



GUSTAVO SARAIVA
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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 Ceara, Brazil (Magna cum Laude) 2010

II. ACADEMIC POSITIONS

- Assistant Professor, School of Management,
Pontificia Universidad Católica de Chile. 2019 – To date
- Instructor, Game Theory (undergraduate), University of Maryland 2015 - 2018
- Teaching Assistant, Advanced Microeconomics (undergraduate)
University of Maryland 2016
- Teaching Assistant, Intermediate Microeconomic Theory
(undergraduate), University of Maryland 2014
- Teaching Assistant, Principles of Microeconomics (undergraduate),
University of Maryland 2013 - 2014
- Instructor, Introduction to Statistics (undergraduate),
Federal University of Ceara, 2013
- Teaching Assistant, Analysis 2 (graduate),
Getulio Vargas Foundation Graduate School of Economics 2012
- Teaching Assistant, Linear Algebra (undergraduate),
Federal University of Ceara 2010

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

- “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 Behaviour

2. Working Papers

- “Firms’ Incentives to Fake Reviews in Online Platforms”, submitted
- “Manipulation of Attractiveness in two Sided Stable Matches”, working paper
- “False Price Advertising in App Stores: when apps lie about being free” working paper
- “An Upper Bound to the Benefits of Implementing Positive Assortative Matching in Pooled Testing” working paper
- “Price Steering in Two-Sided Platforms” working paper (with Pedro Guinsburg)
- “Polarized opinions under the presence of fake and biased news”, working paper

V. SELECTED SCIENTIFIC PRESENTATIONS

- 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, Chile, 2023.
Presented Paper: Incentives to Fake Reviews in Online Platforms.
- Seminario Académico de Economía 2023, 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

VI. 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 Ceara, Spring 2007–Fall 2009

VI. AFFILIATIONS

- CESifo Research Network (Affiliate Member) 2024 – To date