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UNIVERSITY OF PENNSYLVANIA

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Personal Information:
Date of Birth: Jan 9th, 1990
Citizenship: Brazilian
Visa: J1

Undergraduate Studies:

B.A., Economics, Federal University of Rio de Janeiro, 2013

Masters Level Work:
M.A., Economics, Getulio Vargas Foundation/EPGE, 2015
M.A., Economics, University of Pennsylvania, 2019

Graduate Studies:
     University of Pennsylvania, 2015 to present
     Thesis Title: Essays in Empirical Industrial Organization and Regulation
     Expected Completion Date: May 2021

     Thesis Committee and References:

     Professor Aviv Nevo (Advisor)   Professor Katja Seim
     University of Pennsylvania   Yale University
     215-898-0499, anevo@upenn.edu   203-432-5487, katja.seim@yale.edu

     Professor Jose Miguel Abito
     Wharton School, University of Pennsylvania
     215-746-3134, abito@upenn.edu

Fields:
     Industrial Organization, Applied Microeconomics, Applied Econometrics

Teaching Experience (instructor/mentor):
     Summer 2020   Mentor to graduate summer instructors, University of Pennsylvania
     Summer 2019   Mentor to graduate summer instructors, University of Pennsylvania
     Summer 2018   Game Theory, University of Pennsylvania
     Summer 2017   Game Theory, University of Pennsylvania

Teaching Experience (teaching assistant):
     Fall 2020   Empirical Industrial Organization (Graduate), University of

	Pennsylvania, Professor Aviv Nevo
Fall 2019	Empirical Industrial Organization (Graduate), University of Pennsylvania, Professor Aviv Nevo
Spring 2019	Microeconometrics (Undergraduate), University of Pennsylvania, Professor Petra Todd
Fall 2018	Empirical Industrial Organization (Graduate), University of Pennsylvania, Professor Aviv Nevo
Spring 2018	Game Theory (Undergraduate), University of Pennsylvania, Professor Steven Matthews
Fall 2017	Microeconomic Theory I (Graduate), University of Pennsylvania, Professors Steven Matthews and Andrew Postlewaite
Spring 2017	Game Theory (Undergraduate), University of Pennsylvania, Professor Steven Matthews
Fall 2016	Microeconomic Theory I (Graduate), University of Pennsylvania, Professors Steven Matthews and Andrew Postlewaite
Spring 2014	Real Analysis II (Graduate), Getulio Vargas Foundation/EPGE, Professor Humberto Moreira
Fall 2011	Econometrics (Undergraduate), Federal University of Rio de Janeiro, Professor Armando Castelar
Spring 2011	Econometrics (Undergraduate), Federal University of Rio de Janeiro, Professor Armando Castelar
Spring 2010	Macroeconomic Theory I, Federal University of Rio de Janeiro, Professor Carlos Eduardo Young

Research Experience and Other Employment:

2019, 2020	Research Assistant, Wharton Competition and Policy Initiative
Spring 2015	Getulio Vargas Foundation, Research Assistant for Professor Leandro Gorno. Project: Revealed Preference and Identification, Journal of Economic Theory 183 (2019), pp. 698-739

Professional Activities

Referee for: RAND Journal of Economics

Honors, Scholarships, and Fellowships:

2018	Hiram C. Haney Fellowship Award in Economics (best 3rd year paper in the Department of Economics)
2015-2016	University Fellowship, University of Pennsylvania
2013-2014	CAPES Fellowship for Master's Studies in Economics

Research Papers:

"*Regulation and Service Provision in Dynamic Oligopoly: Evidence from Mobile Telecommunications*" (**Job Market Paper**)

I study coverage requirements, a common regulation in the mobile telecommunications industry that intends to accelerate the introduction of new mobile telecommunications technologies to disadvantaged areas. I argue that the regulation's asymmetric nature may engender entry deterrence effects that limit its efficacy and lead to patterns of technology introduction that are not cost-efficient. To quantify the impact of coverage requirements on the introduction of new technologies and the cost of technology introduction, I develop and estimate a dynamic game of entry and technology upgrade under regulation. I estimate the model using panel data on mobile technology availability at the municipality level in Brazil. In counterfactual simulations, I find that coverage requirements accelerate the introduction of 3G technology by 1 year, on average, and reduce firms' profits by 24% relative to a scenario with no regulation. I find the entry deterrence effects to be small. Moreover, an alternative subsidization policy attains slightly better speedups and leads to substantial cost-savings, though at the expense of reduced competition in the market. The subsidy is preferable to coverage requirements as long as the additional consumer surplus generated by one more firm in the market is less than

180 USD per consumer per year.

"*Retailers' Product Portfolios and Negotiated Wholesale Prices*" (Winner of the Hiram C. Haney Fellowship Award in Economics)

Product portfolios have a direct effect on prices via optimal pricing decisions and also an indirect effect because they influence retailers' bargaining positions, and thus the wholesale prices retailers are able to procure. I study the effects of characteristics of retailers' product portfolios, in particular their offerings of store-brand products, on the retail prices of national brands. I propose a Nash-in-Nash model of wholesale and retail price determination, which I estimate using IRI scanner data. I use the estimated model to simulate a counterfactual in which I eliminate store-brand products and to quantify the welfare effect of double marginalization. I find that the presence of store-brand products decreases the prices of national brands by about 1%, and that the elimination of double marginalization leads to substantial consumer welfare gains.

Research Paper(s) in Progress:

"*Scheduling Competition and Efficiency in Passenger Transportation Markets: Evidence from the Long Distance Bus Market in Brazil*"

"*On Identification in Infinitely Repeated Games*" (with Jose Miguel Abito, Cuicui Chen, and Arkadiusz Szydlowski)

"*Access to Mobile Communications Technologies and Educational Achievement*" (with Raphael Bruce)

Computational Skills: R, C++, Matlab, SQL.

Languages: English (Fluent), Portuguese (Native), Spanish (Intermediate).