

JUAN PEDRO RONCONI

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CURRENT APPOINTMENTS

Assistant Professor, School of Business and Economics, Universidad de los Andes, Chile	2023–present
Consultant, The World Bank	2024–present

EDUCATION

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

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

Planning and Performance: Experimental Evidence from Small Firms in E-Commerce	2025
Nation-Building Through Military Service (with Diego Ramos-Toro)	2025
<i>Conditionally Accepted</i> at Journal of the European Economic Association	
Divided for Good: Football Rivalries and Social Cohesion in Latin America	2025
<i>Revise and Resubmit</i> at Economic Development and Cultural Change	
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
Moving Up The Ranks: Conscription and Intergenerational Mobility (with Diego Ramos-Toro)	in progress

RESEARCH GRANTS (SELECTED)

Fondecyt Iniciación (\$83,000)	2025–2027
<i>Agencia Nacional de Investigación y Desarrollo, Chile</i>	
FAI Iniciación (\$5,000)	2024
<i>Universidad de los Andes, Chile</i>	
Humane Studies Fellowship Grant (\$5,000)	2022
<i>The Institute for Humane Studies, US</i>	
Hazeltine Entrepreneurial Research Fellowship (\$4,300)	2021
<i>Nelson Center for Entrepreneurship, Brown University, US</i>	

PROFESSIONAL ACTIVITIES

- Referee:** Quarterly Journal of Economics; American Economic Journal: Economic Policy; Journal of Development Economics; Journal of Applied Economics
- Seminar Organizer:** Weekly seminar at School of Business and Economics, UAndes (2024)

TEACHING

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

* *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⁺; 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)⁺

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

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

Economist Nicolás Dujovne & Asociados, Argentina	2013–2015
Analyst Compass Lexecon, Argentina	2012–2013