

**HERNAN D. BEJARANO**

[www.hernandbejarano.com](http://www.hernandbejarano.com),

US:+1 571 232 7285 MX Cell: +52 449 101 8253

[heman.bejarano@cide.edu](mailto:heman.bejarano@cide.edu), [hbejainpenn@gmail.com](mailto:hbejainpenn@gmail.com)

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 for addressing development challenges- understanding 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**

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Associate Professor, Economics Division, CIDE	December 2021-Present
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**

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

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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**

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Behavioral & Experimental Economics	Environmental Economics	Health Economics	Development
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**Personal Information**

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Citizenship: Argentinian, Italian, and American	Married
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## Relevant Experience

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- Co-Principal Investigator: "Behavioral Characterization of the Local Population, Investments, and Actions under Flooding Risk in Rio Rocha, Bolivia."  
*Responsibilities: in collaboration with a multinational team of researchers from a local university, the Inter-American Development Bank, and the ministry of environment of the country, I led the design of a survey instrument, individual decision exercises, and framed lab-in-the-field experiments to characterize the ethnically diverse population, and identify how behavioral factors such as attitudes towards risk, losses, and uncertainty vary across those indigenous, non-indigenous populations living in flooding and non-flooding areas.* Funding Agency: Inter-American Development Bank (IADB)
- Co-Principal Investigator: "Perceptions of Natural Resource Exploitation: a Video-Vignette Experiment."  
*Responsibilities: I co-lead the experimental design and statistical and econometric analysis. We implemented an online experiment in three Latin American Countries. Currently, we are in the process of analyzing the data obtained with approximately 7,200 individual observations. I co-lead the behavioral analysis of the academic team and will be one of the coauthors of the scientific papers.* Funding Agency: Inter-American Development Bank (IADB)
- Co-Principal Investigator: "Interpersonal and Institutional Trust in Latin America"  
*Responsibilities: I co-lead the design and implementation of an online experiment in six Latin American Countries. Currently, we are in the process of analyzing the data obtained with approximately 7,200 individual observations. I co-lead the behavioral analysis of the academic team and will be one of the coauthors of the scientific papers.* Funding Agency: Inter-American Development Bank (IADB)
- Co-Principal Investigator "Rain Capturing Systems, Adoption and Management for Mexico City"  
*Responsibilities: in collaboration with the environmental agency of Mexico City, I advised on the development of the behavioral model of the system users, co-lead the statistical and econometric analysis, and the design of experimental instruments to evaluate comprehension division of maintenance tasks within the household lead facilitator of stakeholders' briefings and coauthor of policy report and scientific publication. Currently, we are expanding the program exploring possible collaborations with the Jamal Poverty Action Lab.* Funding agency: Mexico City Environmental Agency (SEDEMA)
- Co-Principal Investigator: "Behavioral Insights in the Water Sector"  
*Responsibilities: in collaboration with a multinational team of researchers, I contribute by leading and advising the team on an integrated assessment of the main factors contributing to issues in the water sector and the behavioral factors affecting these issues. I co-lead the behavioral analysis of the academic team and will be one of the coauthors of the scientific papers.* Funding Agency: World Bank
- Principal Investigator: "Behavioral Economics of Addiction: using the Mexican Single Cigarette Market to understand the Effects of Discriminatory Pricing."  
*Responsibilities: I co-lead the design and implementation of a survey instrument that captures the habits and preferences of young adult inhabitants of Mexico City. I was the lead facilitator and trainer of a field team of approximately forty enumerators and four field coordinators. I designed a natural field experiment to test price discrimination in the Mexico City Single cigarette market. I co-lead the behavioral analysis of the academic team and will be one of the coauthors of several scientific papers derived from this project.* Funding Agency: Drug Policy Program at CIDE, and Open Society Foundation
- Co-Principal Investigator: "Identify the effects of information, institutional reputation, and non-monetary incentives on water consumption at "bebederos" (drinking fountains)."

*Responsibilities: I collaborate with the design and implementation strategy of a survey instrument to assess the knowledge regarding water quality, hydration habits, willingness to pay for drinkable water, and institutional trust in the public parks of Mexico City. I was the lead facilitator, trainer of a field team of approximately eight enumerators and four field coordinators. I designed a natural field experiment to test the influences that information and the source of information, i.e., an institution with a good reputation vs. an institution with an uncertain reputation, had at increasing water fountain usage in Mexico City public parks.*  
Funding Agency: Latin American and Caribbean Environmental Economics Program

- Co-Principal Investigator: "Identifying Factors Influencing Energy Efficiency of Nonresidential Energy Users in Mexico."  
*Responsibilities: I contributed to the design and implementation strategy of two survey instruments to assess the knowledge regarding energy efficiency, best practices, and physical characteristics of small and medium-sized businesses in Aguascalientes, Mexico. I co-led the designed field experiment to test how technical knowledge and social information influence our surveyed establishments' energy consumption and green technologies adoption.*  
Funding Agency: Mexican National Science Foundation (CONACYT) and the Mexican Ministry of Energy (SENER)
- Principal Investigator: "Do cab drivers charge for congestion? A natural field experiment in Lima, Peru."  
*I designed a natural field experiment to test the reaction of Lima's taxi drivers to longer travel times due to Congestion. I was the lead facilitator and trainer of a field team of approximately twelve enumerators and two field coordinators.* Funding Agency: Latin American and Caribbean Environmental Economics Program
- Co-Principal Investigator: "Identifying farmer's types, institutional reputation, and non-monetary incentives affecting voluntary participation in water quality trading programs of Pennsylvania."  
*I designed a framed lab-in-the-field experiment to test the influences of strategic uncertainty, framing, and individual behavioral types on participation in voluntary environmental markets. I designed and taught an undergraduate Environmental Resource Management class from where four student-field coordinators were selected to collaborate with the implementation of the experimental sessions. I am the leader of the behavioral analysis of the academic team and will be one of the coauthors of the scientific paper derived from this project.* Funding Agency: Penn State University Earth and Environmental Systems Institute

## Publications

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Trust and trustworthiness after negative random shocks. *Journal of Economic Psychology*, (2021) 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, *EconoQuatum*, (2021), 2, July-December, pp. 23-56 (with P. Hancevic and H. Nunez)

Economic Stability Promotes Gift-Exchange in the Workplace. *Journal of Economic Behavior & Organization*, (2021), 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* (2018), 85.2: 563-579. (with J. Gillet and I. Rodriguez-Lara)

Informed entry in Auctions, *International Journal of Game Theory*, (2018), 47(1), 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*, (2017), 142, 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 (2016), *Frontiers in Psychology*, 7 (with E. Green and S. Rassenti)

Dynamic Optimization and Conformity in Health Behavior and Life Enjoyment over the Life Cycle, *Frontiers in Behavioral Neuroscience*, (2015), 9, (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*, (2014), 50(11), 1482-1493, (with D. Fleming and A. Chong).

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

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### Grants

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International Foundation for Research in Experimental Economics: Research Grant (U\$S 10,000)

SENER-CONACYT: Research Grant (U\$S 270,000) Co-PI

Latin American & Caribbean Environmental Economics Program: Senior Research Grant (\$27,000)

Inter-American Development Bank Research Fund (U\$S12,500)

Pennsylvania State Institutes of Energy and the Environment: Seed Grant (U\$S 28,000)

International Foundation for Research in Experimental Economics: Dissertation Grant (U\$S 1,000)

Latin American & Caribbean Environmental Economics Program: Research Grant (U\$S 15,000)

International Foundation for Research in Experimental Economics: Dissertation Grant (U\$S 15,000)

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### Working Papers

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*Health Investment in the Lab: Testing a Behavioral Implementation of the Grossman Model* con 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)

*Preferences for redistribution in the land of inequalities: experimental and observational evidence for Mexico* (with E. Arceo and G. Woo-Mora)

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

*Cuando Niñas y Niños Compiten: Estudio Experimental De Competitividad Por Género En Kidzania* (with E. Arceo and P. Rodriguez Escobedo)

*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)

*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).

*The Mitigation Game: Framing Collective Action to Prevent Epidemics among the Colombian Wayúu* (with S. Cortés y C. Gonzalez-Uribe)

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### 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

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### Teaching

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 TA

Economic System Design II, George Mason University (2009) as a TA

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### 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

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Workshop of Behavioral and Experimental Economics of the Americas (WEBEA), Zoom, September 28<sup>th</sup>, 2021  
E3C LATAM workshop, Spain, June 18<sup>th</sup>, 2021  
Indian Institute of Technology Tirupati, India, June 9<sup>th</sup>, 2021  
Third Workshop on Environmental Economics and Climate Change, Argentina, Zoom, May 18<sup>th</sup>, 2021  
National Net of Researchers in Economics (REDNIE, Argentina), Zoom, August 21<sup>st</sup>, 2020  
Instituto Tecnológico Superior de Monterrey, Mexico City, January 13<sup>th</sup> 2020  
Inter-American Development Bank, Washington D.C., May 15<sup>th</sup>, 2019  
Universidad Javeriana, Bogotá, February 10<sup>th</sup>, 2015  
Foundation Santa Fe of Bogota, Bogota, February 9<sup>th</sup>, 2015  
Centro de Estudio y Docencia Económicas CIDE, Mexico City, January 15<sup>th</sup>, 2015  
Center for Economic and Social Research, USC, Los Angeles, CA, December 4<sup>th</sup>, 2014  
Agricultural and Applied Economics Department, University of Wyoming, Laramie, WY, November 21<sup>st</sup>, 2014  
Economic Science Institute, Chapman University, Orange, CA November 12<sup>th</sup>, 2014  
Agricultural Economics Department, University of Nebraska, Lincoln, NE, October 29<sup>th</sup>, 2014  
Economics Department, University of San Francisco, San Francisco, CA, February 27<sup>th</sup>, 2014  
School of Management, University of California Riverside, Riverside, CA, February 18<sup>th</sup>, 2013  
Economic Science Institute, Chapman University, Orange, CA, April 17<sup>th</sup>, 2013  
Center Economic Analysis of Risk, Georgia State University, Atlanta, GA, 21<sup>st</sup> Foundation 2011

## Conferences

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**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 3<sup>th</sup>

**2021:** *Health Investment in the Lab: Testing a Behavioral Implementation of the Grossman Model*, North American Regional Economic Science Association, Tucson, Arizona USA, October 28<sup>th</sup>  
*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 12<sup>th</sup>

*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 7<sup>th</sup>-July 9<sup>th</sup>, 2021.

**2019:** *Social Preferences of not WEIRD people*. American Economic Association meetings, Atlanta, GA January 6<sup>th</sup>

**2018:** *How Do Endowments Shocks Affect Trust & Trustworthiness?* North American Economic Science Association, Antigua, Guatemala, October 25<sup>th</sup>

*Are farmers like students? Strategic uncertainty and participation in Fixed Price Mechanisms (FPM)*. Bogota Experimental Economics Conferences, Bogota Colombia, January 12<sup>th</sup>

**2017:** *Labor Contracts, Gift Exchange, and Reference Points: Your Gift Need Not Be Mine!* 5th Antigua Experimental Economics Workshop and Conference, Antigua, Guatemala, February 24-25<sup>th</sup>, 92nd Conference of the Western Economic Association International, San Diego, CA, June 29<sup>th</sup>

**2016:** *Do Cab Drivers Charge for Congestion? A Traffic Field Experiment in Lima, Perú* Advances in Field Experiments, Chicago, IL, September 16<sup>th</sup>

*Payment Scheme Self-Selection in the Credence Goods Market: An Experimental Study* 4th Antigua Experimental Economics Conference, Antigua, Guatemala, February 25<sup>th</sup>

**2015:** *Controversies and Frontiers in Experimental Economics* American Applied Economics Association meetings, San Francisco, CA, July 28<sup>th</sup>

*How to revitalize a Church?* First Summer Institute in Field Experiments, Chicago, IL, July 16<sup>th</sup>

*Health Investment Decision Experiment* 3rd Antigua Experimental Economics Workshop and Conference, Antigua, Guatemala, February 28<sup>th</sup>. North American Economic Science Association, Fort Lauderdale, FL, February 29<sup>th</sup>

**2014:** *Trust, Trustworthiness and Natural Disasters* Experimental Economics Workshop, Antigua, Guatemala, February 21<sup>st</sup>

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

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

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

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### Refereeing & Service Contribution to the Professional Community

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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 (Latin American and Caribbean Economics Association, Behavioral Insight Network)

Associate Editor: Latin American Economics Review

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### Languages

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Languages: Spanish (native) English (Proficient) Portuguese (advanced)

Coding: Stata, R, Matlab, and SPSS