JUAN MARTIN PAL

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DISSERTATION TITLE: *"Essays in Applied Microeconomics"*

DISSERTATION COMMITTEE AND REFERENCES:

Professor Matteo Bobba	Professor Ana Gazmuri	Professor Thierry Magnac
Toulouse School of Economics	Toulouse School of Economics	Toulouse School of Economics
matteo.bobba@tse-fr.eu	ana.gazmuri@tse-fr.eu	thierry.magnac@tse-fr.eu

EDUCATION

PhD	Economics (expected)	**Toulouse School of Economics**	2020-2026
MRes	Economics		2021-2022
MSc	Economic Theory and Econometrics		2020-2021
	Visiting Scholar (Prof. Agostinelli)	**University of Pennsylvania**	2025
MA	Economics	**Universidad Nacional de La Plata**	2018-2019
BA	Economics	**Universidad de Buenos Aires**	2012-2017

FIELDS

Primary: Labor Economics
Secondary: Industrial Organization, Development Economics

PERSONAL DETAILS

Citizenship: Argentina and Hungary
Languages: English, Spanish, French (intermediate)

RELEVANT POSITIONS

Research Assistant	Travis Baseler	University of Rochester	2023
Research Assistant	María Laura Alzúa	Universidad Nacional de La Plata	2018-2020
Research Assistant	Guillermo Cruces	Universidad Nacional de La Plata	2019-2020
Research Assistant	Leonardo Gasparini	Universidad Nacional de La Plata	2019
Junior Researcher		CEDLAS	2018-2021

TEACHING

Toulouse School of Economics

Applied Econometrics	Graduate	2023-2024
RCT and Policy Evaluation	Graduate	2021-2024
Microeconomics 3	Undergraduate	2024-2025
Introductory Econometrics	Undergraduate	2021-2023

Universidad Nacional de La Plata

Econometrics	Graduate	2019-2020
Microeconomics	Graduate	2019-2020
International Economics	Undergraduate	2019

Universidad de Buenos Aires

Development Economics	Undergraduate	2018-2020
Mathematics for Economists	Undergraduate	2016
Calculus II	Undergraduate	2015

HONORS AND AWARDS

Mobility Grant	Toulouse School of Economics	2025
Doctoral Fellowship	Toulouse School of Economics	2022-2025
Full Funding for MRes	Toulouse School of Economics	2021-2022
Full Funding for M2 ETE	Toulouse School of Economics	2020-2021
Graduate Student Scholarship	Universidad Nacional de La Plata	2018-2019
Honor's Diploma	Universidad de Buenos Aires	2017

PRESENTATIONS (INCLUDING SCHEDULED)

Penn Empirical Micro Lunch, TSE EEE Workshop, HEC Economics PhD Conference, TSE Economics of Education Workshop, EEA Congress (Bordeaux), SAEe (Barcelona), EWMES (Nicosia) — 2025

TSE Economics of Education Workshop (Poster Session), IAAE Annual Conference (Thessaloniki), TSE EEE Workshop, TSE Empirical Micro Workshop — 2024

WORKING PAPERS

1. **Education Policy and the Quality of Public Servants**
   (Job Market Paper)

   Abstract: This paper studies the design of higher education policies targeted at improving the recruitment of public servants. I leverage the introduction of a policy in Chile that aimed to raise teacher quality by combining financial incentives and admission standards. Exploiting the sharp assignment rule I estimate that, at the threshold, enrollment of high performing students at teacher colleges increased by 42%. For low-income students, two thirds of the increase is due to switching away from non-enrollment. The policy generated a positive composition effect of 0.25SD in the scores at the college entry exam, which led to an increase in 0.11SD in Teacher Value Added and 0.12SD in teaching skills. I embed the reduced-form results into a demand and supply model of higher education that incorporates a novel method for solving discrete-continuous games in large markets. Counterfactual policies lead to increases of up to 6.6% in the test scores of students enrolled at teacher colleges, and up to 20% in Teacher Value Added. Targeting the policy to low-income students yields further gains in Teacher Value Added at no additional cost. An alternative policy would need to increase by 35% the expected wages of graduates from teaching degrees to achieve similar gains.

2. **Effort Choices and Funding Instruments in Higher Education**
   (with Guillem Foucault)

   Abstract: This paper examines the effects of Free College policies on student enrollment and academic performance, with a focus on the 2016 Chilean reform that granted tuition-free higher education to students from the lowest five income deciles. Using a difference-in-differences approach, we find that Free College increased enrollment and persistence in higher education but had modest effects on graduation and dropout rates. To disentangle the role of student effort from selection effects, we develop a structural model in which students choose effort levels in response to financial incentives. Our results highlight that while Free College expands access, it may also weaken performance incentives due to the removal of academic progress requirements. Counterfactual simulations suggest that alternative funding mechanisms could improve both access and academic outcomes by balancing affordability and incentives for effort.

WORK IN PROGRESS

1. **The Educational PPP: Parents, Peers, Prices**
   (with Joaquin Varvasino)

   Abstract: This paper studies the roles of financial constraints and information frictions in enrollment and progression in higher education. Our results show that subsidies increase university access, peers enhance enrollment and match quality, and parental exposure to university causally affects children's university enrollment. We build a dynamic structural model that quantifies these mechanisms and evaluates equity-oriented education policies.

2. **Enhancing the Effectiveness of Early Warning System in Education**
   (with Francesco Agostinelli, Ciro Avitabile and Matteo Bobba)

3. **Competition in Online Labor Markets**
   (with Ana Gazmuri, Estrella Gómez-Herrera and Frank Mueller-Langer)