

# JUAN PEDRO RONCONI

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Last updated: December 2025

## CURRENT APPOINTMENTS

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Assistant Professor, School of Business and Economics, Universidad de los Andes, Chile

2023–present

## EDUCATION

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Ph.D. in Economics, Brown University, US	2017–2023
Master in Economics and Finance, CEMFI, Spain	2015–2017
B.A. in Economics ( <i>cum laude</i> ), Universidad de San Andrés, Argentina	2008–2011

## AFFILIATIONS

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Abdul Latif Jameel Poverty Action Lab (J-PAL), Latin America and the Caribbean, Invited Researcher	2025–present
Innovation Growth Lab (IGL), Research Network Member	2025–present
Human Development Lab (HDL), Chile, Affiliated Researcher	2024–present

## RESEARCH PAPERS

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Nation-Building Through Military Service (with Diego Ramos-Toro)	2025
<i>Forthcoming at Journal of the European Economic Association</i>	
Moving Up the Ranks: Conscription and Intergenerational Mobility (with Diego Ramos-Toro)	2025
<i>Conditionally Accepted at Journal of Development Economics</i>	2025
Divided for Good: Football Rivalries and Social Cohesion in Latin America	2025
<i>Revise and Resubmit at Economic Development and Cultural Change</i>	2025
Planning and Performance: Experimental Evidence from Small Firms in E-Commerce	2025
Narratives and Market Exchange in Developing Countries (with Pablo Balán)	in progress
The Effect of Beliefs on Generative-AI Adoption by Entrepreneurs (with Marcos Balmaceda)	in progress
AI Training for Micro-Entrepreneurs (with Marcos Balmaceda)	in progress
The Effects of Emoji Use in Social Media Advertising: Evidence from 12,000 Firms	in progress

## RESEARCH GRANTS (SELECTED)

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Fondecyt Iniciación <i>Agencia Nacional de Investigación y Desarrollo, Chile</i>	2025–2027
FAI Iniciación <i>Universidad de los Andes, Chile</i>	2024
Humane Studies Fellowship Grant <i>The Institute for Humane Studies, US</i>	2022
Hazeltine Entrepreneurial Research Fellowship <i>Nelson Center for Entrepreneurship, Brown University, US</i>	2021

## SERVICE TO THE PROFESSION

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**Referee:** Quarterly Journal of Economics; Journal of Development Economics; American Economic Journal: Economic Policy; Journal of Applied Economics

**Grant Reviewer:** Fondo María Viñas, Agencia Nacional de Investigación e Innovación de Uruguay

## TEACHING

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### Main Instructor

Incentives and Productivity (Topics in Personnel Economics) <i>Universidad de los Andes, Chile</i>	2024–2025
Behavioral Game Theory <i>Brown University — Summer Pre-College Program</i>	Summers of 2019–2022
Applied Econometrics (half course; online) <i>IAE Business School, Argentina</i>	Fall 2021

### Teaching Assistant

All at Brown University, Department of Economics

Applied Research Methods	Fall 2020–Spring 2023
Intermediate Microeconomics	Spring 2020
Designing Internet Marketplaces	Fall 2019
Graduate Macroeconomics I (Economic Growth)	Fall 2018

## CONFERENCES AND SEMINARS

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\* scheduled; + coauthor (selected)

**2025:** CEA (UChile)\*; PUC-Chile; Universidad Diego Portales; Ridge Forum LACEA-BRAIN (U. del Pacífico)

**2024:** ASREC Conference (Chapman); Universidad de San Andrés; NBER Spring Meetings: Diversity, Identity, and Nation Building<sup>+</sup>; Ridge LACEA-EHN Workshop on Historical Development and Ridge Forum LACEA-BRAIN (PUC-Chile); NO-VAFRICA Conference; European Economic Association Meeting; European Meeting of the Econometric Society; Universidad de Montevideo; LIFT-IPA-CEGA (Berkeley Haas); Workshop on Policy Evaluation (UChile); Conference on Field Experiments in Strategy (INSEAD); Empirical Management Conference (Harvard Business School)

**2023:** Universidad de Chile; Universidad de Los Andes, Chile; Universidad de Navarra & NCID; Compass Lexecon Madrid; ITAM Business School; ASREC (Harvard)<sup>+</sup>

**2022:** BEO/Nelson Center for Entrepreneurship (Brown); VEAEBES; ASREC Europe; NEUDC (Yale); PhD-EVS; Asociación Argentina de Economía Política; Ridge Workshop Towards Sustainable Growth (UniAndes)

**2021:** Brown-MIT Development Workshop

## AWARDS AND HONORS

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Fernando Henrique Cardoso LLD'04 Graduate Fellowship in the Social Sciences <i>Brown University, US</i>	2022
Sarmiento Research Award <i>Center for Latin American and Caribbean Studies, Brown University, US</i>	2022
Graduate School Fellowship <i>Brown University, US</i>	2017–2023
Graduate School Fellowship <i>CEMFI, Spain</i>	2015–2017
Fellowship for Undergraduate Studies <i>Universidad de San Andrés, Argentina</i>	2008–2011

## PAST APPOINTMENTS

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Short Term Consultant, The World Bank	09/2024 – 06/2025
Economist, Nicolás Dujovne & Asociados	07/2013 – 06/2015
Analyst, Compass Lexecon	01/2012 – 06/2013