NBER: Economics of Digitization Application
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October 18, 2018

I am a 4th year Ph.D. student in the Business and Public Policy (Business Econ) program at the Haas School of Business, UC Berkeley. Before starting the Ph.D. at UC Berkeley, I obtained a BA and MA in Economics from PUC-Chile.

During the first two years of the Ph.D., I took the graduate course sequence of Microeconomics and Econometrics offered by the Economics Department, in addition to the graduate course sequence on Political Economics, Industrial Organization, and Development Economics, which I complemented with courses on Contract Theory and Economics of Institutions. All these courses were offered by either the Economics Department or by the Haas School of Business. During my third year, I audited the course *Applied Machine Learning* offered by the UC Berkeley's School of Information. The latter allowed me to learn how to apply different machine learning techniques to data analysis and causal inference.

These courses have provided a firm foundation to produce research in the intersection of Development Economics, Industrial Organization, and Political Economics. My dissertation proposal aims to study agency problems related to the design of procurement auctions. Using detailed data from the Chilean centralized online procurement platform, I study the consequences of the misuse of discretion regarding auction duration, and I propose introducing changes to the design of the online procurement platform to align the incentives of procurement officials. Preliminary results inform about the existence of substantial and heterogeneous losses associated with auctions whose duration is shorter than optimal.

The second project that I am working on studies the determinants of the lack of competition in the U.S. Department of Defense (DoD) procurement auction. In particular, we investigate the role of information frictions in vendors' auction participation. Most of DoD contracts are offered by procurement offices in a decentralized way. We find that facilitating information about procurement contracts in a centralized online platform increases the number of bidders and the outcomes of the procurement contracts.

Finally, for almost three years, I've been working on a project that aims to study the effects of enforcement and information campaign on illegal markets of fish in Chile. Along with Chilean Marine Service, we implemented an RCT using the universe of fish markets in Chile. By varying the frequency and the predictability of enforcement visits, we study how fish vendors accommodate their behavior to continue selling illegal fish. The current version of the paper was submitted to a top journal in Economics, and the results were used to (re)design the way marine resource enforcement is deployed.

My main advisor is Steve Tadelis. Kei Kawai, Ernesto Dal Bo, and Frederico Finan are also part of my proposed dissertation committee. I advanced to the candidacy in June 2018, and I expect to complete my dissertation in one or two more years.

ANDRES GONZALEZ LIRA

CONTACT INFORMATION

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EDUCATION

2015 –present	Ph.D in Business and Public Policy (Economics), Haas School of Business, UC Berkeley
2011 – 2012	M.A. Economics (Honors), Pontificia Universidad Católica de Chile
2010	International Exchange Student, University of British Columbia
2007 – 2011	B.A. Business and Economics (Honors), Pontificia Universidad Católica de Chile

WORKING PAPERS

"Enforcing Regulation under Illicit Adaptation" with Mushfiq Mobarak

"Collusion, Cyclical Demand and Capacity Constraints"

WORK IN PROGRESS

"The Effect of Discretion over Auction Duration in Public Procurement"

EMPLOYMENT

2016 – 2017	Research Assistant for Reed Walker, UC Berkeley
2013 – 2015	Research Associate at Abdul Latif Jameel Poverty Action Lab (J-PAL)
2012 – 2015	Research Assistant for Juan Pablo Montero, PUC-Chile

RESEARCH GRANTS

2018	UC Berkeley Institute for Business Innovation ($2,000)
2017	Levin Family Seed Grants - CEGA ($2,000)
2016	F.K Weyerhaeuser Research Grant ($ 60,000)
2016	MacMillan Research Grant ($ 15,000)
2015	Chilean Marine Service (Sernapesca) ($ 30,000)

AWARDS AND HONORS

2012	Maximum Distinction for M.A. Thesis in Economics, PUC-Chile
2012	Two Votes of Distinction for M.A. Academic Performance, PUC-Chile
2010	International Student Exchange Scholarship, Government of Canada

TEACHING EXPERIENCE

2018	Lecturer for *Game Theory* at BBAY - UC Berkeley
2018	TA for *Data and Decisions* (core statistics course for MBA student), at UC Berkeley
2013 – 2015	J-PAL Executive Course on Impact Evaluation (Mexico City and Santiago)
2013	Lecturer for *Principles of Economics*, at PUC-Chile
2009 – 2012	TA for [Graduate] *Industrial Organization*($\times$3), [MBA] *Organization's Strategies and Incentives*($\times$2). [Undergraduate] *Macroeconomics II* ($\times$2), *Microeconomics II* ($\times$2), *Principles of Economics*, at PUC-Chile

Presentations in Congresses and Seminars

2018 AEA Meetings Philadelphia
2017 UC Berkeley PERL,PUC-Chile, UC Berkeley Haas
2016 UC Berkeley Haas
2014 LAMES Sao Paulo, SECHI, PUC-Chile

Last updated: August, 2018