



CURRICULUM VITAE

Rosario Macera

Assistant Professor

School of Management, Pontificia Universidad Católica de Chile

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I. Education

- Ph.D. in Economics, University of California at Berkeley, 2010
- BA and MA in Economics, Universidad de Chile, 2004

II. Academic Positions & Work Experience

- Assistant Professor, Pontificia Universidad Católica de Chile, 2021–Present
- Assistant Professor, Universidad de los Andes, 2017–2020
- Assistant Professor, Pontificia Universidad Católica de Chile, 2012–2017
- Research Associate, Yale School of Management, 2011–2012
- Assistant Professor, University of Warwick, 2010–2011

III. Teaching Activities

- Behavioral Personnel Economics, PhD (University of Arizona, invited)
- Behavioral Management, MBA (PUC Chile, 2015–2017)
- Personnel Economics, Undergraduate (PUC Chile and UAndes, 2013–Present)
- Mathematical Techniques and Microeconomics II, University of Warwick (2010–2011)
- IV. Research Interests
- Personnel Economics, Behavioral Economics, Organizational Behavior

V. Research Grants & Projects

- Fondecyt Regular Grant: Two Machine Learning Studies on Behavioral Personnel Economics (2019–2021)
- Fondecyt Iniciación: Two Experimental Studies on the Optimality of Monetary Incentives (2014–2016)
- Russell Sage Foundation Mini Grant (2011)
- Fondo Impacto ISCI Project on Call Center Efficiency (2024)



VI. Publications & Working Papers

- “The Roles of Selection and Practice in the Effectiveness of High-Powered Incentives”, forthcoming in *Experimental Economics*
- “Dynamic Effects of Price Promotions...”, *QME*, vol 17, 2019
- “Intertemporal Incentives Under Loss Aversion”, *JET*, vol 178, 2018
- “Present or Future Incentives?”, *JEBO*, vol 147, 2018
- “Dynamic Beliefs”, *GEB*, vol 87, 2014
- Working Papers: Several studies under review and ongoing projects including work on AI tools for hiring and incentives

VII. Conferences & Presentations

- NBER Personnel Economics Summer Meetings (2012–2024, invited multiple years)
- WEBEAS, UCSB Rabin Workshop, SIOE, SITE, M-BEES, ISCI, and others
- Organizer: Behavioral Personnel Economics Workshop (BePE), Behavioral Workshop

VIII. Institutional Service

- Various roles in organizing academic workshops and mentoring students
- IX. Public Engagement & Professional Contributions
- Invited researcher, ISCI (2019–Present)
- Journal referee: *AER*, *JPE*, *QJE*, *REStud*, *JEBO*, *GEB*, *MS*, and others

X. Honours and Awards

- Dean’s Normative Fellowship, UC Berkeley (2008–2009)
- Beca Presidente de la República, Chile (2005–2008)
- Graduate Fellowship, Universidad de Chile (2002–2004)