

# Guillermo Lezama

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**EDUCATION**    **Ph.D. in Economics**, Spring 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.

**M.A. in Economics**, 2020, University of Pittsburgh.

**Master's in International Economics**, 2019, Universidad de la República, Facultad de Ciencias Sociales, Montevideo, Uruguay

**Bachelor's in Economics**, 2013 Universidad de la República, Facultad de Ciencias Económicas y de Administración, Montevideo, Uruguay

<b>WORK</b>	Economist, Amazon	Jul 2025 – Present
<b>EXPERIENCE</b>	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)

## 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	<b>Research Assistant</b>	
	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	<b>Instructor, Universidad de la República, <i>Graduate level</i></b>	
	Unstructured and Semi-Structured Data	June 2025
	Exploratory Data Analysis (Github)	August 2024
	<b>Instructor, University of Pittsburgh, <i>Undergraduate level</i></b>	
	Intro to International Economics (Syllabus)	Summer 2022, Summer 2023
	<b>Teaching Assistant, University of Pittsburgh, <i>Undergraduate level</i></b>	
	Introduction to Macroeconomic Theory	Spring 2021
	<b>Teaching Assistant, Universidad de la República, <i>Undergraduate level</i></b>	
	Econometrics I and Econometrics II	2018- 2019
	Mathematics for Social Sciences	2016- 2019
PRESENTATIONS	Principles of Economics	2015- 2016
	Calculus and Linear Algebra	2014- 2015
	LACEA. <i>Montevideo, Uruguay.</i>	2024
	APSA. <i>Philadelphia, PA.</i>	2024
	Economics Institute (IECON), FCEA - Udelar. <i>Uruguay.</i>	2024
	Economics Department (Decon), FCS - Udelar. <i>Uruguay.</i>	2023 and 2024
	Labor Brown Bag. University of Pittsburgh.	2022, 2023 and 2024
	LACEA. <i>Bogotá, Colombia.</i>	2023
	EGSC at Washington University in St. Louis. <i>St. Louis, MO.</i>	2023
	World Bank IFS ODI Tax Conference. <i>London, UK.</i>	2023
	Department of Economics and Business, UM. <i>Uruguay.</i>	2023
	Social Sciences Department, UCU. <i>Uruguay.</i>	2023
	Jornadas Anuales de Economia, Central Bank of Uruguay.	2023
	AMSE Summer School. <i>Marseille, France.</i>	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	2023
	University of Tokyo (virtual event)	
	Data Science Boot Camp	2023
	The Erdős Institute	
	AMSE Summer School on Political Economy: Institutions and Media	2023
	Aix-Marseille University. Marseille, France.	
	School of Government	2015-2016
	Legislative authority. Montevideo, Uruguay.	
	Training on Impact Evaluation of Public Policy	September 2014
	CEDLAS - Universidad Nacional de la Plata. <i>La Plata, Argentina.</i>	
OTHER	<b>Relative Age Effect in Uruguayan Soccer Players</b>	
SELECTED	Scraped and compared birthdate data of Uruguayan soccer players with the general population.	
PROJECTS	<b>Agamineral 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 AND GRANTS	Funding to organize Summer Institute in Computational Social Science in Uruguay.	2024
	Funds from Templeton World Charity Foundation.	
	APSA Conference Grant	2024
	Arts & Sciences Graduate Student Organization Travel Grant	2023, 2024
	LACEA Conference Grant	2023
	Social Science Doctoral Dissertation Fellowship. University of Pittsburgh.	2022-2023
	Arts and Sciences Graduate Summer Research Fellowship. University of Pittsburgh.	2021
	Slesinger fellow. University of Pittsburgh.	2019-2020
	Annual award made to the most promising new graduate student	
	School of Government	2016
	Top 5 grade in the final work of the workshop on Trade Policy.	
	Legislative authority and Fundación Giménez Abad. Montevideo, Uruguay.	
ACADEMIC SERVICE	<b>Co-Organizer, SICSS-Uruguay</b>	2024
	The Summer Institute in Computational Social Sciences	
	Member of the Organizing Committee, XVI and XVII Research Conferences	2017 - 2018
	Facultad de Ciencias Sociales, Udelar	
SKILLS	Software and programming: Stata, $\text{\LaTeX}$ , Python, R, Julia, Tableau, SQL	
	Languages: Spanish (native), English.	
CITIZENSHIP	Uruguay and Switzerland.	
PLACEMENT DIRECTOR	Dr. Andreas Ferrara.	Tel: (412) 499-0819. <a href="mailto:a.ferrara@pitt.edu">a.ferrara@pitt.edu</a>
PLACEMENT OFFICER	Mr. Dane Youkers.	Tel: (412) 624-6094. <a href="mailto:dcy14@pitt.edu">dcy14@pitt.edu</a>
REFERENCES	Prof. Osea Giuntella (co-chair)	University of Pittsburgh <a href="mailto:osea.giuntella@pitt.edu">osea.giuntella@pitt.edu</a>
	Prof. Richard Van Weelden (co-chair)	University of Pittsburgh <a href="mailto:rmv22@pitt.edu">rmv22@pitt.edu</a>
	Prof. Marla Ripoll	University of Pittsburgh <a href="mailto:ripoll@pitt.edu">ripoll@pitt.edu</a>
	Prof. Dan Berkowitz	University of Pittsburgh <a href="mailto:dmberk@pitt.edu">dmberk@pitt.edu</a>