

Ricardo Perez-Truglia

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October 18, 2024

Employment:

July 2024 –: Professor, Anderson School of Management, UCLA.

July 2024 –: Justice Elwood Lui Endowed Term Chair in Management, UCLA.

July 2022 –: Amazon Scholar.

July 2023 – June 2024: Willis H. Booth Endowed Chair in Banking and Finance I, UC-Berkeley.

July 2020 – June 2024: Associate Professor (with tenure), Haas School of Business, UC-Berkeley.

July 2016 – June 2020: Assistant Professor, Anderson School of Management, UCLA.

July 2014 – June 2016: Post-Doctoral Researcher, Microsoft Research New England.

Education:

Ph.D. in Economics, Harvard University, 2014.

B.A and M.A. in Economics, Universidad de San Andres, 2008.

Honors:

2023 Kenan Institute Distinguished Fellow.

2023 Poets & Quants' Best 40-Under-40 Business School Professors.

2022 Earl F. Cheit Award for Excellence in MBA Teaching.

2020 Sloan Research Fellow.

Personal Information:

U.S. Citizen and Argentine Citizen. Married. Three children (born 2007, 2012 and 2014).

Academic Affiliations:

2022–: Associate Editor, Journal of Political Economy.

2021–: Co-Editor, Journal of Public Economics.

2020–: Research Associate, National Bureau for Economic Research (NBER).

Working Papers:

Giaccobasso, M.; Nathan, B.; Perez-Truglia, R. and Zentner, A. (2022). [Where Do My Tax Dollars Go? Tax Morale Effects of Perceived Government Spending](#). NBER Working Paper No. 29789. [Conditionally Accepted, *American Economic Journal: Applied Economics*]

Bergolo, M.; Leites, M.; Perez-Truglia, R. and Strehl, M. (2020). [What Makes a Tax Evader?](#) NBER Working Paper No. 28235. [Revise & Resubmit, *Review of Economics and Statistics*]

Galashin, M.; Kanz, M.; and Perez-Truglia, R. (2020). [Macroeconomic Expectations and Credit Card Spending](#). NBER Working Paper No. 28281. [Revise & Resubmit, *Review of Financial Studies*]

Perez-Truglia, R. and Yusof, J. (2024). [Billionaire Superstar: Public Image and Demand for Taxation](#). NBER Working Paper No. 32712.

Nathan, B.; Perez-Truglia, R. and Zentner, A. (2020). [Paying Your Fair Share: Perceived Fairness and Tax Compliance](#). NBER Working Paper No. 32588.

Selected Publications:

- Cullen, Z.; Li, Shengwu and Perez-Truglia, R. (2022). [What's My Employee Worth? The Effects of Salary Benchmarking](#). *Review of Economic Studies*, forthcoming.
- Bottan, N. and Perez-Truglia, R. (2020). [Betting on the House: Subjective Expectations and Market Choices](#). *American Economic Journal: Applied Economics*, forthcoming.
- Nathan, B.; Perez-Truglia, R. and Zentner, A. (2020). [My Taxes are Too Darn High: Why Do Households Protest their Taxes?](#) *American Economic Journal: Economic Policy*, forthcoming.
- Yildirim, P.; Simonov, A.; Petrova, M. and Perez-Truglia, R. (2020). [Are Political and Charitable Giving Substitutes? Evidence from the United States](#). *Management Science*, forthcoming.
- Fehr, D.; Mollerstrom, J. and Perez-Truglia, R. (2022). [Listen to Her: Gender Differences in Information Diffusion within the Household](#). NBER Working Paper No. 30513. *Journal of Public Economics*, Vol. 239, 105213.
- Cullen, Z. and Perez-Truglia, R. (2023). [The Old Boys' Club: Schmoozing and the Gender Gap](#). *American Economic Review*, Vol. 113 (7), pp. 1703-1740 (lead article).
- Cullen, Z. and Perez-Truglia, R. (2023). [The Salary Taboo: Privacy Norms and the Diffusion of Information](#). *Journal of Public Economics*, Vol. 222, 104890.
- Bergolo, M.; Ceni, R.; Cruces, G.; Giacobasso, M. and Perez-Truglia, R. (2023). [Tax Audits as Scarecrows: Evidence from a Large-Scale Field Experiment](#). *American Economic Journal: Economic Policy*, Vol. 15 (1), pp. 110–153.
- Cullen, Z. and Perez-Truglia, R. (2022). [How Much Does Your Boss Make? The Effects of Salary Comparisons](#). *Journal of Political Economy*, Vol. 130 (3), pp. 766–822.
- Fehr, D.; Mollerstrom, J. and Perez-Truglia, R. (2022). [Your Place in the World: Relative Income and Global Inequality](#). *American Economic Journal: Economic Policy*, Vol. 14 (4), pp. 232–68.
- Bottan, N. and Perez-Truglia, R. (2022). [Choosing Your Pond: Location Choices and Relative Income](#). *Review of Economics and Statistics*, Vol. 104 (5), pp. 1010–1027.
- Fuster, A.; Perez-Truglia, R.; Wiederholt, M. and Zafar, B. (2022). [Expectations with Endogenous Information Acquisition: An Experimental Investigation](#). *Review of Economics and Statistics*, Vol. 104 (5), pp. 1059–1078.
- Perez-Truglia, R. (2020). [The Effects of Income Transparency on Well-Being: Evidence from a Natural Experiment](#). *American Economic Review*, Vol. 110 (4), pp. 1019–1054.
- Perez-Truglia, R. and Troiano, U. (2018). [Shaming Tax Delinquents](#). *Journal of Public Economics*, Vol. 167, pp. 120–137.
- Perez-Truglia, R. (2018). [Political Conformity: Event-Study Evidence from the United States](#). *Review of Economics and Statistics*, Vol. 100 (1), pp. 14–28.
- Drenik, A. and Perez-Truglia, R. (2018). [Sympathy for the Diligent and the Demand for Workfare](#). *Journal of Economic Behavior and Organization*, Vol. 153, pp. 77–102.
- Perez-Truglia, R. and Cruces, G. (2017). [Partisan Interactions: Evidence from a Field Experiment in the United States](#). *Journal of Political Economy*, Vol. 125 (4), pp. 1208–1243.
- Cavallo, A.; Cruces, G. and Perez-Truglia, R. (2017). [Inflation Expectations, Learning and Supermarket Prices: Evidence from Survey Experiments](#). *American Economic Journal: Macroeconomics*, Vol. 9 (3), pp. 1–35 (lead article).
- Cavallo, A.; Cruces, G. and Perez-Truglia, R. (2016). [Learning from Potentially Biased Statistics](#). *Brookings Papers on Economic Activity*, Spring 2016, pp. 59–108.

Di Tella, R.; Perez-Truglia, R.; Babino, A. and Sigman, M. (2015). [Conveniently Upset: Avoiding Altruism by Distorting Beliefs About Others' Altruism](#). *American Economic Review*, Vol. 105 (11), pp. 3416–42.

Bottan, N. and Perez-Truglia, R. (2015). [Losing my Religion: The Effects of Religious Scandals on Religious Participation and Charitable Giving](#). *Journal of Public Economics*, Vol. 129, pp. 106–119.

Cruces, G.; Perez-Truglia, R. and Tetaz, M. (2013). [Biased Perceptions of Income Distribution and Preferences for Redistribution: Evidence from a Survey Experiment](#). *Journal of Public Economics*, Vol. 98, pp. 100–112.

Other Publications:

Perez-Truglia, R. (2023). [The Effects of Pay Transparency: A Brief Review](#). Kenan Institute's Grand Challenge Report.

Nathan, B.; Perez-Truglia, R. and Zentner, A. (2022). [Is the Partisan Divide Real? Polarization in Preferences for Redistribution](#). *American Economic Association Papers & Proceedings*, Vol. 112, pp. 156–62.

Montano-Campos, F. and Perez-Truglia, R. (2019). [Giving to Charity to Signal Smarts](#). *Journal of Behavioral and Experimental Economics*, Vol. 78, pp. 193–199.

Bergolo, M.; Ceni, R.; Cruces, G.; Giacobasso, M.; Perez-Truglia, R. (2018). [Misperceptions about Tax Audits](#). *American Economic Association Papers & Proceedings*, Vol. 108, pp. 83–87.

Perez-Truglia, R. (2018). [Markets, Trust and Cultural Biases: Evidence from eBay](#). *Journal of Behavioral and Experimental Economics*, Vol. 72, pp. 17–27.

Perez-Truglia, R. (2015). [A Samuelsonian Validation Test for Happiness Data](#). *Journal of Economic Psychology*, Vol. 49, pp. 74–83.

Galiani, S. and Perez-Truglia, R. (2013). [School Management in Developing Countries](#). In P. Glewwe (Ed.), *Education Policy in Developing Countries*. Chicago: *University of Chicago Press*.

Perez-Truglia, R. (2013). [A Test of the Conspicuous-Consumption Model Using Subjective Well-Being Data](#). *Journal of Socio-Economics*, Vol. 45, pp. 146–154.

Perez-Truglia, R. (2012). [On the Causes and Consequences of Hedonic Adaptation](#). *Journal of Economic Psychology*, Vol. 33, pp. 1182–1192.

Bottan, N. and Perez-Truglia, R. (2011). [Deconstructing the Hedonic Treadmill](#). *Journal of Socio-Economics*, Vol. 40, pp. 224–236.

Keynote Talks:

December 2020: Alumni Conference, Universidad de San Andres.

September 2020: Bay Area Development and Political Economy Conference.

October 2019: Social Mobility and Preferences for Redistribution Conference at Colegio de Mexico.

June 2019: Annual Research Symposium at BESH Research Institute.

Presentations at Seminars:

Scheduled: University of Illinois at Urbana-Champaign (Finance); UC Riverside (Econ); Norwegian School of Economics. **2024:** University of Tokyo (Econ); Google (San Francisco); University of California, Santa Barbara (Departmental); Bocconi (Finance); Pomona (Econ); Bank of Italy; University of California, Santa Barbara (Behavioral); Miami (Econ). **2023:** Northwestern (Econ); UC-Berkeley (Econ); Cornell (Johnson); Toronto (Econ); Washington University in Saint Louis (Olin); NOVA (Econ); INSEAD (Econ); University of California, Santa Barbara (Econ); University of Southern California (Marshall); Universidad de San Andres (Econ); University of North Carolina (Kenan-

Flagler); Universidad del Pacifico (Econ); Fudan University (Finance); Kenan Institute. **2022:** Columbia (Econ); UC-Berkeley (Econ); Amazon (Tech Talk); NYU Abu Dhabi (Econ); Michigan (Econ/Business/Information); Norwegian School of Economics (FAIR); Università della Svizzera Italiana; University of Copenhagen (CEBI); Purdue (Econ); University of Delaware (Econ); Essex (Econ). **2021:** Yale (Econ); Brown (Econ); Chicago/UC-Berkeley Joint Behavioral Seminar; JKU Linz (Econ); Bank of Italy; LMU (Organizations Research Group). **2020:** UC-Berkeley (Econ); Stanford (GSB); American Enterprise Institute. **2019:** Chicago (Becker Seminar); Stanford (Econ); UC-Berkeley (Econ); UC-Berkeley (Haas); Wharton (BEPP); UCSD (Rady); Toronto (Econ); LMU Departmental Seminar; UCSD (GPS); Goethe (Econ); LMU Macro Seminar; Heidelberg (Econ); Wyoming (Econ); UCSD (Econ); Zurich (Econ); USC (CESR); University of British Columbia (Econ); UCEMA (Econ); Sao Paulo School of Economics. **2018:** Northwestern (Econ); Dartmouth (Econ); Harvard Business School (BGIE); Cornell (Econ); Yale (Behavioral Science); Boston University (Questrom); Luxembourg School of Finance; Universidad de San Andres (Econ); CIDE (Econ); Paris School of Economics. **2017:** UC-Berkeley (Econ); Michigan (Econ); Princeton (Econ); Northwestern (Econ); Columbia (Econ/GSB/SIPA); California Institute of Technology (Econ); Science Po (Econ); University of Pennsylvania (PPE); RAND Corporation; Federal Reserve Bank of New York (Research); Hong Kong University (Strategy); Loyola Marymount University (Econ); Wharton (BEPP). **2016:** Harvard (Econ); Yale (Econ); Harvard Business School (NOM); University of California, Los Angeles (Anderson-GEM); Northwestern (Kellogg-MEDS); Pompeu Fabra (IPEG); Goldman Sachs (Global Research); Boston University (Econ); University of California, San Diego (Econ); Instituto Tecnológico Autónomo de México (Econ); Universidad Católica de Chile (Econ); CIDE (Econ); Universidad de la Republica (Econ); Universidad de San Andres (Econ). **2015:** UC-Berkeley (Haas); Harvard (Program for Evolutionary Dynamics); Microsoft Research New York; Universidad de Los Andes (Econ); University of Illinois at Urbana-Champaign (Finance). **2014:** University of Chicago (Booth-Micro); University of Chicago (Booth-Macro); London School of Economics (Econ); London School of Economics (Centre for Economic Performance); Brown (Econ); Microsoft Research New England; Stanford (GSB); Harvard (Econ); Michigan (Econ/Business/Information); Central European University (Econ). **2013:** Brown (Econ); University of Illinois at Urbana-Champaign (Econ); UNLP (Econ). **2012:** Universidad de San Andres (Econ). **2011:** Harvard (Economics of Religion Seminar).

Presentations at Conferences:

Scheduled: NBER Organizational Economics Fall Meeting. **2024:** Stanford Institute for Theoretical Economics, International Conference on Gender and Economics. **2023:** OTPR Short Course at the NTA Annual Meetings; Graduate Student “Boot Camp” on Behavioral Public Economics; RIDGE Public Economics; Workshop of Behavioral and Experimental Economics of the Americas; Frontiers of Business Conference. **2022:** NBER Public Economics Spring Meeting; ESA Special Meeting Buenos Aires; AEA Annual Meeting. **2020:** Chicago Booth BAFD Conference; NBER Public Economics Fall Meeting; RIDGE Public Economics. **2019:** Chicago Booth Asset Pricing Conference; NBER Summer Institute; Advances with Field Experiments (NEXT Panel); UCSB Theory and Experimental Conference; Bogota Experimental Economics Conference; RIDGE Public Economics; Behavioral Economics Annual Meeting (BEAM); LACEA Behavioral Insights Network (BRAIN). **2018:** NBER Summer Institute; AEA Annual Meeting; Toulouse Origins of Preferences and Ideologies Workshop; CESifo Venice Summer Institute; Barcelona Summer Forum; Pacific Development Conference; GEM-BPP Workshop; USC Happiness Conference; NES Political Economy Workshop; RIDGE Public Economics. **2017:** NBER Public Economics Fall Meeting; Advances with Field Experiments; Stanford Institute for Theoretical Economics; AEA Annual Meeting; GEM-BPP Conference; RIDGE Public Economics. **2016:** NBER Summer Institute; AEA Annual Meeting; 12th WEA International Conference; Workshop on Subjective Expectations, Federal Reserve Bank of New York; Field Days Conference; RIDGE Political Economy Meeting; Stanford Institute for Theoretical Economics; Barcelona Summer Forum. **2015:** NBER Summer Institute; Designing the Digital Economy Conference; Annual Meeting of the Society for Economics Dynamics; AAEP Annual Meeting; IFO Conference on

Macro and Survey Data; National Tax Association Annual Meeting. **2014:** Calvo-Armengol Conference. **2013:** Annual Meeting of the ASREC.

Other Academic Affiliations:

2022–: Kavli Fellow, National Academy of Sciences.
2022–: Affiliated Professor, The Abdul Latif Jameel Poverty Action Lab (J-PAL).
2019–: Research Director, Research Institute for Development, Growth and Economics (RIDGE).
2019–: Affiliate, CESifo Research Network.
2017–: Affiliate, Center for Effective Global Action (CEGA).
2020–2024: Faculty Affiliate, University of California Berkeley Opportunity Lab.
2017–2020: Faculty Research Fellow, National Bureau for Economic Research (NBER).
2016–2020: Affiliate, California Center for Population Research (CCPR).
2016–: Visiting Professor, Universidad de San Andres.

Service to the Profession:

Reviewer for: *Econometrica*; *American Economic Review*; *Journal of Political Economy*; *Quarterly Journal of Economics*; *Review of Economic Studies*; among many others.

Conference Organizer: 2017, 2018, 2019, 2021, 2022 and 2023 RIDGE Conference on Public Economics; 2023 U.S. Kavli Frontiers of Science; 2022 NBER Public Economics Fall Meeting; 2016 Harvard-MSR Workshop on Applied Econometrics.

Teaching:

2016–2019 and 2024–: *Managerial Economics (Core M.B.A.)*, UCLA Anderson School of Management.
2020–2024: *Microeconomics (Core M.B.A.)*, UC-Berkeley Haas School of Business.
2016–: *Behavioral Economics (M.A.)*, Universidad de San Andres.
2019: *Social Incentives (Ph.D.)*, Munich Graduate School of Economics.

Advising:

2021–: Mentor for minority scholars, *American Economic Association Mentorship Program*.

2023–2024: Mentor for students with financial aid, *UC-Berkeley's Fiat Lux Scholarship Program*.

Job Market Placement of Ph.D. students: Brad Nathan (Rutgers Business School, 2023); Matias Giacobasso (VATT Institute, 2023); Maximiliano Lauletta (Federal Reserve Board, 2023).

Placement of research assistants (†) and students (‡) in Ph.D. programs: Julia Gilman[†] (MIT, 2023); Xinmei Yang[†] (Harvard, 2023); Romina Quagliotti[†] (University of British Columbia, 2023); Franco Malpassi[‡] (Northwestern, 2022); Santiago De Martini[†] (University of Southern California, 2022); Diego Delic[‡] (University of British Columbia, 2022); Sofya Shchukina[†] (University of Chicago, 2021); Lucio Wasserman[†] (UC Berkeley, 2021); Dylan Balla-Elliott[†] (University of Chicago, 2021); Matias Strehl[†] (UC Santa Barbara, 2021); Zhihao Han[†] (NUS, 2021); Juan Segnana[‡] (Tilburg, 2021); Katherine Fang[†] (Yale-SOM, 2021); Anh Nguyen[†] (UCLA-Anderson, 2018); Matias Giacobasso[†] (UCLA-Anderson, 2017).