Pittsburgh	2024-2025	
	Marla Ripoll, University of Pittsburgh	2021-2022 and 2023-2024	
	Richard Van Weelden and Andreas Ferrara, University of Pittsburgh	Summer 2021	
	Carmen Estrades, Universidad de la Republica	2016-2017	
	Patricia Triunfo, Universidad de la Republica	2015-2016	
	Henry Willebald, Universidad de la Republica	2014-2015	
TEACHING EXPERIENCE	Instructor, Universidad de la República, <i>Graduate level</i>		
	Unstructured and Semi-Structured Data	June 2025	
	Exploratory Data Analysis (Github)	August 2024	
	Instructor, University of Pittsburgh, <i>Undergraduate level</i>		
	Intro to International Economics (Syllabus)	Summer 2022, Summer 2023	
	Teaching Assistant, University of Pittsburgh, <i>Undergraduate level</i>		
	Introduction to Macroeconomic Theory	Spring 2021	
	Teaching Assistant, Universidad de la República, <i>Undergraduate level</i>		
	Econometrics I and Econometrics II	2018- 2019	
	Mathematics for Social Sciences	2016- 2019	
	Principles of Economics	2015- 2016	
	Calculus and Linear Algebra	2014- 2015	
PRESENTATIONS	LACEA. Montevideo, Uruguay.	2024	
	APSA. Philadelphia, PA.	2024	
	Economics Institute (IECON), FCEA - Udelar. Uruguay.	2024	
	Economics Department (Decon), FCS - Udelar. Uruguay.	2023 and 2024	
	Labor Brown Bag. University of Pittsburgh.	2022, 2023 and 2024	
	LACEA. Bogotá, Colombia.	2023	
	EGSC at Washington University in St. Louis. St. Louis, MO.	2023	
	World Bank IFS ODI Tax Conference. London, UK.	2023	
	Department of Economics and Business, UM. Uruguay.	2023	
	Social Sciences Department, UCU. Uruguay.	2023	
	Jornadas Anuales de Economía, Central Bank of Uruguay.	2023	
	AMSE Summer School. Marseille, France.	2023	
	Applied Micro Brown Bag. University of Pittsburgh.	2021, 2022 and 2023	
	Micro Theory Brown Bag. University of Pittsburgh.	2021	

TRAINING	Summer Institute in Computational Social Sciences University of Tokyo (virtual event)	2023	
	Data Science Boot Camp The Erdős Institute	2023	
	AMSE Summer School on Political Economy: Institutions and Media Aix-Marseille University. Marseille, France.	2023	
	School of Government Legislative authority. Montevideo, Uruguay.	2015-2016	
	Training on Impact Evaluation of Public Policy CEDLAS - Universidad Nacional de la Plata. <i>La Plata, Argentina.</i>	September 2014	
OTHER SELECTED PROJECTS	<b>Relative Age Effect in Uruguayan Soccer Players</b> Scraped and compared birthdate data of Uruguayan soccer players with the general population. <b>Aguamineral Project: Water Crisis Data Analysis</b> Analyzed government mineral water purchases during Uruguay's water crisis. <b>Check the rest of my portfolio at my website</b>		
HONORS, FELLOWSHIPS	Funding to organize Summer Institute in Computational Social Science in Uruguay. Funds from Templeton World Charity Foundation.	2024	
AND GRANTS	APSA Conference Grant Arts & Sciences Graduate Student Organization Travel Grant LACEA Conference Grant Social Science Doctoral Dissertation Fellowship. University of Pittsburgh. Arts and Sciences Graduate Summer Research Fellowship. University of Pittsburgh. Slesinger fellow. University of Pittsburgh.	2024 2023, 2024 2023 2022-2023 2021 2019-2020	
	Annual award made to the most promising new graduate student School of Government Top 5 grade in the final work of the workshop on Trade Policy. Legislative authority and Fundación Giménez Abad. Montevideo, Uruguay.	2016	
ACADEMIC SERVICE	<b>Co-Organizer, SICSS-Uruguay</b> The Summer Institute in Computational Social Sciences Member of the Organizing Committee, XVI and XVII Research Conferences Facultad de Ciencias Sociales, Udelar	2024 2017 - 2018	
SKILLS	Software and programming: Stata, L <sup>A</sup> T <sub>E</sub> X, Python, R, Julia, Tableau, SQL Languages: Spanish (native), English.		
CITIZENSHIP	Uruguay and Switzerland.		
REFERENCES	Prof. Osea Giuntella (co-chair) Prof. Richard Van Weelden (co-chair) Prof. Marla Ripoll Prof. Dan Berkowitz	University of Pittsburgh University of Pittsburgh University of Pittsburgh University of Pittsburgh	osea.giuntella@pitt.edu rmv22@pitt.edu ripoll@pitt.edu dmberk@pitt.edu