Shmuel San
https://sites.google.com/view/mulysan
muly.san@nyu.edu

NEW YORK UNIVERSITY

Address	19 West Fourth St., 6th Floor New York, NY 10012-1119		
Phone	+972-54-6886-780		
Placement Director: David Cesarini		david.cesarini@nyu.edu	212-998-3773 (office) 646-413-8576 (cell)
Graduate Administrator: Ian Johnson		ian.johnson@nyu.edu	212-998-8923

Education

PhD. In Economics, New York University, 2015-2021 (expected)
Thesis Title: Essays in Labor Economics and Innovation
M.A. in Economics, The Hebrew University of Jerusalem, 2011-2014
B.S. in Mathematics, Bar Ilan University, 2002-2005

References

Professor Christopher Flinn
19 West Fourth St., 6th Floor
New York, NY 10012-1119
212-998-8925 (office)
christopher.flinn@nyu.edu

Professor Petra Moser
44 West Fourth St., 6th Floor
New York, NY 10012-1119
212-998-0925 (office)
pmoser@stern.nyu.edu

Professor Alfred Galichon
57 Boulevard Saint-Germain
75005 Paris, France
+33 (0) 153732800 (office)
alfred.galichon@nyu.edu

Assistant Professor Martin Rotemberg
19 West Fourth St., 6th Floor
New York, NY 10012-1119
212-998-8926 (office)
mrotemberg@nyu.edu

Teaching and Research Fields

Primary field: Labor Economics
Secondary fields: Innovation, Economic History

Teaching Experience

New York University

Fall, 2016	Math for Economists I (Ph.D. level), for Luke Geldermans

The Hebrew University

Spring, 2014	Public Economics (M.A. level), for Itay Shurtz
Spring, 2014	Public Economics (B.A. level), for Itay Shurtz
Fall, 2013	Price Theory A (B.A. level), for Alon Eizenberg

Research Experience and Other Employment

2018-2019	NYU, Research assistant for Petra Moser
2017-2018	NYU, Research assistant for Walker Hanlon
2014-2015	Bank of Israel, Economist at the research department
2012-2014	The Hebrew University, Research assistant for Momi Dahan

2011-2012	The Hebrew University, Research assistant for Claude Berrebi

Professional Activities

Presentations (+ means scheduled)

2020	NBER SI (DAE poster session), NEUDC, EPFL Virtual Innovation Seminar, FSU[+], Econometric Society European Winter Meeting[+], EHA Israel[+]
2019	SOLE
2018	AASLE (Seoul), EMCON (Northwestern), Warwick PhD conference
2017	EHA (poster session), YES (Yale)
2014	Bank of Israel's research department seminar

Referee

2020	*The Review of Economics and Statistics*, *Journal of Economic Geography*

Honors, Scholarships, and Fellowships

2020-2021	NYU Dean's Dissertation Fellowship
2019	Economic History Association Graduate Fellowship
2019-2021	The Institute for Humane Studies Fellowship
2018	Best Third-Year Paper Award, NYU
2018-2021	Provost's Global Research Initiatives Fellowship, NYU Tel-Aviv
2018	Exploratory Travel and Data Grant, Economic History Association
2015- 2020	MacCracken Fellowship, NYU
2011-2012	Rector's Award for Outstanding Students, The Hebrew University of Jerusalem
2011-2012	Dean's Award for Outstanding Students, Faculty of Social Sciences, The Hebrew University
2011-2013	Merit Scholarship for MA Research Students, Department of Economics, The Hebrew University

Research Papers

"Who Works Where and Why? Parental Networks and the Labor Market" (Job Market Paper)

Social connections are valuable for workers entering the labor market, both because they may increase the likelihood of knowing about a job opening at a specific firm and because they may increase the likelihood of being hired, conditional on knowing about an opening. Using data from Israel and relying on identifying variation from the timing of job movements of parents' coworkers, I find that workers are three to four times more likely to find employment in firms where their parents have professional connections than in otherwise similar firms. I use the same variation to structurally estimate a matching model of the labor market with search frictions, and find that connections double the probability of meeting and increase by 35% the likelihood of being hired after meeting. The estimated value of one additional meeting with a connected firm is 3.7% of the average wage, with around 2/5 of the increase coming from the direct value of a connection. Connections matter for inequality; I find that the wage gap between Arabs and Jews decreases by 12% when equalizing the groups' connections, but increases by 56% when prohibiting the hiring of connected workers. These seemingly opposing results are explained by the fact that Arabs have connections to lower-paying firms but use their connections more extensively.

"Labor Supply and Directed Technical Change: Evidence from the Abrogation of the Bracero

Program in 1964"

This paper provides causal evidence for the impact of a shift in labor supply on the creation of new technology. To do so, it exploits a large exogenous shock to the labor supply in the US agricultural sector caused by the abrogation of the *bracero* agreements between the United States and Mexico at the end of 1964. Using a text-search algorithm allocating patents to crops, I show a negative labor-supply shock induced a sharp increase in innovation in technologies related to more affected crops. The effect is stronger for technology related to labor-intensive production tasks. Farm-value dynamics indicate the policy change was unexpected and undesirable for the farm owners.

"Immigration, Science, and Invention: Evidence from the Quota Acts" (with Petra Moser)

Immigration quotas in the 1920s targeted "undesirable" nationalities to stem the inflow of low-skilled Eastern and Southern Europeans (ESE). Detailed biographical data for 91,638 American scientists reveal a dramatic decline in the arrival of ESE-born scientists after the quotas. Under the quotas, an estimated 1,165 ESE-born scientists were lost to US science. To identify effects on invention, we use k-means clustering to assign scientists to unique fields and then compare changes in patenting by US scientists in the pre-quota fields of ESE-born scientists with changes in other fields where US scientists were active inventors. Baseline estimates imply a 68% decline in invention. Decomposing this effect, we find the quotas reduced both the number of US scientists working in ESE fields and the number of patents per scientist. Firms that employed ESE-born scientists experienced a 53% decline in invention. The quotas' effects on invention persisted into the 1960s.

"The Role of Firms in the Assimilation of Immigrants" (with Jaime Arellano-Bover)

This paper studies the role of firms in immigrants' labor market assimilation. We do so in the context of a large and sudden international migration shock: the arrival of nearly 1 million former Soviet Union (FSU) Jews to Israel in the 1990s. We use newly available Israeli population employer-employee data with information on workers' place of birth and migration year. Over the course of 25 years since arrival to Israel, immigrants gradually entered higher-paying, larger, older, and less segregated firms. Gradual access to higher-paying firms explains a significant fraction of immigrants' labor market assimilation. Firm-specific pay premiums account for (i) 20%-32% of the immigrant-native salary differential in the first 20 years since arrival and (ii) 28% of the gap between immigrants' own salary 1 and 25 years since arrival. FSU immigrants, who were highly educated, surpass natives after 20 years in Israel in terms of their employers' pay premiums, size, and age. An implication of our findings is that a significant fraction of the immigrant-native wage gap, especially shortly after arrival, is due to labor market rents as opposed to workers' underlying productivity differences.

"Discrimination and the Gender Gap in Wages" (with Eric Gould)

Miscellaneous

Languages: Hebrew (Native), English (Fluent)

Software: C++, Python, R, Matlab, Stata

Birth Year: 1986

Citizenships: Israel, Austria