

**LEONARDO BURSZTYN**  
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*Updated April 2025*

**Personal:**

Date of birth: May 16, 1982; Place of birth: Brasilia, Brazil

**Employment:**

The Saieh Family Professor of Economics, University of Chicago, 2023-  
Professor of Economics, University of Chicago, 2019-2023  
Assistant Professor of Economics, University of Chicago, 2016-2019  
Assistant Professor of Economics, UCLA Anderson School of Management, 2010-2016

**Professional Affiliations:**

Founder and Director, The Normal Lab, 2023-  
Co-Director, BFI Political Economics Research Initiative, 2019-  
Co-Director, BFI Program in Behavioral Economics Research, 2025-  
Co-Director, IOG – Institutions, Organizations and Growth, 2022-2024  
Research Associate, National Bureau of Economic Research (NBER), Children, Development, Education, and Political Economy groups, 2019- (previously Faculty Research Fellow, 2013-2019)  
Fellow, Bureau for Research and Economic Analysis of Development (BREAD), 2020- (previously Affiliate, 2015-2020)  
Affiliate, Jameel Poverty Action Lab (J-PAL), 2014-

**Editorial Activities:**

Editor, *Journal of Political Economy*, 2022-  
Board of Editors, *American Economic Journal: Applied Economics*, 2021-2022  
Board of Editors, *Journal of Economic Literature*, 2020-2023  
Associate Editor, *Journal of the European Economic Association*, 2014-2020

**Education:**

PhD, Economics, Harvard University, 2005-2010  
MSc, Economics, University of Brasilia, 2004-2005  
BA, Economics, University of Brasilia, 1999-2003

**Published and Forthcoming Papers:**

“Identifying the Effect of Election Closeness on Voter Turnout: Evidence from Swiss Referenda” (with Davide Cantoni, Patricia Funk, Felix Schönenberger, and Noam Yuchtman)  
*Journal of the European Economic Association*, 22(2), 876-914 (2024)

“The Immigrant Next Door” (with Thomas Chaney, Tarek Hassan, and Aakaash Rao)  
*American Economic Review*, 114(2), 348-384 (2024)

“Opinions as Facts” (with Aakaash Rao, Christopher Roth, and David Yanagizawa-Drott)  
*Review of Economic Studies*, 90(4), 1832-1864 (2023)

“Justifying Dissent” (with Georgy Egorov, Ingar Haaland, Aakaash Rao, and Christopher Roth)  
*Quarterly Journal of Economics*, 138(3), 1403-1451 (2023)

“Killer Incentives: Rivalry, Performance and Risk-Taking Among German Fighter Pilots, 1939-45” (with Philipp Ager, Lukas Leutcht, and Hans-Joachim Voth)  
*Review of Economic Studies*, 89(4), 2257-2292, (2022) [Lead article]

“Misperceptions about Others” (with David Y. Yang)  
*Annual Review of Economics*, 14, 425-452 (2022)

“Scapegoating During Crises” (with Georgy Egorov, Ingar Haaland, Aakaash Rao, and Chris Roth)  
*American Economic Association Papers and Proceedings*, 112, 151-155 (2022)

“Persistent Political Engagement: Social Interactions and the Dynamics of Protest Movements” (with Davide Cantoni, David Y. Yang, Noam Yuchtman, and Y. Jane Zhang)  
*American Economic Review: Insights*, 3(2), 233-50 (2021)

“From Extreme to Mainstream: The Erosion of Social Norms” (with Georgy Egorov and Stefano Fiorin)  
*American Economic Review*, 110(11), 3522-3548 (2020)

“Misperceived Social Norms: Women Working Outside the Home in Saudi Arabia” (with Alessandra González and David Yanagizawa-Drott)  
*American Economic Review*, 110(10), 2997-3029 (2020) [Lead article]

“Political Identity: Experimental Evidence on Anti-Americanism in Pakistan” (with Michael Callen, Bruno Ferman, Saad Gulzar, Ali Hasanain, and Noam Yuchtman)  
*Journal of the European Economic Association*, 18(5), 2532–2560 (2020)

“Moral Incentives in Credit Card Debt Repayment: Evidence from a Field Experiment” (with Stefano Fiorin, Daniel Gottlieb, and Martin Kanz)  
*Journal of Political Economy*, 127(4), 1641-1683 (2019)

“Cool to Be Smart or Smart to Be Cool? Understanding Peer Pressure in Education” (with Georgy Egorov and Robert Jensen)  
*Review of Economic Studies*, 86(4), 1487-1526 (2019)

“Status Goods: Experimental Evidence from Platinum Credit Cards in Indonesia” (with Bruno Ferman, Stefano Fiorin, Martin Kanz, and Gautam Rao)  
*Quarterly Journal of Economics*, 133(3), 1561-1595 (2018)

“‘Acting Wife:’ Marriage Market Incentives and Labor Market Investments” (with Thomas Fujiwara and Amanda Pallais)  
*American Economic Review*, 107(11), 3288-3319 (2017)

“Social Image and Economic Behavior in the Field: Identifying, Understanding and Shaping Social Pressure” (with Robert Jensen)  
*Annual Review of Economics*, 9, 131-153 (2017)

“Poverty and the Political Economy of Public Education Spending: Evidence from Brazil”  
*Journal of the European Economic Association*, 14(5), 1101-1128 (2016)

“A Tear in the Iron Curtain: The Impact of Western Television on Consumption Behavior” (with Davide Cantoni)  
*Review of Economics and Statistics*, 98(1), 25-41 (2016)

“How Does Peer Pressure Affect Educational Investments?” (with Robert Jensen)  
*Quarterly Journal of Economics*, 130(3), 1329-1367 (2015)

“Understanding Mechanisms Underlying Peer Effects: Evidence from a Field Experiment on Financial Decisions” (with Florian Ederer, Bruno Ferman, and Noam Yuchtman)  
*Econometrica*, 82(4), 1273-1301 (2014)

“The Schooling Decision: Family Preferences, Intergenerational Conflict, and Moral Hazard in the Brazilian *Favelas*” (with Lucas C. Coffman)  
*Journal of Political Economy*, 120(3), 359-97 (2012) [Lead article]

“The Environment and Directed Technical Change” (with Daron Acemoglu, Philippe Aghion, and David Hemous)  
*American Economic Review*, 102(1), 131-66 (2012)

#### **Other Publications:**

“Preserving the Environment” (with Philippe Aghion and Peter Howitt). In Aghion, P. and P. Howitt, *The Economics of Growth*, MIT Press (2008)

#### **Working Papers:**

“When Product Markets Become Collective Traps: The Case of Social Media” (with Benjamin Handel, Rafael Jiménez-Durán, and Chris Roth)  
*Conditionally Accepted – American Economic Review*

“Polarization and Public Policy: Political Adverse Selection under Obamacare” (with Jonathan Kolstad, Aakaash Rao, Pietro Tebaldi, and Noam Yuchtman)  
*Conditionally Accepted – Economic Journal*

“In Their Shoes: Empathy Through Information” (with Marianne Andries, Thomas Chaney, Milena Djourelova and Alex Imas)  
*Revise and Resubmit – Quarterly Journal of Economics*

Non-User Utility and Market Power: The Case of Smartphones (with Rafael Jiménez-Durán, Aaron Leonard, Filip Milojević, and Chris Roth)

“How Are Gender Norms Perceived?” (with Alexander Cappelen, Bertil Tungodden, Alessandra Voena, and David Yanagizawa-Drott)

“Social Media and Xenophobia: Evidence from Russia” (with Georgy Egorov, Ruben Enikolopov, and Maria Petrova)

#### **Academic Visits:**

Visiting Scholar, Department of Economics, MIT, Spring 2020, Fall 2016

Visiting Assistant Professor, Department of Economics, University of Chicago, Fall 2015

Visiting Scholar, Kellogg School of Management, Northwestern University, Fall 2015

Visiting Scholar, Department of Economics, Harvard University, Spring 2015

Visiting Scholar, Evidence for Policy Design (EPoD), Harvard Kennedy School, Spring 2015

Visiting Assistant Professor, Department of Economics and Haas School of Business, UC Berkeley, Fall 2014

#### **Teaching:**

Winter 2019	<i>Development Economics: Microeconomic Issues</i> (PhD), University of Chicago
Winter 2019, 2021	<i>Applied Behavioral Economics</i> (Undergraduate), University of Chicago
Winter 2019	<i>Experimental Economics</i> (Undergraduate and PhD), University of Chicago
Winter 2017, 2018, 2021, 2022, 2023	<i>Topics in Behavioral Economics</i> (PhD), University of Chicago
Winter 2015	<i>Economic Analysis for Managers</i> (Executive MBA), UCLA Anderson
Spring 2014	<i>Doing Business in Brazil</i> (MBA), UCLA Anderson
Winter 2016, Fall 2013, Fall 2012, Fall 2011, Fall 2010	<i>Managerial Economics</i> (MBA), UCLA Anderson

#### **Honors, Grants, Scholarships, and Fellowships:**

2022	Inaugural Honorary Title – “Título de Honra ao Mérito” University of Brasilia
2021	Facebook Foundational Integrity & Impact Research grant
2020	Alfred P. Sloan Foundation grant
2020	Excellence in Refereeing Award, <i>AER: Insights</i>
2019	UChicago Pearson Institute grant
2019	J-PAL Governance Initiative Grant
2019	Institute for Humane Studies Free Speech and Open Inquiry Grant
2019	UChicago SSRC Faculty seed grant
2019	UChicago Big Ideas Generator Grant
2018	UChicago BFI grant
2017	Harvard EPoD grant
2016	Eric and E Juline Faculty Excellence in Research Award (UCLA)
2016-2018	Alfred P. Sloan Research Fellowship
2015	J-PAL North America pilot grant
2015	Harvard LEAP grant
2015	International Growth Centre grant
2015	UCLA Anderson Fink Center for Finance and Investment grant
2014	CEGA Behavioral Health Economics Micro-Grant
2014	CCPR Seed Grant
2013, 2014, 2018	Excellence in Refereeing Award, <i>American Economic Review</i>
2013, 2014	UCLA Anderson Price Center Research grant
2013, 2014	UCLA Faculty Career Development Award
2013, 2014, 2015	UCLA Anderson Center for Global Management grant
2012	Russell Sage Foundation Small Grant in Behavioral Economics
2011	Excellence in Refereeing Award, <i>Quarterly Journal of Economics</i>
2011	UCLA CIBER grant
2009-2010	Harvard University Dissertation Completion Fellowship
2008	Paul Warburg Fund Grant
2008	Jorge Paulo Lemann Fellowship
2007	Paul Warburg Fund Grant
2006-2007	Douglas Dillon Fellowship – Harvard University
2005-2006	Harvard GSAS PhD Scholarship
2005	First place, Brazilian national selection of CAPES/Fulbright PhD scholarships in Economics (declined)

#### **Keynote Talks:**

Advances with Field Experiments Conference, 2025  
University of Miami Conference on the Brazilian Economy, 2025

Australian Conference of Economists, 2024  
 CESifo Behavioral Economics Conference, 2024  
 Economic Science Association European Conference, 2024  
 IEA-WB Conference on Gender Norms and the Law, 2024  
 Learning Evolution, and Games Conference – Brisbane, 2024  
 Media Bias and Political Polarization Conference – Bergen, 2024  
 UC Berkeley Haas Culture Connect Conference, 2024  
 SSRC Economics of Social Media Conference, 2023  
 UPenn Norms and Behavioral Change Conference, 2022  
 Warwick-CAGE Summer School in Political Economy, 2022  
 RIDGE Forum Public Economics Workshop, 2020  
 Insper, 2019  
 Vienna Workshop on Behavioral Public Economics, 2019  
 ANPEC, 2018  
 EBE Summer Meeting, 2018

### **Invited Presentations:**

2025	Advances with Field Experiments Conference (Keynote), Bologna, Copenhagen, Duke, EUI, Geneva, Harvard, IIES, LSE, Northwestern Kellogg, NYC Media Seminar, Pompeu Fabra, Stockholm School of Economics, Turin, UC Berkeley Haas, University of Miami Conference on the Brazilian Economy (Keynote), University of Chicago, Uppsala, UT Austin, Warwick, WZB.
2024	Australian Conference of Economists (Keynote), Brown, CESifo Behavioral Economics Conference (Keynote), Economic Science Association European Conference (Keynote), IEA-WB Conference on Gender Norms and the Law (Keynote), Learning Evolution, and Games Conference – Brisbane (Keynote), LSE, Media Bias and Political Polarization Conference – Bergen (Keynote), MIT, MIT Shaping the Future of Work Initiative Launch Event, MPI Bonn, NBER Summer Institute (Industrial Organization and Digital Economics and Artificial Intelligence), Oxford, UC Berkeley Haas Culture Connect Conference (Keynote), UNSW, Yale
2023	Columbia, Harvard, Notre Dame, NovaSBE Lisbon, NYU, Princeton, SSRC Economics of Social Media Conference (Keynote), Stanford, Torcuato di Tella, Trinity College Dublin, Universidad San Andres
2022	AEA, Bergen, Berkeley/Chicago Behavioral Workshop, Bocconi Conference in Memory of Alberto Alesina, Dublin, MiddelExLab, MIT, USC, UPenn Norms and Behavioral Change Conference (Keynote), Towards Cohesive Societies Conference, Warwick-CAGE Summer School in Political Economy (Keynote).
2021	Behavioral Political Economy Workshop, Bergen, Cambridge, Erasmus, “Munich Lecture” Workshop on Social Media and Democracy, NBER Economics of Culture and Institutions Spring Meeting, Harvard, Tilburg, Tinbergen Institute Amsterdam, UC Berkeley, Uppsala
2020	AEA meetings, CMU, Harvard Kennedy School Global Empowerment Meeting, MIT, RIDGE Forum Public Economics Workshop (Keynote), SBE Micro Aplicada, Virtual Advances with Field Experiments
2019	AEA meetings, Bonn, Bristol, Chicago Harris, CERGE, CEU, Copenhagen, CREST Political Economy workshop, European Behavioral Economics Meeting, FGV/SP, Harvard Kennedy School, Insper (Keynote), LSE, NBER Summer Institute (Political Economy), NHH, Oxford, UC Berkeley, UChicago Gender and the Labor Market conference, UCLA, UCL, UCSD, UT Austin, Vienna Workshop on Behavioral Public Economics (Keynote), Warwick, Warwick Venice Political Economy conference, World Bank
2018	AEA meetings, ANPEC (Keynote), Barcelona Conference on Development and

	Conflict, Bocconi, Columbia, CUHK, Democracy Workshop – Munich, EBE Summer Meeting (Keynote), EIEF Applied Micro Junior Workshop, IDB, Harvard, HBS, HKUST, Los Andes, MILLS Workshop, MIT/Harvard, Moscow Political Economy and Development Workshop, Munich, NBER Summer Institute (Labor Studies), Northwestern-Kellogg, NYU, Sciences Po, Stockholm University, University of Maryland, Yale
2017	Advances with Field Experiments conference, AEA meetings, Berlin, Bonn, FGV/RJ, FGV/SP, Harvard, NBER Political Economy Spring Meeting, NBER Summer Institute (Economics of National Security, Income Distribution and Macroeconomics, Labor Studies/Education), Pompeu Fabra, PUC Chile, PUC-Rio, UBC, UC Davis, UCSD, University of Chicago, University of Wisconsin-Milwaukee, WashU Olin, Workshop on Moral Reasoning in Economics
2016	Advances with Field Experiments conference, AEA meetings, Case Western Reserve, Cornell, LSE Economics, LSE Political Science, MIT, NBER Summer Institute (Household Finance, Labor Studies/Children, and Political Economy), NYU, Queen Mary University of London, Stanford GSB, UC Berkeley (2x), University of Chicago, Warwick, World Bank, Zurich (2x)
2015	BU, Chicago Booth, Dartmouth, Harvard, Harvard/MIT, Insper, NBER Political Economy Spring Meeting, Northwestern-Kellogg, PUC-Rio, PSE/Sciences Po, Toronto, UC Berkeley-Haas, University of Chicago, University of Munich, Yale Conference on Political Economy and Development
2014	Barcelona GSE Summer Forum, CGU, Columbia, FGV/SP, IIES Stockholm, LACEA/LAMES, LSE, Northwestern-Kellogg, NBER Political Economy Fall Meeting, NBER Education Fall Meeting, NYU, PAC-DEV, Pompeu Fabra, Princeton, RAND, UC Berkeley, UC Riverside, UPenn-Wharton, USP, Yale SOM
2013	INSEAD, NBER Summer Institute (Political Economy), Stanford GSB, University of Illinois at Urbana-Champaign
2012	ESA, NBER Summer Institute (Political Economy), SEEDEC, Simon Fraser University, SITE Stanford (Psychology and Economics), UCLA, UCLA Anderson, UCSD Rady, UPenn
2011	FGV/EPGE, IIES Stockholm, NASM, PAC-DEV, Pompeu Fabra, SEEDEC, UC Berkeley Haas, UCLA, UC Riverside, UC San Diego, University of Chicago
2010	Bocconi, Boston University, Brown, Chicago Booth, Columbia, IIES Stockholm, INSPIER, LSE, NEUDC, Stanford GSB, UCLA Anderson, University of Chicago, World Bank
2009	Harvard, NEUDC, PUC-Rio, USP

### **Professional Service Activities:**

Referee:	<i>American Economic Review, American Economic Review: Insights, American Economic Journal – Applied Economics, American Economic Journal – Economic Policy, American Political Science Review, Econometrica, Economic Development and Cultural Change, Economic Journal, European Economic Review, Journal of Development Economics, Journal of the European Economic Association, Journal of Economic Growth, Journal of Human Resources, Journal of Political Economy, Journal of Public Economics, Management Science, PNAS, Quarterly Journal of Economics, Review of Economics and Statistics, Review of Economic Studies, Review of Financial Studies</i>
Discussant:	NEUDC 2009, NEUDC 2010, Berkeley-Haas Fraud and Misconduct Conference (2013), NBER Economics of Culture and Institutions Meeting (2014), NBER Summer Institute Law and Economics (2014), Barcelona GSE Summer Forum (2015), Conflict and Cooperation Conference at Northwestern (2016), Barcelona Conference on Development and Conflict IV (2016), Moscow Political Economy

Conference organization	and Development Workshop (2018), NBER Summer Institute – Political Economy and Household Finance (2020) Co-organizer, Social Interactions and Education Conference, HCEO, University of Chicago (2018); Organizer, Social Economics Conference, University of Chicago (2023). Program Committee: AEA Meetings (2025), Econometric Society Winter Meetings (2021, 2025), IEA World Congress (2021), IBHF Symposium (2021)
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### **PhD Students:**

Nour Abdul-Razzak (University of Chicago, Placement: Inclusive Economy Lab, University of Chicago, 2022)  
 Pedro Aratanha (UCLA Economics, Placement: Cornerstone, 2014)  
 Yuehao Bai (University of Chicago, Placement: University of Michigan, 2020)  
 Scott Behmer (University of Chicago, Placement: RAND Corporation)  
 Alec Brandon (University of Chicago, Placement: Johns Hopkins, 2020)  
 Michael Cuna (University of Chicago)  
 Moustafa El-Kashlan ((University of Chicago)  
 Stefano Fiorin (UCLA Anderson, Placement: Bocconi, 2020)  
 Justin Holz (University of Chicago, Placement: Michigan Ross, 2023)  
 Rafael Jimenez (University of Chicago, Placement: Bocconi, 2022)  
 Dan Kashner (Univesity of Chicago)  
 Vasily Korovkin (UCLA Anderson, Placement: CERGE-EI, 2018)  
 Ivan Kwok (University of Chicago, Placement: Brown University)  
 Chinmaya Kumar (University of Chicago, Placement: Azim Premji, 2023)  
 Aaron Leonard (University of Chicago)  
 Ashton Pallottini (University of Chicago)  
 Pepi Pandiloski (University of Chicago)  
 Aakaash Rao (Harvard)  
 Matthias Rodemeier (University of Muenster, Placement: Bocconi, 2021)  
 Sofia Shchukina (University of Chicago)  
 Mateusz Stalinski (University of Chicago, Placement: Warwick, 2023)  
 Karen Ye (University of Chicago, Placement: Queen’s University, 2019)

### **University Service:**

- Co-organizer, Becker Applied Economics Workshop, University of Chicago (2017-18, 2018-19, 2019-20, 2020-21)
- Committee on PhD admissions, University of Chicago (Member: 2017-18, 2018-19; Co-Chair: 2020-21)
- Junior recruiting committee, University of Chicago (2016-17, 2017-18, 2018-19, 2019-20, 2020-21, 2021-22)
- Senior recruiting committee, University of Chicago (2022-23).
- Richard Saller Dissertation Prize for the Social Sciences committee, University of Chicago (2019)
- Organizer, International Political Economy seminar, UCLA Anderson (2012-13, 2013-14)
- Organizer, GEM Area PhD seminar, UCLA Anderson (2012-13, 2013-14)