



GUSTAVO SARAIVA
gsaraiva@uc.cl

I. EDUCATION

- Ph.D. in Economics, University of Maryland at College Park, USA 2019
- M.S. in Economics, Getulio Vargas Foundation Graduate School of Economics 2013
- B.S. in Economics, Federal university of Ceará, Brazil (Magna cum Laude) 2010

II. ACADEMIC POSITIONS

- Assistant Professor Business Administration, PUC 2019 - Present
- Instructor, Introduction to Statistics (undergraduate),
Federal University of Ceará, 2013

III. AREA OF SPECIALIZATION AND MAIN COURSES

- Area: Online Platforms, Mechanism Design, Game Theory
- Main Courses: Fundamentos de Dirección de Empresas, Estrategia de la Organización, Aplicaciones Matemáticas

IV. RESEARCH

1. *Published*

“Search Steering in Two-Sided Platforms” (with Pedro Guinsburg), 2024 ACM Transactions on Economics and Computation

“Strategic incentives when implementing Dorfman testing with assortative matching”, 2023 Economics Letters

“Pool testing with dilution effects and heterogeneous priors”, 2023 Health Care Management Science

“An Improved Bound to Manipulation in Large Stable Matches”, 2021 Games and Economic Behavior

2. *Working Papers*

- “Incentives to Fake Reviews in Online Platforms” (Revise and Resubmit),
- “An Upper Bound to the Benefits of Implementing Positive Assortative Matching in Pooled Testing”,
- “Manipulation of Attractiveness in two Sided Stable Matches”,



- “False Price Advertising in App Stores: when apps lie about being free”,
- “Polarized opinions under the presence of fake and biased news”

3. Conference Presentations

- Conference on Mechanism Design and Institution Design (CMID), Budapest, 2024.
Presented Paper: An Upper Bound to the Benefits of Implementing Positive Assortative Matching in Pooled Testing.
- Society for the Advancement of Economic Theory (SAET), Chile, 2024.
Presented Paper: Manipulation of Attractiveness in Two-Sided Stable Matches.
- 96th International Atlantic Economic Conference, USA, October 2023.
Presented Paper: False Price Advertising in App Stores: When Apps Lie About Being Free.
- EARIE ROME, Italy, 2023.
Presented Paper: Search Steering in Two-Sided Platforms.
- Ciclo de Seminarios de Investigación de la FAE, Universidad de Santiago de Chile, 2023.
Presented Paper: Incentives to Fake Reviews in Online Platforms.
- Seminario Académico de Economía 2023, Universidad Alberto Hurtado, Chile, National.
Presented Paper: Pool Testing with Dilution Effects and Heterogeneous Priors
- CESifo Area Conference on Economics of Digitization, Germany, 2022.
Presented Paper: Incentives to Fake Reviews in Online Platforms
- 88th International Atlantic Economic Conference, Miami, USA, 2019.
Presented Paper: On incentives to manipulate online ratings
- Conference on Mechanism and Institution Design (CMID2022), Singapore (Online)
Presented Paper: Pool Testing with Dilution Effects and Heterogeneous Priors.
- 17th European Meeting on Game Theory, Italy, 2022.
Presented Paper: Search Steering in Two-Sided Platforms
- Seminario Academico, FEA – USP, Brazil, 2021.
Presented Paper: Incentives to Fake Reviews in Online Platforms
- 14th Annual Meeting of the Portuguese Economic Journal, Portugal, 2021.
Presented Paper: An improved bound to Manipulation in Large Stable Matches
- Conference on mechanism design and institution design, Austria, 2020.



Presented Paper: Manipulation of Attractiveness in Two-Sided Stable Matches.

- MaCCI Annual Conference, Germany, 2020.

Presented Paper: On Incentives to manipulate Online Ratings

- 46th Annual Conference of the European Association for Research in Industrial Economics (EARIE), Spain, 2019.

Presented Paper: On Incentives to manipulate Online Ratings

V. GRANTS AND AWARDS

- FONDECYT Iniciación Científica, False Price Advertising in App Stores: when apps lie about being free, 2023
- eBay Research Policy Scholarship, Fall 2018
- PIBIC-CNPq Research Scholarship, Federal University of Ceará, Spring 2007–Fall 2009

VI. AFFILIATIONS

- CESifo Research Network (Affiliate Member) 2024 - Present

VII. REVIEWING ACTIVITIES

Referee for *Scientific Reports*, *Reviews of Industrial Organization* and *Economic Analysis Review*.