

CONTACT INFORMATION	M.I.T. Sloan School of Management Applied Economics Group 100 Main Street E62-523 Cambridge, MA 02142	Telephone: (848) 702-9041 Fax: (617) 258-6786 gcistern@mit.edu http://www.gonzalo-cisternas.org
PERSONAL	Chilean, U.S. permanent resident	
APPOINTMENTS	M.I.T. Sloan School of Management, Applied Economics Group, 2013–present Associate Professor (without tenure), 2018–present 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	Microeconomic Theory, Game Theory, Industrial Organization	
PUBLICATIONS	<p>“Consumer Scores and Price Discrimination,” (with Alessandro Bonatti), <i>Review of Economic Studies</i>, 87, 750-791, 2020</p> <p>“Two-Sided Learning and the Ratchet Principle,” <i>Review of Economic Studies</i>, 85, 307-351, 2018</p> <p>“Career Concerns and the Nature of Skills,” <i>American Economic Journal: Microeconomics</i>, 10, 152-189, 2018.</p> <p>“Dynamic Oligopoly with Incomplete Information” (with A. Bonatti and J. Toikka), <i>Review of Economic Studies</i>, 84, 503-546, 2017</p> <p>“Sequential Procurement Auctions and Their Effect on Investment Decisions” (with N. Figueroa), <i>Rand Journal of Economics</i>, 46, 824-843, 2015</p>	

WORKING PAPERS	<p>“Signaling with Private Monitoring” (with Aaron Kolb), <i>reject and resubmit at Econometrica</i></p> <p>“Fake News in Social Medias: A Supply and Demand Approach,” (with Jorge Vasquez)</p> <p>“A Note on The Comparative Statics of Optimal Procurement Auctions” (with Nicolás Figueroa)</p>
PROFESSIONAL ACTIVITIES	<p>Referee for: <i>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</i></p>
SEMINAR PRESENTATIONS	<p>2020: Boston University; Caltech; Econometric Society World Congress; Inesper (scheduled); Michigan Econ; North American Winter Meeting of the Econometric Society; USC Marshall</p> <p>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 (scheduled); Penn State (scheduled); SITE</p> <p>2018: Harvard-MIT Theory Workshop; Indiana University (Kelley); MIT Sloan Marketing Seminar; Simon Fraser; SITE; UBC; Universidad de Chile</p> <p>2017: Caltech; Boston University; Columbia-Duke-MIT-Northwestern IO Theory Conference; Workshop on Industrial Organization TOI at Universidad Catolica de Chile; UChicago; UT Austin</p> <p>2016: CEPR Applied IO; CRETE Conference on Research on Economic Theory and Econometrics; Washington University in St. Louis (Olin)</p> <p>2015: University of Toronto; Cowles Summer Conference (Economic Theory); Duke-UNC; SAET (Cambridge); UIUC; Yale</p> <p>2014: ASU Conference on Dynamic Contracts; Boston University; Columbia; PUC Chile; FGV; Universidad de Chile</p> <p>2013: Toulouse School of Economics; NYU Stern; UCLA; UCSD; Stanford GSB; Harvard-MIT Theory Workshop; MIT Sloan; University of Minnesota</p>
COURSES TAUGHT	<p>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</p> <p>Universidad de Chile (School of Engineering): Continuous-time Methods in Economics and Finance (G); Macroeconomics (U)</p> <p>Universidad de Los Andes, Chile (School of Engineering): Microeconomics (U); Algebra (U)</p>
LANGUAGES	<p>English (written and oral proficiency), Spanish (native language)</p>

REFERENCES

Yuliy Sannikov
Stanford University
Graduate School of Business
sannikov@gmail.com

Andrzej Skrzypacz
Stanford University
Graduate School of Business
skrz@stanford.edu

Stephen Morris
M.I.T.
Department of Economics
semorris@mit.edu

Dirk Bergemann
Yale University
Department of Economics
dirk.bergemann@yale.edu

TEACHING
REFERENCES

Scott Alessandro
M.I.T. Sloan School of Management
Director of Undergraduate Education
salessan@mit.edu