

CONTACT INFORMATION      Research and Statistics Group      Telephone: +1 212-720-1599  
 Federal Reserve Bank of New York      Email: [gonzalo.cisternas@ny.frb.org](mailto:gonzalo.cisternas@ny.frb.org)  
 33 Liberty Street      Web: <http://gonzalo-cisternas.org>  
 New York NY 10045      <http://nyfedeconomists.org/cisternas>

PERSONAL      Chile, U.S.

APPOINTMENTS      Federal Reserve Bank of New York, Research and Statistics Group, 2021 -  
    *Financial Research Advisor*, 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, *Maximum Distinction*  
    Mathematical Engineering, Universidad de Chile, 2007, *Maximum Distinction*

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), *Review of Economic Studies*, 87, 750-791, 2020

“Two-Sided Learning and the Ratchet Principle,” *Review of Economic Studies*, 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

“Signaling with Private Monitoring” (with Aaron Kolb), Revise and resubmit at *Review of Economic Studies*

“Activist Manipulation Dynamics,” (with Doruk Cetemen, Aaron Kolb, and S. Viswanathan)

“Misinformation in Social Media: The Role of Verification Incentives,” (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 Economics & Management Strategy*, *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 PRESENTATIONS

**2022:** NYU Econ (scheduled)

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

**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)