

HERNAN D. BEJARANO

I have taught, advised, designed, and implemented behavioral experiments in the lab and field with academic institutions and international organizations for more than ten years. My work has focused on individual and group behavior relevant to addressing development challenges, improving our understanding of household behavior in response to shocks and natural disasters, identifying the effects of preferences for income redistribution, gender effects on bargaining in informal markets, and competitiveness among children. Proficient in applied econometrics and analytical methods. Excellent communication and interpersonal skills.

Academic Positions

Visiting Associate Professor, Resource Economics, University of Massachusetts, Amherst	September 2023-
Associate Professor, Economics Division, CIDE	December 2021-
Assistant Professor, Economics Division, CIDE	August 2015- December 2021
Visiting Behavioral Economist Fellow, Inter-American Development Bank	January 2019- February 2020
Research Associate Professor, Economic Science Institute, Chapman University	August 2015-August 2017
Postdoc, Economic Science Institute, Chapman University	January 2013-July 2015
Graduate Research Intern, Microsoft Research New England	May 2012- July 2012
Research Assistant, Pennsylvania State University	August 2008-December 2012
Research Assistant, Interdisciplinary Center for Economic Science, GMU	June 2007-July 2008

Non-Academic Positions

Economic Advisor to the Legislative Power of the City of Buenos Aires	February 2001- March 2003
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Education

Ph.D. Agricultural, Environmental, and Regional Economics, The Pennsylvania State University	2013
M.A. Economics, The Pennsylvania State University	2007
Postgraduate Degree in Economics, Universidad Torcuato Di Tella (Argentina)	2004
Licenciado en Economía, Universidad Argentina de la Empresa (Argentina)	2001

Research Fields

Behavioral & Experimental Economics	Environmental Economics	Health Economics	Development
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Publications

Tequila, bats, and agave farmers: towards an understanding of the right incentives to protect genetic diversity (2024) *Environmental Research. Communication*, 6, 011002 (with I. Zapata-Moran, and A. Lopez-Feldman)

Trust and trustworthiness after negative random shocks (2021). *Journal of Economic Psychology*, Volume 86, (with J. Gillet and I. Rodriguez-Lara)

The economic impact of COVID-19 on small and medium-sized businesses under voluntary and mandatory restrictions (2021), *EconoQuatum*, 2, July-December, pp. 23-56 (with P. Hancevic and H. Nunez)

Economic Stability Promotes Gift-Exchange in the Workplace (2021). *Journal of Economic Behavior & Organization*, 187, 2021, 374-398 (with B. Corgnet and J. Gómez-Miñambres)

COVID-19: impactos en el medio ambiente y en el cumplimiento de los ODS en América Latina (2020). *Revista Desarrollo y Sociedad*, no. 86: 104-132 (with A. López-Feldman, C. Chávez, M.A Vélez, M. A.B. Chimeli, A. B., J. Féres, J. Robalino, R. Salcedo-Dubois and C. Viteri)

Environmental impacts and policy responses to COVID-19: A view from Latin America (2020). *Environmental and Resource Economics*, 1-6 (with A. López-Feldman, C. Chávez, M.A Vélez, M. A.B. Chimeli, A. B., J. Féres, J. Robalino, R. Salcedo-Dubois, and C. Viteri)

Do negative random shocks affect trust and trustworthiness? *Southern Economic Journal* 85.2 (2018): 563-579. (with J. Gillet and I. Rodriguez-Lara)

Informed entry in Auctions, *International Journal of Game Theory*, 47(1), (2018)175-205. (with D. Aycinena and L. Rentschler)

Payment Scheme Self-Selection in the Credence Goods Market: An Experimental Study *Journal of Economic Behavior & Organization*, 142, 2017, 396-403 (with E. Green and S. Rassenti)

Angels and Demons: How Individual Characteristics, Behavioral Types, and Choices Influence Behavior in a Real-Effort Moral Dilemma Experiment. *Frontiers in Psychology*, 7, 2016. (with E. Green and S. Rassenti)

Dynamic Optimization and Conformity in Health Behavior and Life Enjoyment over the Life Cycle, *Frontiers in Behavioral Neuroscience*, 9, 2015 (with H. Kaplan and S. Rassenti)

Experimental Economics and Water Resources, in A. Dinar y K. Schwabe (Eds.) *The Handbook of Water Economics*, Northampton: Edward Elgar (with J. Shortle).

Trust and Trustworthiness in the Aftermath of Natural Disasters, *Journal of Development Studies*, 50(11), 1482-1493, 2014 (with D. Fleming and A. Chong).

Resource Adequacy: Should Regulators Worry?, *Review of Network Economics* 11(4): 1-35, 2012 (with L. Cliffner, C. Johnston, S. Rassenti and V. Smith).

Grants

Inter-American Development Bank Research Fund for RCTs on reducing pollution (U\$62,500) Co-I
International Foundation for Research in Experimental Economics: Research Grant (U\$ 10,000) Co-I
SENER-CONACYT: Research Grant (U\$ 270,000) Co-I
Latin American & Caribbean Environmental Economics Program: Senior Research Grant (\$27,000) Co-I
Inter-American Development Bank Research Fund (U\$12,500) P.I.
Pennsylvania State Institutes of Energy and the Environment: Seed Grant (U\$ 28,000) Co-I
International Foundation for Research in Experimental Economics: Dissertation Grant (\$1,000)
Latin American & Caribbean Environmental Economics Program: Research Grant (\$15,000)
International Foundation for Research in Experimental Economics: Dissertation Grant (\$15,000)

Working Papers

Opportunistic behavior and price discrimination in the Mexican Solar P.V. market: An audit experiment (with H. Sandoval and P. Hancevic) submitted

Investigating the Structure of the New Ecological Paradigm Scale: The Mexican Case (with. P. Hancevic and Y. Peralta)

Same flood, different story: heterogeneous effects of natural disasters among at-risk people (with L.E. Miranda. S, Roman, L. Heller and R. Lopez)

When the rich do (not) trust the (newly) rich: Experimental evidence on the effects of positive random shocks in the trust game (with J. Gillet and I. Rodriguez-Lara) R&R requested

Design of agri-environmental policy under moral hazard: an online experiment (with T. Morello, P. Torres, C. Heck, and J. Milani) submitted

Seemingly irrelevant factors and willingness to block polluting investments (with. N. Ajzenman, L. Balza, C. De Los Rios, and N. Gomez-Parra) submitted

Health Investment in the Lab: Testing a Behavioral Implementation of the Grossman Model (with H. Kaplan and S. Rassenti)

Haggling for a Smoke: A Natural Field Experiment on Price Discrimination in Mexico City's Informal Cigarette Markets (with R. Cordova, L. Ellyne)

Behavioral Insights in Infrastructure Sectors. A Survey (with G. Joseph, S. Ayling, F. Miquel-Florensa, and A. Acevedo)

Pandemic and SMEs in an emerging country (with P. Hancevic and H. Nuñez)

Do Cab Drivers Charge for Congestion? A Field Experiment in Lima, Perú. submitted

Strategic Risk Aversion, Participation, and Efficiency in Environmental Markets (with J. Shortle).

Awards

Francena Miller & Michael Nolan Scholarship, American Applied Economics Association-Institutional, and Behavioral Economic Section: Best Paper, Ardeth and Norman Frisbey: International Student Ambassador Universidad Argentina de la Empresa Honor Diploma

Teaching

Honors Thesis Seminar on Renewable Energy (UMass Amherst Fall 2023 & Spring 2024)
Experimental Economics Ph.D (UMass Amherst Fall 2023)
Advanced Microeconomics (CIDE 2020-2021)
Development Economics (CIDE 2016-2017)
Experimental Methods for Social Science, CIDE (2020)
Resource Economics, CIDE (2015-2020)
Environmental Economics, CIDE (2015-2018 & 2021)
Experimental Economic II, George Mason University (2010) as a T.A.
Economic System Design II, George Mason University (2009) as a T.A.

Mentoring

Alejandro Lopez Aguilar (CIDE) Ph.D. Candidate Agricultural and Environmental Economics University of Maryland
Rodrigo Córdoba (CIDE) Harvard MPID -Innovation Poverty Action (IPA)
Hugo Salas (CIDE) University of Chicago Harris School Master of Science
Olivia Olvera (CIDE) University of Chicago Harris School Master of Science
Raul Estrada (UAA-CIMAT) Master Student CIMAT
Guillermo Woo (CIDE) Ph.D. student Paris School of Economics
Paola Rodriguez Escobedo (CIDE) Manager Microsoft Mexico
Robert LeBrune (CIDE) Ph.D. in Public Policies
Raquel Morales (Universidad Iberoamericana, Mexico) Ph.D. Candidate in Psychology
Sebastian Cortez (Universidad de los Andes, Colombia) Post Doc , Chapman Univeristy
Sara Catalina Atehortúa Becerra (Universidad del Rosario, Colombia) Ph.D. in Economices

Invited Seminars

Workshop of Behavioral and Experimental Economics of the Americas (WEBEA), Zoom, September 28th, 2021.

E3C LATAM workshop, Spain, June 18th, 2021
 Indian Institute of Technology Tirupati, India, June 9th, 2021
 Third Workshop on Environmental Economics and Climate Change, Argentina, Zoom, May 18th, 2021
 National Net of Researchers in Economics (REDNIE, Argentina), Zoom, August 21st, 2020
 Instituto Tecnológico Superior de Monterrey, Mexico City, 13th de January 2020
 Inter-American Development Bank, Washington D.C., May 15th, 2019
 Universidad Javeriana, Bogotá, February 10th, 2015
 Foundation Santa Fe of Bogota, Bogota, February 9th 2015
 Centro de Estudio y Docencia Económicas CIDE, Mexico City, 15th de January 2015
 Center for Economic and Social Research, USC, Los Angeles, CA, 4th de December 2014
 Agricultural and Applied Economics Department, University of Wyoming, Laramie, WY, November 21st 2014
 Economic Science Institute, Chapman University, Orange, CA November 12th, 2014
 Agricultural Economics Department, University of Nebraska, Lincoln, NE, October 29th, 2014
 Economics Department, University of San Francisco, San Francisco, CA, February 27th, 2014
 School of Management, University of California Riverside, Riverside, CA, February 18th, 2013
 Economic Science Institute, Chapman University, Orange, CA, April 17th, 2013
 Center Economic Analysis of Risk, Georgia State University, Atlanta, GA, February 21st 2011

Conferences

2023: *Perceptions of Natural Resource Exploitation a Video Vignette Experiment* virtual at the Fifth Workshop on Environmental Economics and Climate Change of Argentina *Haggling for a Smoke: A Natural Field Experiment on Price Discrimination in Mexico City's Informal Cigarette Markets*. University of Massachusetts, Amherst Experimental Economics Seminar, September 22nd,
2022: *Haggling for a Smoke: A Natural Field Experiment on Price Discrimination in Mexico City's Informal Cigarette Markets*. Economic Science Association, Special edition JILAEE, Buenos Aires Argentina, February 3rd
2021: *Information On Tap: A Behavioral Economics Approach To Water Quality*, virtual at the Third Workshop on Environmental Economics and Climate Change of Argentina, October 7th *Haggling for a Smoke: A Natural Field Experiment on Price Discrimination in Mexico City's Informal Cigarette Markets*. Bogota Experimental Economics Conferences, Bogota, Colombia, January 12th
When the rich do (not) trust the (newly) rich: Experimental evidence on the effects of positive random shocks in the trust game Global Conference Around the World, Economic Science Association July 7th-July 9th, 2021.
2019:
Social Preferences of not WEIRD people. American Economic Association meetings, Atlanta, GA, January 6th
2018: *How Do Endowments Shocks Affect Trust & Trustworthiness?* North American Economic Science Association, Antigua, Guatemala, October 25th
Are farmers like students? Strategic uncertainty and participation in Fixed Price Mechanisms (FPM). Bogota Experimental Economics Conferences, Bogota, Colombia, January 12th
2017: *Labor Contracts, Gift Exchange, and Reference Points: Your Gift Need Not Be Mine!* 5th Antigua Experimental Economics Workshop and Conference, Antigua, Guatemala, February 24-25th, 92nd Conference of the Western Economic Association International, San Diego, CA, June 29th
2016: *Do Cab Drivers Charge for Congestion? A Traffic Field Experiment in Lima, Perú* Advances in Field Experiments, Chicago, IL, September 16th
Payment Scheme Self-Selection in the Credence Goods Market: An Experimental Study 4th Antigua Experimental Economics Conference, Antigua, Guatemala, February 25th
2015: *Controversies and Frontiers in Experimental Economics* American Applied Economics Association meetings, San Francisco, CA, July 28th
How to revitalize a Church? First Summer Institute in Field Experiments, Chicago, IL, July 16th
Health Investment Decision Experiment 3rd Antigua Experimental Economics Workshop and Conference, Antigua, Guatemala, February 28th. North American Economic Science Association, Fort Lauderdale, FL, February 29th
2014: *Trust, Trustworthiness and Natural Disasters* Experimental Economics Workshop, Antigua, Guatemala, February 21st

Do Cab Drivers Charge for Congestion? A Traffic Field Experiment in Lima, Perú North American Economic Science Association, Santa Cruz, CA, October 25th

2013: *Do Cab Drivers Charge for Congestion? A Traffic Field Experiment in Lima, Perú* European Association of Environment and Resource Economists, Toulouse, France June 27th

Participation and Efficiency in Payment for Performance Mechanism American Environmental and Resource Economics Association, Banff, Alberta, Canada, June 6th

Refereeing & Service Contribution to the Professional Community

I have refereed for:

Economic Journal, Economic Inquiry; Journal of Economics Behavior and Organization; Environment and Development Economics; Journal of Behavioral and Experimental Economics, PLoS ONE, International Journal of the Commons, Natural Hazards, Journal of Economics & Management Strategy, Human Dimension of Wildlife, Journal of Environmental Economics and Management, Frontiers in Psychology. Ecology and Society.

I am a member of the following associations:

Agricultural and Applied Economics Association, Latin American Association of Environmental and Resource Economists, American Economic Association, Economic Science Association, Association of Environmental and Resource Economists, European Association of Environmental and Resource Economists, Southern Economic Association, Western Economic Association International

Some of my additional contributions to the professional community are:

Evaluation committee member of the Network of Centers Studying Trust in Latin America at the Inter-American Development Bank 2019

Mexico Representative Society for the Advance of Behavioral Economics 2018-2020

Evaluation committee member: Institutional and Behavioral Economic Section (IBES) at the American Applied Economic 2021 Association (AAEA)

Member of the Scientific Committee LACEA-BRAIN since its foundation in 2019 (Latin American and Caribbean Economics Association, Behavioral Insight Network)

Special Issue on Behavioral and Experimental Economics Editor Latin American Economics Review

Associate Editor: Latin American Economics Review