

# 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 |
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## 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)<br><i>Forthcoming at Journal of the European Economic Association</i>                        | 2025        |
| Moving Up the Ranks: Conscription and Intergenerational Mobility (with Diego Ramos-Toro)<br><i>Conditionally Accepted at Journal of Development Economics</i> | 2025        |
| Divided for Good: Football Rivalries and Social Cohesion in Latin America<br><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<br><i>Agencia Nacional de Investigación y Desarrollo, Chile</i>                              | 2025–2027 |
| FAI Iniciación<br><i>Universidad de los Andes, Chile</i>   | 2024      |
| Humane Studies Fellowship Grant<br><i>The Institute for Humane Studies, US</i>                                   | 2022      |
| Hazeltine Entrepreneurial Research Fellowship<br><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 Maria Viñas, Agencia Nacional de Investigación e Innovación de Uruguay

## TEACHING

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### Main Instructor

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

### Teaching Assistant

*All at Brown University, Department of Economics*

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|---|-----------------------|
| 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<br><i>Brown University, US</i> | 2022      |
| Sarmiento Research Award<br><i>Center for Latin American and Caribbean Studies, Brown University, US</i>   | 2022      |
| Graduate School Fellowship<br><i>Brown University, US</i>  | 2017–2023 |
| Graduate School Fellowship<br><i>CEMFI, Spain</i>  | 2015–2017 |
| Fellowship for Undergraduate Studies<br><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 |