

**Paulina Andrea Granados Zambrano**

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**EDUCATION**

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- European University Institute, Department of Economics, Florence, Italy 2006-Present
  - PhD Candidate (Thesis' defence 6<sup>th</sup> May 2011)  
Supervisors: Professors Luigi Guiso and Andrea Ichino.  
Thesis Title: "Understanding Individuals' Beliefs".
  - Master of Research in Economics 2005/2006 (GPA: A-)
  
- University of Warwick, Department of Economics, United Kingdom, 2005
  - Master of Arts, Economics.  
Supervisor: Professor Andrew Oswald.  
Thesis Title: "The Labour Market in Chile: Lifting the Aggregate Veil".
  
- University of Chile, School of Physics and Mathematics, Department of Industrial Engineering, Chile, 1993-2002
  - Civil Industrial Engineering (GPA: A)
  - Master of Arts, Applied Economics (GPA: A+)  
Supervisor: Professor Andrea Repetto.  
Thesis Title: "Income Evolution of Chilean Households: 1990-1998".

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**RESEARCH INTERESTS**

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- Development Economics, Quantitative economic analysis, Applied Behavioural Economics, Microeconometrics, Experimental Economics.

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**TEACHING INTERESTS**

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- Microeconometrics, Causality, Semi and Non Parametric econometrics.
- Microeconomics and Econometrics.

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**AWARDS**

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- European University Institute Grant, 100% fee and expenses, academic year 2009/2010.
- Spanish Grant, Ministry of Foreign Affairs, Spanish Government, PhD in Economics at European University Institute, 100% fee and expenses 2006/2009.
- Latin American Grant, University of Warwick, 20% total fee, academic year 2005/2006.
- Departmental Award for Fullest Achievement of Professional Goals, Central Bank of Chile, 2003.

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## **PUBLICATIONS / WORKING PAPERS**

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### Refereed Journals

- “The Income Function of Chilean households over the Life Cycle and the Persistence of Shocks”, journal *Economía Chilena* of the Central Bank of Chile, Vol.1, April 2004.

### Working papers

- The Wage Curve in Chile” (co-author Pablo García), Working Paper Series 320, Central Bank of Chile, May 2005.

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## **TRAINING AND PROFESSIONAL EXPERIENCE**

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- The World Bank, July-September 2010. Internship at the World Bank, Economic Policy and Debt Department, PREM. Supervisor: Mr. Fernando Hernandez. Defining and measuring the “Fiscal Space” of medium and low income countries, before and after the last financial crisis.
- The World Bank, June-August 2009. Internship at the World Bank, Economic Policy and Debt Department, PREM. Supervisor: Mr. Fernando Hernandez. Meta-analysis and simulations using Debt Sustainability Analysis for IDA-only countries.
- Labor Market Analyst, Macroeconomic Analysis Division, Central Bank of Chile (2002-2005). Conjunctural briefings for the Monetary Policy Council, medium-term analysis and long-term research, e.g. “The Chilean Wage Curve”. Preparation of presentations for chief economist and President. In charge of project coordination.
- Research Assistant for the FONDECYT project on Consumer Theory at the University of Chile (2001-2002). Main researcher: Professor Andrea Repetto.
- Executive Director of the Chilean Section of Amnesty International (1999-2001). Training from international advisors on strategic planning, organizational models and strategic evaluation mechanisms.

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## **TEACHING EXPERIENCE**

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### School of Physics and Mathematics, University of Chile

- Economy I, Department of Industrial Engineering, 2003.
- Economy for management, Program of Professional Development, Department of Industrial Engineering, 2002.
- Coordinator of Teaching Assistants Economy I, Department of Industrial Engineering, 2002.
- Economy I, Department of Industrial Engineering, 2001.
- Economy for Management I, Program “Master in management and company direction”, Department of Industrial Engineering, 2001.
- Economy II, Department of Industrial Engineering, 1998/2001.
- Contemporary Physics, Department of Theoretical Physics, 1996/1997.

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## SKILLS

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- Languages: Spanish (mother tongue), English (fluent) and Italian (intermediate).
- Computers: STATA, R, Matlab, Microsoft Office.

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## EXTRA PROGRAMATIC ACTIVITIES

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- Research representative, European University Institute Student Union.
- Student representative, Economic Department, University of Warwick.

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## PERSONAL INFORMATION

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- Nationality: Chilean
- Date of birth: 28 November 1974

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## JOB PREFERENCES

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- Institutions, Academia.
- Available from May-June 2011

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## REFERENCES

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### **Professor Luigi Guiso**

Department of Economics  
European University Institute  
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### **Mr. Fernando Leonardo Hernandez**

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### **Professor Andrea Repetto**

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### **Mr. Pablo García**

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### **Professor Alejandra Mizala**

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<http://sites.google.com/site/alejandramizaladiicea/>

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## **JOB MARKET PAPER ABSTRACT**

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### **I prefer not to know! Analyzing the decision of getting information about your ability**

Theory in behavioural economics predicts that overconfident people have more at stake when they face the decision of learning the truth about themselves before performing a task. To test this prediction I design a field experiment where students face the decision of learning, or not, their true ability before performing a test. I find that overconfident students decide more often not to learn their true ability. Information, then, is not always valuable as it is in classical decision theory.