
CONTACT INFORMATION	Research and Statistics Group Federal Reserve Bank of New York 33 Liberty Street New York NY 10045	Telephone: +1 212-720-1599 Email: gonzalo.cisternas@ny.frb.org Web: http://gonzalo-cisternas.org http://nyfedeconomists.org/cisternas
PERSONAL	Chile, U.S.	
APPOINTMENTS	Federal Reserve Bank of New York, Research and Statistics Group, 2021 - <i>Financial Research Advisor</i> (Officer level)	
	MIT Sloan School of Management, Applied Economics Group, 2013–2021 <i>Associate Professor</i> , 2018–2021 <i>Class of 1954 Career Development Professor</i> , 2016–2019 <i>Assistant Professor</i> , 2013–2016	
	Visiting Positions Boston University, Economics Department, Fall 2020 Yale University, Cowles Foundation, 2015–2016	
EDUCATION	PhD in Economics, Princeton University, June 2013 Advisers: Yuliy Sannikov (chair), Stephen Morris, Dilip Abreu M.S., Economics, Universidad de Chile, 2007, <i>Maximum Distinction</i> Mathematical Engineering, Universidad de Chile, 2007, <i>Maximum Distinction</i>	
HONORS AND AWARDS	MIT Sloan Junior Faculty Research Assistance Program Grant, 2014 Towbes Prize for Outstanding Teaching, 2011 and 2013, Princeton University Graduate Fellowship and Summer Fellowship, 2009 - 2013, Princeton University J. Edward Lundy *40 Fellowship for Economics, 2008–2009, Princeton University Beca Mideplan (ex Presidente de la Republica) for Graduate Studies Abroad in Social Sciences (declined), 2008, Chilean Government Young Researcher Research Fellowship, 2007–2008, Center for Applied Economics, School of Engineering, Universidad de Chile Perfect Score in the Nationwide Advanced Mathematics Entry Exam to Chilean Universities, 2001, Council of Presidents of Chilean Universities	
FIELDS OF INTEREST	Industrial Organization, Microeconomic Theory, Game Theory, Financial Economics	
PUBLICATIONS	“Signaling with Private Monitoring” (with Aaron Kolb), <i>Review of Economic Studies</i> , forthcoming “Consumer Scores and Price Discrimination,” (with Alessandro Bonatti), <i>Review of Economic Studies</i> , 87, 750–791, 2020 “Two-Sided Learning and the Ratchet Principle,” <i>Review of Economic Studies</i> , 85, 307–351, 2018	

“Career Concerns and the Nature of Skills,” *American Economic Journal: Microeconomics*, 10, 152-189, 2018.

“Dynamic Oligopoly with Incomplete Information” (with A. Bonatti and J. Toikka), *Review of Economic Studies*, 84, 503-546, 2017

“Sequential Procurement Auctions and Their Effect on Investment Decisions” (with N. Figueroa), *Rand Journal of Economics*, 46, 824-843, 2015

WORKING PAPERS

“Leader-Follower Dynamics in Shareholder Activism,” (with Doruk Cetemen, Aaron Kolb, and S. Viswanathan), **R&R Journal of Finance**

“Misinformation in Social Media: The Role of Verification Incentives,” (with Jorge Vasquez), **R&R Journal of the European Economic Association**

“A Note on The Comparative Statics of Optimal Procurement Auctions” (with Nicolás Figueroa)

PROFESSIONAL ACTIVITIES

Referee for: *American Economic Review, Econometrica, Journal of Political Economy, Review of Economic Studies, American Economic Journal: Microeconomics, American Economic Review: Insights, Annals of Finance, B.E. Journal of Theoretical Economics, Economics Letters, European Economic Review, Games and Economic Behavior, International Economic Review, International Game Theory Review, Journal of Economic Dynamics and Control, Journal of Economic Theory, Journal of Economics & Management Strategy, Journal of the European Economic Association, Journal of Finance, Journal of Industrial Economics, Journal of Mathematical Economics, Management Science, Managerial and Decision Economics, Mathematics and Financial Economics, Operations Research, RAND Journal of Economics, Review of Economic Dynamics, Theoretical Economics*

Conference Program Committee:

2021 Stanford Institute for Theoretical Economics (Dynamic Games)

SEMINAR PRESENTATIONS

2023-2024: University of Miami; Universidad Catolica de Chile; Universidad de Chile; Carnegie Mellon, SAET 2024

2021-2022: Federal Reserve Bank of New York; University of North Carolina at Chapel Hill, University of Washington at St. Louis (Econ); NYU (Econ)

2019-2020: Becker Friedman Institute Economic Theory Conference; Harvard-MIT Theory Workshop; MIT Applied Theory Summer Camp; NBER Summer Institute (Economics of Information Technology and Digitization Workshop); Northwestern; Penn State; Stanford Institute for Theoretical Economics (x2); Boston University; Caltech; Cornell University (Johnson); Econometric Society World Congress; Insper; Michigan Econ; North American Winter Meeting of the Econometric Society; USC Marshall

2017-2018: Caltech; Boston University; Columbia-Duke-MIT-Northwestern IO Theory Conference; Workshop on Industrial Organization TOI at Universidad Catolica de Chile; UChicago; UT Austin; Harvard-MIT Theory Workshop; Indiana University (Kelley); MIT Sloan Marketing Seminar; Simon Fraser; Stanford Theoretical Institute for Economics; UBC; Universidad de Chile

2015-2016: University of Toronto; Cowles Summer Conference (Economic The-

ory); Duke-UNC; SAET (Cambridge); UIUC; Yale CEPR Applied IO; CRETE Conference on Research on Economic Theory and Econometrics; Washington University in St. Louis (Olin)

2013-2014: Toulouse School of Economics; NYU Stern; UCLA; UCSD; Stanford GSB; Harvard-MIT Theory Workshop; MIT Sloan; University of Minnesota ASU Conference on Dynamic Contracts; Boston University; Columbia; PUC Chile; FGV; Universidad de Chile

COURSES
TAUGHT

MIT (Sloan School of Management):

Game Theory for Strategic Advantage (MBA Course 15.025) 2018, 2019, 2020 and 2021, and Executive MBA version (Course 15.S21), 2019 and 2020
Economic Analysis of Business Decisions (MBA Course 15.010), 2013, 2014 and 2016

Universidad de Chile (School of Engineering):

Continuous-time Methods in Economics and Finance (G); Macroeconomics (U)

Universidad de Los Andes, Chile (School of Engineering):

Microeconomics (U); Algebra (U)

LANGUAGES

English (written and oral proficiency), Spanish (native language)