



**ANDRÉS ELBERG**  
**aelberg@uc.cl**

**I. EDUCATION**

- Ph.D. in Economics, University of California, Berkeley 2010
- Master in Public Administration in International Development,  
Harvard University 2002
- M.A. in Economics (Maximum Distinction),  
Pontificia Universidad Católica de Chile 1998
- B.A. in Business and Economics (Highest Honors),  
Universidad Adolfo Ibáñez 1995

**II. ACADEMIC POSITIONS**

- Assistant Professor, School of Management,  
Pontificia Universidad Católica de Chile 2018 – To date
- Visiting Professor, Duke University 2019
- Assistant Professor, Department of Economics, Universidad Diego Portales 2010 - 2017

**III. AREA OF SPECIALIZATION AND MAIN COURSES**

- Area: Marketing, Retail pricing policies, Effects of price promotions, Bargaining Power along the Distribution Channel, Effects of the Entry of Private Labels, Nutritional information and consumer choice
- Main Courses: Markets II, Customer Analytics (MBA).

**IV. RESEARCH**

*Published/Forthcoming*

- Elberg, Andrés and Carlos Noton “What Do Trade Allowances Look Like: Evidence from Actual Payments to a Big-Box Retailer”, *Management Science*, Forthcoming.
- Sebastián Araya, Andrés Elberg, Carlos Noton and Daniel Schwartz “Identifying Food Labeling Effects on Consumer Behavior”, *Marketing Science*, 2022, Vol. 41, No. 5, pp. 871-1027.
- Elberg, Andrés, Pedro Gardete, Rosario Macera and Carlos Noton “Dynamic Effects of Price Promotions: Field Evidence, Consumer Search and Supply-Side Implications”, *Quantitative*



Marketing and Economics, 2019, Vol. 17, No. 1, pp. 1-58. Winner of 2020 Dick Wittink Best Paper Award

- Noton, Carlos and Andrés Elberg, “Are Supermarkets Squeezing Small Suppliers? Evidence from Negotiated Wholesale Prices”, *Economic Journal*, 2018, Vol. 128, No. 610, pp. 191- 203.
- Elberg, Andrés “Sticky Prices and Deviations from the Law of One Price: Evidence from Mexican Micro-Price Data”, *Journal of International Economics*, 2016, Vol. 98, pp. 191-203.
- Elberg, Andrés “Heterogeneous Price Dynamics, Synchronization and Retail Chains: Evidence from Scanner Data”, *Emerging Markets Finance and Trade*, 2014, Vol. 50, No. 6, pp. 137- 153.
- Corbo, Vittorio, Andrés Elberg and José Tessada “Monetary Policy in Latin America: Underpinnings and Procedures”, *Latin American Journal of Economics*, 1999, Vol. 36, No. 19.

#### *Working Paper and Work in Progress*

- Elberg, Andrés, Gautam Gowrisankaran and Carlos Noton “Upstream Mergers and Bargaining Power” (work in progress).
- Elberg, Andrés, Fernando Luco and Carlos Noton “Why Do Mainstream Brands Supply Private Labels” (work in progress).
- Elberg, Andrés, Ricardo Montoya, Francisca Grandón and Cristián Dagnino, “Impact of the Covid-19 Pandemic on the Nutritional Quality of Food Purchases” (work in progress).
- Akchurina, Dinara, Paulo Albuquerque, Andrés Elberg and Raluca Ursu, “Do Basket Recommendations Lead Consumers to Save Time, Buy More, and/or Buy Better Products?” (work in progress).

#### **V. SELECTED SCIENTIFIC PRESENTATIONS**

- **Management Science Workshop 2023, Puerto Varas, Chile, “What Do Trade Allowances Look Like? Evidence from Actual Payments to a Big-Box Retailer”**
- Quantitative Marketing and Economics 2020, UCLA-Stanford, comments on “How do Nutrition Labels Affect Prices” by Pachali et al.
- Marketing Science Conference, 2019, Rome, “What Drives Trade Allowances: New Evidence from Actual Payments to a Big-Box Retailer”
- Management Science Workshop, 2019, Santa Cruz, Chile. “What Drives Trade Allowances: New Evidence from Actual Payments to a Big-Box Retailer”
- Industrial Organization Workshop, 2018, Viña del Mar, Chile, “Identifying Food Labeling Effects on Consumer Behavior”



## VI. GRANTS AND AWARDS

- Dick Wittink Award, for Best Paper Published in the journal  
Quantitative Marketing and Economics 2020
- Fondecyt Project, On the Balance of Power in Vertical Channels 2018
- Dean's Time Normative Fellowship, UC Berkeley 2006
- Academic Excellence Award, Pontificia Universidad Católica de Chile 1999
- Pedro Ibáñez Ojeda Award (to best graduate), Universidad Adolfo Ibáñez 1996
- Best Student in Finance, Universidad Adolfo Ibáñez 1996
- Chilean School of Engineers Award 1996

## VII. OTHER RELEVANT POSITIONS AND ACTIVITIES

- Member of the board, Bodegas San Francisco 2024
- Member of the board, Algeciras Group 2009 – To date
- Director of the Master's in Applied Economics Program,  
Universidad Diego Portales, Department of Economics 2011 - 2014