

**LEONARDO BURSZTYN**  
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**Employment:**

Assistant Professor of Economics, University of Chicago, 2016-  
Assistant Professor of Economics, UCLA Anderson School of Management, 2010-2016

**Other Appointments:**

Visiting Scholar, Department of Economics, MIT, 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

**Professional Affiliations:**

Faculty Research Fellow, National Bureau of Economic Research (NBER), Children, Development, Education, and Political Economy groups  
Affiliate, Bureau for Research and Economic Analysis of Development (BREAD)  
Affiliate, Jameel Poverty Action Lab (J-PAL)  
Affiliate, California Center for Population Research (CCPR)

**Education:**

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

**Personal:**

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

**Published and Forthcoming Papers:**

“Cool to Be Smart or Smart to Be Cool? Understanding Peer Pressure in Education” (with Georgy Egorov and Robert Jensen)

*Review of Economic Studies*, Forthcoming

“Moral Incentives in Credit Card Debt Repayment: Evidence from a Field Experiment” (with Stefano Fiorin, Daniel Gottlieb, and Martin Kanz)

*Journal of Political Economy*, Forthcoming

“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:**

“From Extreme to Mainstream: How Social Norms Unravel” (with Georgy Egorov and Stefano Fiorin)  
*Revise and Resubmit – American Economic Review*

“Misperceived Social Norms: Female Labor Force Participation in Saudi Arabia” (with Alessandra González and David Yanagizawa-Drott)

“Killer Incentives: Relative Position, Performance and Risk-Taking Among German Fighter Pilots, 1939-45” (with Philipp Ager and Hans-Joachim Voth)

“Political Identity: Experimental Evidence on Anti-Americanism in Pakistan” (with Michael Callen, Bruno Ferman, Saad Gulzar, Ali Hasanain, and Noam Yuchtman)

“Polls, the Press, and Political Participation: The Effects of Anticipated Election Closeness on Voter Turnout” (with Davide Cantoni, Patricia Funk, and Noam Yuchtman)

#### **Editorial Activities:**

Associate Editor, *Journal of the European Economic Association*, 2014-

#### **Teaching:**

Winter 2019	<i>Development Economics: Microeconomic Issues</i> (PhD), University of Chicago
Winter 2019	<i>Applied Behavioral Economics</i> (Undergraduate), University of Chicago
Winter 2017, 2018, 2019	<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, *Managerial Economics* (MBA), UCLA Anderson  
Fall 2012, Fall 2011, Fall  
2010

**Additional Research Experience:**

- Collaborator on the graduate textbook *The Economics of Growth*, by Philippe Aghion and Peter Howitt (2009, MIT Press)
- Author of the Solutions Manual to *The Economics of Growth* (joint with David Hemous, Dorothée Rouzet, Thomas Sampson, and Ruchir Agarwal). Available online from MIT Press

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

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	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)

**Invited Presentations:**

2018 (includes scheduled)	AEA meetings, ANPEC, Barcelona Conference on Development and Conflict, Bocconi, Columbia, CUHK, Democracy Workshop – Munich, EBE Summer Meeting, 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 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, 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)

**PhD Students:**

Nour Abdul-Razzak (University of Chicago), Pedro Aratanha (UCLA Economics), Alec Brandon (University of Chicago), Stefano Fiorin (UCLA Anderson), Justin Holz (University of Chicago), Vasily Korovkin (UCLA Anderson), Karen Ye (University of Chicago)