



FACULTAD DE ECONOMÍA
Y ADMINISTRACIÓN
PONTIFICIA UNIVERSIDAD CATÓLICA DE CHILE

CURRICULUM VITAE

Andrés Elberg

Associate Professor

School of Management, Pontificia Universidad Católica de Chile

Email: aelberg@uc.cl | <https://sites.google.com/view/andreselberg/p%C3%A1gina-principal>

I. Education

- Ph.D. in Economics, University of California, Berkeley, 2010
- Master in Public Administration in International Development (MPA/ID), Harvard University, 2002
- Master in Economics, Pontificia Universidad Católica de Chile, 1999
- B.A. in Business and Economics, Universidad Adolfo Ibáñez, 1996

II. Academic and Professional Experience

- Associate Professor, School of Management, UC Chile (2025–present)
- Assistant Professor, School of Management, UC Chile (2018–2024)
- Assistant Professor, Department of Economics, Universidad Diego Portales (2011–2017)
- Visiting Instructor, Department of Economics, University of Illinois at Urbana-Champaign (2008–2010)
- Visiting Instructor, Dartmouth College (2007)

III. Teaching Activities

- Customer Analytics (MBA), Marketing Analytics (Undergrad), Econometrics, Applied Econometrics, International Financial Economics
- Courses at UC Chile, Universidad Diego Portales, University of Illinois, Dartmouth College



IV. Thesis Supervision and Teaching Innovation

- Supervision of numerous Master theses in Applied Economics (University of Chile, NOVA SBE)
- Creation of Customer Analytics I & II courses (MBA level, UC Chile)

V. Research Grants and Awards

- Fondecyt Initiation Grant (2019–2021)
- Dean's Time Normative Fellowship, UC Berkeley (2006)
- Dick Wittink Best Paper Award, Quantitative Marketing and Economics (2020)
- Academic Excellence, UC Chile (1999)
- Pedro Ibáñez Ojeda (best graduate), Universidad Adolfo Ibáñez (1996)
- Best GPA in Finance Concentration, Universidad Adolfo Ibáñez (1996)
- Chilean School of Engineers Award (to best graduate) (1996)

VI. Recent Publications and Working Papers

- 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

Working Papers/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)

Book Chapters

- Elberg, Andrés and Andrés Velasco (2005) “Macroeconomic Volatility in the Andean Countries: Stylized Facts and Policy Options”, Chapter 3 in “Financial and Macroeconomic Challenges in Latin America”. Corporación Andina de Fomento.

VII. Institutional Contributions

- Organizer of Marketing Seminar (UC Chile), Degree Committee Member, Job Market Committee (2018–2023)
- Strategic adviser and board member roles in private sector (e.g., Algeciras Group, Banco Internacional)

VIII. Selected Conferences and Memberships

- 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”
- American Marketing Association; INFORMS; American Economic Association; Econometric Society

IX. Consulting

- Cencosud S.A. (2024-present): Evaluation of the effects of the new law of labeling of alcoholic beverages (Law No. 23.363)
- Cencosud S.A. (2024-present): Evaluation of price promotions policies.
- Hortifrut S.A. (2023-present): Evaluation of improvements in workers’ productivity.
- Walmart Chile (2024-present): Project on improvement of stores Net Promoter Scores.