

**LEONARDO BURSZTYN**  
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*Updated March 2024*

**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, IOG – Institutions, Organizations and Growth, 2022-  
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:**

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

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

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

“Political Adverse Selection” (with Jonathan Kolstad, Aakaash Rao, Pietro Tebaldi, and Noam Yuchtman)

### **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 *Development Economics: Microeconomic Issues* (PhD), University of Chicago

Winter 2019, 2021 *Applied Behavioral Economics* (Undergraduate), University of Chicago

Winter 2019 *Experimental Economics* (Undergraduate and PhD), University of Chicago

Winter 2017, 2018, 2021, 2022, 2023 *Topics in Behavioral Economics* (PhD), University of Chicago

Winter 2015 *Economic Analysis for Managers* (Executive MBA), UCLA Anderson

Spring 2014 *Doing Business in Brazil* (MBA), UCLA Anderson

Winter 2016, Fall 2013, *Managerial Economics* (MBA), UCLA Anderson  
Fall 2012, Fall 2011, Fall  
2010

**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, *AER: Insights*  
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, *American Economic Review*  
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, *Quarterly Journal of Economics*  
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:**

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 Learning, 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

Inspere, 2019  
Vienna Workshop on Behavioral Public Economics, 2019  
ANPEC, 2018  
EBE Summer Meeting, 2018

**Invited Presentations:**

- 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, NYC Media Seminar, Oxford, UC Berkeley Haas Culture Connect Conference (Keynote), UNSW, UT Austin, 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, MidExLab, 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, Inspere (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),

2015	University of Chicago, Warwick, World Bank, Zurich (2x) 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, INSPER, 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 and Development Workshop (2018), NBER Summer Institute – Political Economy and Household Finance (2020)
Conference organization	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)

### **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)  
 Alec Brandon (University of Chicago, Placement: Johns Hopkins, 2020)  
 Michael Cuna (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 (University of Chicago)  
Vasily Korovkin (UCLA Anderson, Placement: CERGE-EI, 2018)  
Ivan Kwok (University of Chicago)  
Chinmaya Kumar (University of Chicago, Placement: Azim Premji, 2023)  
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)
- 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)