

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: <a href="mailto:gonzalo.cisternas@ny.frb.org">gonzalo.cisternas@ny.frb.org</a> Web: <a href="http://gonzalo-cisternas.org">http://gonzalo-cisternas.org</a> <a href="http://nyfedeconomists.org/cisternas">http://nyfedeconomists.org/cisternas</a>
PERSONAL	Chilean, U.S. permanent resident	
APPOINTMENTS	Federal Reserve Bank of New York, Research and Statistics Group, 2021 - Financial Economist Leader, 2021 -  MIT Sloan School of Management, Applied Economics Group, 2013–2021 Associate Professor, 2018–2021 Class of 1954 Career Development Professor, 2016–2019 Assistant Professor, 2013–2016  Visiting positions Boston University, Economics Department, Fall 2020 Yale University, Cowles Foundation, 2015-2016	
EDUCATION	PhD in Economics, Princeton University, June 2013 Advisor: Yuliy Sannikov 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 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	“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,” <i>American Economic Journal: Microeconomics</i> , 10, 152-189, 2018.  “Dynamic Oligopoly with Incomplete Information” (with A. Bonatti and J. Toikka), <i>Review of Economic Studies</i> , 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

“Signaling with Private Monitoring” (with Aaron Kolb), *reject and resubmit at Econometrica*

“Fake News in Social Medias: A Supply and Demand Approach,” (with Jorge Vasquez)

“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, 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 Industrial Economics, Journal of Mathematical Economics, Management Science, 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 PRE-  
SENTATIONS

**2021:** Federal Reserve Bank of New York; University of North Carolina at Chapel Hill

**2020:** Boston University; Caltech; Cornell University (Johnson); Econometric Society World Congress; Insper; Michigan Econ; North American Winter Meeting of the Econometric Society; USC Marshall

**2019:** 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; SITE

**2018:** Harvard-MIT Theory Workshop; Indiana University (Kelley); MIT Sloan Marketing Seminar; Simon Fraser; SITE; UBC; Universidad de Chile

**2017:** Caltech; Boston University; Columbia-Duke-MIT-Northwestern IO Theory Conference; Workshop on Industrial Organization TOI at Universidad Catolica de Chile; UChicago; UT Austin

**2016:** CEPR Applied IO; CRETE Conference on Research on Economic Theory and Econometrics; Washington University in St. Louis (Olin)

**2015:** University of Toronto; Cowles Summer Conference (Economic Theory); Duke-UNC; SAET (Cambridge); UIUC; Yale

**2014:** ASU Conference on Dynamic Contracts; Boston University; Columbia; PUC Chile; FGV; Universidad de Chile

**2013:** Toulouse School of Economics; NYU Stern; UCLA; UCSD; Stanford GSB; Harvard-MIT Theory Workshop; MIT Sloan; University of Minnesota

COURSES  
TAUGHT

**MIT (Sloan School of Management):**

Game Theory for Strategic Advantage (MBA Course 15.025) 2018, 2019 and

2020, 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)