

# ENRIQUE SEIRA BEJARANO

ITAM  
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## ACADEMIC POSITIONS

Associate Professor, Centro de Investigación Económica, ITAM. Jun. 2017 – Presently  
Assistant Professor, Centro de Investigación Económica, ITAM. Aug. 2009 – May 2017

## EDUCATION

### STANFORD UNIVERSITY

Feb. 2007

PhD in Economics

### ITAM (Instituto Tecnológico Autónomo de México)

Ago. 1995-Jun. 2001

BA in Economics

## RECOGNITIONS

- Recipient of the Tinker Fellowship, Stanford CLAS, 2018
- Recipient of the Hoover National Fellowship, Stanford University, 2017-2018
- Simonsen Lecture Invited Lecture LACEA/LAMES 2017
- Winner of the 1st place Banamex Prize, 2015 (the Top Prize in Economics in Mexico)
- Winner of ITAM's Academic Merit Award, 2015
- Member of MIT-Jameel Poverty Action Lab 2010
- Economic Development and Institutions Pilot Grant: 21,000 Pounds, 2017
- Invited researcher Columbia University, 2015
- Invited researcher Sci-Po, Paris, 2013

## GRANTS

- Eli Lilly and Company: 1.2 million USD, 2018. With A. Bronsoler and J. Gruber.
- Government Partnership Initiative (GPI) "Statistical information and lawsuit settlement.": 76,500 USD, 2017. With J. Sadka and C. Woodruff.
- Conacyt and ITAM Centro de Energía y Recursos Naturales: 2 million MX approximately, 2017. With S. McRae.
- BASIS-USAID-3ie-WB Grant for research on Technology Adoption in Agriculture: 800,000 usd. 2013-2017. With C. Corral, A. Mahajan, X. Gine, and C. Corral.
- Government Partnership Initiative (GPI) "Expert advice vs. statistical information: effects on settlement rates in labor disputes": 49,500 USD, 2015. With J. Sadka and B. McLeod.
- Oxford University "Study of Dispute Settlement": 26,000 GBP, 2017. With J. Sadka and C. Woodruff.
- Economic Development Initiative: "Improving the Effectiveness of Labor Courts Through Information and Conciliation", 22,000 GBP, 2017. With J. Sadka and C. Woodruff.

- Governance Initiative JPAL “Improving Labor Courts: the Effects of Publicly Provided Lawyers and Statistical Information”: 167,700 USD. With J. Sadka and C. Woodruff.
- Economic Development Initiative “Improving Labor Courts: the Effect of Publicly Provided Lawyers and Information”. 108,700 GBP. With J. Sadka and C. Woodruff.
- JPAL Governance Initiative Grant, 2014 (300,000 usd, returned)
- Yale-IPA SME Research Grant, 2014 (15,000 usd), with C. Serrano.

### **REFEREE-EDITORIAL WORK**

- Member of the editorial board of El Trimestre Economico, Mexico’s top ranked economics journal.
- American Economic Review, Quarterly Journal of Economics, AEA Applied, AEA Policy, Review of Economics and Statistics, Journal of Political Economy, Econometrica.

### **RESERACH GROUPS**

- MIT Jameel Poverty Action Lab Affiliate (<http://www.povertyactionlab.org>).
- Qué Funciona para el Desarrollo, A.C. (founder, <http://www.qfd.org>).

### **RESEARCH INTERESTS**

- Credit Markets in Developing Countries
- Program Evaluation
- The Economics of Courts
- The Economics of Media

### **PUBLISHED PEER-REVIEWED PAPERS**

- “Comparing Open and Sealed Bid Auctions: Theory and Evidence from Timber Auctions”, with S. Athey and J. Levin. *Quarterly Journal of Economics*, 126, February 2011.
- “Entry Regulation and Firm Start-Ups: Evidence from Mexico”, with E. Piedra and D. Kaplan. *Journal of Public Economics*, 95, December 2011.
- “On the Distributive Costs of Drug-Related Homicides”, with N. Ajzenman and S. Galiani. *Journal of Law and Economics*, 58, November 2015.
- "Are Information Disclosures Effective?", with A. Elizondo and E. Laguna. *American Economic Journal: Economic Policy*, 9, February 2017
- “Borrowing on the Wrong Card: Evidence from Mexico”, with A. Ponce and G. Zamarripa. *American Economic Review*, 107, April 2017

## **PUBLISHED NON PEER REVIEWED PAPERS**

- "Digital Financial Services Go a Long Way: Transaction Costs and Financial Inclusion" with P. Bachas, P. Gertler, S. Higgins. American Economic Review P&P, 108, May 2018.
- "Consideraciones sobre la Evolución y retos del Sistema de Ahorro para el Retiro", M. García Huitrón. Fundef.

## **WORKING PAPERS**

### **In the review process:**

- "Taxing to Reduce Obesity", with A. Aguilar and E. Gutierrez.
- "Banking on Trust: How Debit Cards Enable the Poor to Save More", with P. Bachas, P. Gertler, S. Higgins.
- "Assortative Matching of Exporters and Importers", with Y. Sugita, and K. Teshima.
- "An Economic Perspective on Mexico's Nascent Deregulation of Retail Petroleum Markets", with L. Davis and S. McRae.

### **Work in progress:**

- "Sequential Banking Externalities", with G. DiGiorgi and A. Drenik.
- "Financial Inclusion and Contract Terms: Experimental Evidence from Mexico", with S. Castellanos, A. Mahajan, and D. Jimenez.
- "The Long-Term Effects of Temporary Incentives to Save: Results Field Experiment in Mexico", with P. Gertler, S. Higgins, and A. Scott.
- "Exporters During the Trade Collapse: The (Surprising) Resiliency of the Small Exporter", with R. Giri and K. Teshima.
- "Overconfidence and settlement: evidence from Mexican labor courts", with J. Sadka and C. Woodruff.
- "Fatigue and the quality of vote counting in Mexican Elections", with C. Challu and A. Simpser.
- "Learning to Vote from Others", with F. Finan, A. Simpser.
- "Public Schools, Private Schools and Student Performance in Mexico", B. Garcia-Bulle, and M. Gonzalez Navarro.
- "The Demand and Effect of Credit on Firm Performance". With C. Serrano.

## **CONFERENCES AND SEMINARS:**

- Own presentation Yale's Financial Inclusion Conference 2015, UT Austin, LACEA-LAMES, Secretaría de Salud Obesity Conference, NBER summer meetings 2016.
- Presented joint work by coauthors at: Yale, UCL, NY Fed, Barcelona, NBER summer conference, ITAM, IFS, Berkeley Economics, Berkeley Business School, Dartmouth, Yale and World Bank, Brown, Yokohama National University, Hitotsubashi Trade and FDI Conference, PEDL London, Tohoku University, Rocky Mountain Empirical Trade, Nordic International Trade Seminars (NOITS), IADB-LACEA Trade Integration and Growth conference, Canadian Economic Association, Econometric Society Meeting 2014, North Eastern University Development Conference, American Economic Association 2015, European Economic Association 2015 Manheim, Boston College, University of Southern California, Mexican Treasury, NY Fed, Alto University Helsinki, Oslo University, University of Bolzano, UC-Santa Cruz.

## **OTHER WORKING EXPERIENCE**

### In México:

- Advisor to the Undersecretary of the Treasury  
Adjunt General Director  
México, Secretaría de Hacienda Nov. 2007-Nov. 2008
- Advisor to the Secretary of Economics  
General Director (main economic advisor to the minister)  
México, Secretaría de Economía Dec. 2008-Jun. 2009
- Visiting Researcher  
Banco de México Jun. 2013- Jun 2014
- Designer of one of the first Social Impact Bonds  
in Latin America (Jalisco Government+IADB) 2017

### In the United States:

- Consultant  
*World Bank IFC Doing Business Project* Jun. 2006-Ago. 2006
- Consultant  
*World Bank IFC Enterprise Analysis Unit* Feb. 2007-Nov. 2007