

# Alejandro Hirmas

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|  |   |  |                                  |   |                       |   |                      |  |                     |
|--|---|--|----------------------------------|---|-----------------------|---|----------------------|--|---------------------|
| <b>Research Interests</b>  | Behavioral Economics: Attention, Cognitive biases and heuristics<br>Gender Economics, Sustainability, Econometrics and theoretical modelling  |  |                                  |   |                       |   |                      |  |                     |
| <b>Education</b>   | <table><tr><td><b>University of Amsterdam</b><br/>PhD in Economics<br/>Supervisors: Jan Engelmann, Jan Hausfeld</td><td>Sept 2019 - July 2023 (expected)</td></tr><tr><td><b>University of Amsterdam &amp; Tinbergen Institute</b><br/>MPhil in Economics<br/>Supervisor: Jan Engelmann</td><td>Sept 2017 - June 2019</td></tr><tr><td><b>Tilburg Universiteit</b><br/>Master of Social Science in Economics (<i>cum laudae</i>)<br/>Supervisor: Jan Potters</td><td>Sept 2013 - Aug 2014</td></tr><tr><td><b>Pontificia Universidad Católica de Chile</b><br/>Bachelor of Economics and Business Administration<br/>Major: Economics</td><td>Mar 2007 - Dec 2013</td></tr></table>             | <b>University of Amsterdam</b><br>PhD in Economics<br>Supervisors: Jan Engelmann, Jan Hausfeld | Sept 2019 - July 2023 (expected) | <b>University of Amsterdam &amp; Tinbergen Institute</b><br>MPhil in Economics<br>Supervisor: Jan Engelmann | Sept 2017 - June 2019 | <b>Tilburg Universiteit</b><br>Master of Social Science in Economics ( <i>cum laudae</i> )<br>Supervisor: Jan Potters | Sept 2013 - Aug 2014 | <b>Pontificia Universidad Católica de Chile</b><br>Bachelor of Economics and Business Administration<br>Major: Economics | Mar 2007 - Dec 2013 |
| <b>University of Amsterdam</b><br>PhD in Economics<br>Supervisors: Jan Engelmann, Jan Hausfeld                           | Sept 2019 - July 2023 (expected)  |  |                                  |   |                       |   |                      |  |                     |
| <b>University of Amsterdam &amp; Tinbergen Institute</b><br>MPhil in Economics<br>Supervisor: Jan Engelmann              | Sept 2017 - June 2019   |  |                                  |   |                       |   |                      |  |                     |
| <b>Tilburg Universiteit</b><br>Master of Social Science in Economics ( <i>cum laudae</i> )<br>Supervisor: Jan Potters    | Sept 2013 - Aug 2014  |  |                                  |   |                       |   |                      |  |                     |
| <b>Pontificia Universidad Católica de Chile</b><br>Bachelor of Economics and Business Administration<br>Major: Economics | Mar 2007 - Dec 2013   |  |                                  |   |                       |   |                      |  |                     |
| <b>Job Market Paper</b>  | <b>Learning the value of Eco-Labels: The role of information processing in sustainable decisions,</b><br>with Jan Engelmann<br><a href="#">Pre-registration</a>   |  |                                  |   |                       |   |                      |  |                     |
| <b>Working Papers</b>  | <b>Top Down or Bottom Up? Disentangling the Channels of Attention in Risky Choice</b><br><i>Tinbergen Institute Discussion Paper 2021-031/I</i><br>with Jan Engelmann and Joël van der Weele<br><a href="#">Link</a><br><br><b>Impulsiveness moderates the effects of exogenous attention on the sensitivity to gains and losses in risky lotteries,</b><br><i>R&amp;R in Journal of Economic Psychology</i><br>with Jan Engelmann<br><a href="#">Link</a><br><br><b>The role of attention in decision-making under risk in gambling disorder: an eye-tracking study</b><br><i>R&amp;R in Addictive Behaviors</i><br>with Monja Hoven, Jan Engelmann and Ruth van Holst<br><a href="#">Link</a> |  |                                  |   |                       |   |                      |  |                     |

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| <b>Work in Progress</b>                      | <b>Hiring for others: Attention, gender biases and beliefs</b> , with Jan Hausfeld  |                     |
|  | <b>Gender stereotypes and payment schemes</b> , with Yun Xiao and Rafael Texeira  |                     |
|  | <b>Eye-tracking Analysis of a Managerial Decision-making Process</b> , with Juan Pablo Torres and Andrés Musalem  |                     |
| <b>Grants and Awards</b>                     | SMS Annual Conference Research Methods Paper Prize<br><i>with Juan Pablo Torres and Andrés Musalem</i>  | 2022                |
|  | University of Amsterdam ASF research grant, €7.490<br><i>with Yun Xiao and Rafael Texeira</i>   | 2021                |
|  | University of Amsterdam ASF research grant, €6.000<br><i>with Jan Engelmann</i>   | 2020                |
|  | Tinbergen Institute Graduate Scholarships   | 2017-2019           |
| <b>Conference and Workshop Presentations</b> | <b>2022</b> European Economic Association (EEA), Economic Science Association (ESA), European Group of Process Tracing (EGPROC) Conference, Maastricht Behavioral and Experimental Economics Symposium (M-BEES), CBESS-CeDEx-CREED (CCC) Conference |                     |
|  | <b>2021</b> NeuroPsychoEconomics Conference (Virtual), CBESS-CeDEx-CREED (CCC) Conference (virtual)   |                     |
|  | <b>2020</b> II Economics Alumni Workshop - Universidad Católica de Chile (virtual), CBESS-CeDEx-CREED (CCC) Conference (virtual)  |                     |
|  | <b>2019</b> Society for Neuroeconomics (Poster)   |                     |
| <b>Conference organisation</b>               | Co-organizer of European Group of Process Tracing (EGPROC)  | 2022                |
|  | Co-organizer of CBESS-CeDEx-CREED (CCC)   | 2022                |
| <b>Courses and Summer Schools</b>            | EECMCRC Summer School on Behavioral and Neuroscientific Research for Economics, Finance and Accounting (virtual)  | Summer 2020         |
| <b>Research Experience</b>                   | <b>Pontificia Universidad Católica de Chile</b>   |                     |
|  | Researcher  | Jul 2015 - Apr 2017 |
|  | Research Assistant (Part-time) for:   | Mar 2011-May 2015   |
|  | Francisco Brahm, Rosario Macera, Gonzalo Edward and Jaime Casassus  |                     |
| <b>Teaching Experience</b>                   | <b>University of Amsterdam</b>  | 2018-2022           |
|  | Supervision of 12 MSc theses (Neuroeconomics track)   |                     |
|  | Supervision of 7 BSc theses in Economics and Finance  |                     |
|  | Teaching Assistant, Neuroeconomics (MSc. Neuroeconomics)  |                     |
|  | Teaching Assistant, Matlab Programming for Behavioural Scientists (MSc. Neuroeconomics)   |                     |
|  | Teaching Assistant, Game Theory (second-year BSc Economics & Finance)   |                     |
|  | Teaching Assistant, Economics, Markets & Organizations II (second-year BSc PPPE)  |                     |
|  | <b>Tinbergen Institute</b>  | 2018                |
|  | Teaching Assistant, Real Analysis & Measure Theory (first-year MPhil in Economics)  |                     |
|  | <b>Universidad de los Andes, Chile</b>  | 2016                |
|  | Lecturer, Econometrics (second-year BSc Business and Economics)   |                     |

**Pontificia Universidad Católica de Chile**

2009- 2016

Lecturer, Topics of judgement and decision making (fifth-year BSc Business and Economics)

**Skills**

**Programming:** Python, Stata, JS+HTML+CSS, Matlab, R,  $\text{\LaTeX}$

**Language:** Spanish (native), English (fluent), Dutch (intermediate), german (intermediate), french (beginner)

**References**

**Jan Engelmann**

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**Jan Hausfeld**

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**Edgar Kausel**

Associate professor of Bussiness School

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