

SONIA DI GIANNATALE

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RESEARCH INTERESTS

Contract Design, Numerical Methods and Experimental Design, Household Finance.

APPOINTMENTS

Associate Professor , Centro de Investigación y Docencia Económicas (CIDE)	2011-
Visiting Professor , Arizona State University, Department of Economics - W. P. Carey School of Business	2019-2020
Assistant Professor , Centro de Investigación y Docencia Económicas	2003-2011
Visiting Professor , Instituto Tecnológico Autónomo de México (ITAM)	2001-2003

EDUCATION

Carnegie Mellon University, Graduate School of Industrial Administration Ph.D. in Economics	1996-2001
Carnegie Mellon University, Graduate School of Industrial Administration M.S in Industrial Administration (Economics)	1994-1996
The Economics Institute, University of Colorado (Boulder) Advanced Diploma in Economics (Summa Cum Laude)	1993-1994
Universidad de Carabobo (Valencia, Venezuela) B.A. in Economics (Magna Cum Laude)	1985-1991

PUBLICATIONS

Risk Aversion, Reservation Utility and Bargaining Power: An Evolutionary Algorithm Approximation of Incentive Contracts, with I. Curiel-Cabral, and G. Labrador-Badía. *Forthcoming: Computational Economics*. <https://doi.org/10.1007/s10614-022-10349-0>

Small Business Borrowing: Determinants and Consequences, 2022, with A. López-Marmolejo. *Review of Development Finance*, **12**: 46-55.

Monitoring Decisions in Vertical Integration, 2021, with I. Curiel-Cabral and J. Chacón. *Journal of Industrial and Business Economics*, **48**: 441-462.

Inclusive Health and Life Insurance Adoption: An Empirical Study in Guatemala, 2021, with M. J. Roa, J. Barboza, and J. Gamboa, *Review of Development Economics*, **25**: 1053-1077.

The Role of Cognitive and Personality Characteristics in Timely Microcredit Repayment: Evidence from a Survey Conducted by Provident, Mexico, 2020, with D. Ventosa-Santaúlaría, M. J. Roa, A. Elbittar, and D. Trujano, *Ensayos Revista de Economía*, **XXXIX** (1).

Barriers to Formal Saving: Micro- and Macroeconomic Effects, 2019, with M. J. Roa, *Journal of Economic Surveys*, **33**: 541-566.

Neither I nor you shall have him: An Experimental Study of the King Solomon Dilemma, 2017, with A. Elbittar, *Journal of Behavioral and Experimental Economics*, **70**: 55-69.

Profiling Trust: An Empirical Analysis, 2016, with A. Elbittar, L. Maya, A. Ramírez, and M. J. Roa, *Journal of Behavioral and Experimental Finance*, **10**: 5-19.

Why do Formal Credit, Informal Credit and Both Types of Credit Coexist as Consumer Choices?, 2015, with J. García-Menéndez and V. Carreón, *Economics Bulletin*, **35**(1).

Estimating the Effects of Formality on Mexican Informal Microfirms: A Joint Multivariate Approach, 2013, with G. Ramírez-Abarca and R. Smith, *Economía Mexicana, Cierre de Epoca (II)*: 441-464.

Trust, Information Acquisition and Financial Decisions: A Field Experiment, 2013, with A. Elbittar, P. López, and M. J. Roa, *Economía Mexicana*, **XXII**: 375-402.

Pareto Frontier of a Dynamic Principal-Agent Model with discrete actions: An Evolutionary Multi-Objective Approach, 2012, with I. Curiel, J. Herrera, and K. Rodríguez, *Computational Economics*, **40**: 415-443.

A Theory of Firm Decline, 2010, with G.L. Clementi and T. Cooley, *Review of Economic Dynamics*, **13**: 861-885.

Sunspot-like Equilibria in an Overlapping Generations Economy with Strategic Interactions, 2008, *Economic Theory*, **35**: 191-199.

El Componente de Largo Plazo de la Relación entre la Remuneración al Ejecutivo y el Desempeño de la Empresa, 2005, *El Trimestre Económico*, **288**: 735-764.

ADDITIONAL PUBLICATIONS

La Economía del Comportamiento como herramienta para lograr mejores decisiones de endeudamiento y mayor acceso a financiamiento para las mujeres, 2022, with A. López-Marmolejo, in **En búsqueda de mejores condiciones de endeudamiento de empresas y hogares - Informe Económico para Centroamérica, México, Panamá y República Dominicana**, A. López-Marmolejo, M.C. Deza and M. Ruiz-Arranz (Coordinators), Inter-American Development Bank: 65-71.

Redes Sociales, Confianza y Microfinanzas en México, 2013, with A. Elbittar and M. J. Roa, in: **Las Microfinanzas en México: Instrumento de desarrollo e inclusión financiera**, P. Cotler and P. López-Rodríguez (Coordinators), Pronafim, IMEF Fundación de Investigación and Universidad Iberoamericana, Ciudad de México, México.

Bundling and Tying: Should Regulators Use the Per Se Approach or the Rule of Reason Approach? Lessons from the Economics Literature, 2012, with A. Elbittar, *Competition Policy International*, **8**: 34-40.

A Rank MOEA to Approximate the Pareto Front of a Dynamic Principal-Agent Model, 2011, with J. Herrera, I. Curiel, and K. Rodríguez, *Genetic and Evolutionary Computation Conference 2011, Association for Computing Machinery*: 785-792.

Confianza y Reciprocidad y la Adquisición de Información en Redes Sociales, 2010, with A. Elbittar, M. J. Roa, and Patricia López-Rodríguez, in: **Microeconomía: Comportamiento, Instituciones y Evolución**, Samuel Bowles, Universidad de Los Andes, Bogotá, Colombia.

WORK IN PROGRESS

A Latin American tale of the gender gap in financial vulnerability and missed economic opportunities, with M.J. Roa, A. Villegas, and J. Barboza. (*Invited Revision*)

The Dynamics of Bargaining Power in a Principal-Agent Model, with I.T. Curiel-Cabral, and G. Basulto. (*Submitted*)

Household Indebtedness: Causes and Consequences, with A. López-Marmolejo. (*Submitted*)

The Maximum Game Revisited: An Experimental Study, with A. Elbittar and J. Gil-Perea.

AWARDS AND SCHOLARSHIPS

SNI, Level I CONACYT	<i>2009-2011; 2014-2016; 2017-2020; 2021-2024</i>
Research Award BBVA Edufin , with M.J. Roa Center for Financial Education and Capabilities BBVA.	<i>2019</i>
Sistema Nacional de Investigadores (SNI), Candidate Comisión Nacional de Ciencia y Tecnología; CONACYT	<i>2005-2009.</i>
Best Student Teacher Award , Carnegie Mellon University	<i>2000</i>
William Larimer Mellon Scholarship , Carnegie Mellon University	<i>1997</i>
Antonio José de Sucre Scholarship , Fundayacucho, Venezuela	<i>1993</i>
Fulbright-LASPAU Scholarship , Fundayacucho and American Embassy in Venezuela	<i>1992</i>
Diploma for Academic Performance , Universidad de Carabobo	<i>1989, 1990, 1991</i>

TEACHING

CIDE:

Contract Theory, Master in Economics.

Microeconomics I, Master in Economics.

Microeconomics II, Bachelor in Economics.

Microeconomics I, Bachelor in Economics.

Advanced Microeconomics, Bachelor in Economics.

Industrial Organization, Bachelor in Economics.

Microeconomics I, Doctorate in Public Policy.

Thesis Seminar, Master in Economics.

Introduction to Economics, Bachelor in Economics.

Regulation: Theory and Policy, Master in Economics.

Models of Firm Decision, Module in the Diploma in Economic Competition (CIDE-Comisión Federal de Competencia.

Models of Asymmetric Information, Module in the Diploma in Finance and Economics for Lawyers (CIDE-Instituto Federal de Telecomunicaciones.

ITAM:

Intermediate Microeconomics, Bachelor in Economics.

Advanced Microeconomics, Bachelor in Economics.

Carnegie Mellon University:

Intermediate Microeconomics, Bachelor in Economics.

Introduction to Economics, Bachelor in Economics.

ADVISING

CIDE, Master in Economics: Adriana Gama, 2006; Elizabeth Cuevas, 2006; Itza Curiel, 2009; Guillermo Cárdenas, 2009; Kevin Altamirano, 2011; Miriam Chávez, 2012; Arturo Roldán, 2015; José Alonso Romeo, 2015; Azalia Jacqueline Chacón, 2018; Marcos Julián Sánchez, 2018; Berenice Aispuro, 2019; Giselle Labrador-Badía, 2020; Genaro Basulto-Mejía, 2022; Sofía Huidobro-Blanco, 2022.

CIDE, Bachelor in Economics: Gibrán Ramírez, 2008; Mateo Rodríguez, 2009; Michelle Castillo,

2017; Rodrigo Mendoza, 2018; Juan Gil Perea, 2019; Luis Miguel Orozco, 2019; Juan Palmeros, 2021; Daniela Fernanda Díaz López, 2021.

ITAM, Bachelor in Economics: Milagros Ibarrola, 2001.

PROFESSIONAL ACTIVITIES

Co-Editor

Latin American Economic Review, Centro de Investigación y Docencia Económicas, *2022-*

Associate Editor

Latin American Economic Review, Centro de Investigación y Docencia Económicas, *2020-2022*

Member of the Academic Board

Instituto de Investigaciones sobre Desarrollo Sustentable, Universidad Iberoamericana *2015-2019*

Member of the Selection Committee

Mexico-United States Commission for Cultural and Educational Exchange *2014-2015*

Journal Referee: BE Journal of Economic Analysis and Policy, Computational Economics, El Trimestre Económico, Ensayos Revista de Economía (Universidad Autónoma de Nuevo León), IDB Working Paper Series, Journal of Economic Theory, Journal of Management Studies, Latin American Economic Review, Review of Economic Development; Sobre México Revista de Economía (Universidad Iberoamericana, CDMX).

LANGUAGES

Spanish, English, Italian.