

- 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 Trading 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: Microeco-  
nomics*, *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*, *Jour-  
nal of Economics & Management Strategy*, *Journal of Industrial Economics*,  
*Journal of Mathematical Economics*, *Management Science*, *Mathematics and  
Financial Economics*, *Operations Research*, *RAND Journal of Economics*, *Re-  
view of Economic Dynamics*, *Theoretical Economics*

**Conference Program Committee:**

2021 Stanford Institute for Theoretical Economics (Dynamic Games)

SEMINAR PRE-  
SENTATIONS

**2022:** NYU Econ

**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 Meet-  
ing of the Econometric Society; USC Marshall

**2019:** Becker Friedman Institute Economic Theory Conference; Harvard-MIT  
Theory Workshop; MIT Applied Theory Summer Camp; NBER Summer Insti-  
tute (Economics of Information Technology and Digitization Workshop); North-  
western; 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 The-  
ory Conference; Workshop on Industrial Organization TOI at Universidad Catolica  
de Chile; UChicago; UT Austin

**2016:** CEPR Applied IO; CRETE Conference on Research on Economic The-  
ory 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)