

Juan David Robalino

CONTACT INFORMATION	<i>E-mail:</i> jdrobalino@usfq.edu.ec <i>Nationalities:</i> French & Ecuadorian	<i>Website:</i> jdrobalino.net
CURRENT POSITION	Professor of Economics at USFQ	Quito, Ecuador 2019 – present
EDUCATION	Cornell University PhD Economics • Committee: Robert Frank (co-chaire), Michael Macy (co-chaire), Ori Heffetz. • Specialization: Behavioral Economics, Social Networks, Labor Economics. MS Economics	Ithaca, NY 2012 – 2017 Ithaca, NY 2015
	Imperial College London MSci Mathematics, First Class Honours • MSci Project: <i>An evolutionary model of the economy.</i>	London, UK 2007 – 2011
	French International School French Baccalaureat Mention Bien, Price of Excellence in Mathematics	Washington, DC 2007
	French International School High School Diploma	Washington, DC 2006
JOB MARKET PAPER	“Peer effects on adolescent smoking: are popular teens more influential?” We analyze adolescent peer effects on cigarette consumption while considering the popularity of peers. The analysis is based on a four wave panel survey representative of American high school students. We measure peers’ popularity by their eigenvector centrality in high school social networks. Using lagged peers’ behavior, school fixed effects, and instrumental variables to control for homophily and contextual confounds, we find that the probability of smoking the following year increases with the mean popularity of smokers, while the popularity of non-smokers has the opposite effect. These effects persist seven and fourteen years later (wave 3 and 4 of the data). In addition, the probability of smoking increases with the smoking propensity of the 20% most popular teens and decreases with the smoking propensity of the bottom 80%. The results indicate the importance of knowing not only the smoking propensity within a school but also the location of smokers within the social hierarchy.	
PUBLICATIONS AND WORKING PAPERS	<ul style="list-style-type: none">• “Peer Effects on Adolescent Smoking: Are Popular Teens More Influential?” J. Robalino and M. Macy, <i>PLOS ONE</i>. Vol 13 (7), 2018.• “Remittances and Relative Concerns in Rural China” A. Akay, O. Bargain, C. Giuliatti, J. Robalino and K. Zimmermann, <i>China Economic Review</i>. Vol 37 pp. 191-207, 2016.• “Remittances and Well-Being among Rural-to-Urban Migrants in China” A. Akay, C. Giuliatti, J. Robalino and K.F. Zimmermann, <i>Review of Economics of the Household</i> Vol 12 (3) pp. 517-546, 2014.• “Entangled Economy: An Ecosystems Approach to Modeling Systemic Level Dynamics” J. Robalino and H.J. Jensen, <i>Physica A: Statistical Mechanics and its Applications</i> Vol 392, Issue 4, p. 773-784, 2012.	

- “Unemployment Insurance and Labor Supply Incentives” D. Robalino, E. Zylberstajn and J. Robalino, IZA Discussion Paper 5476, 2011.
- “The Economics of Happiness” C. Giuliatti, J. Robalino, *Economic Review* (UK magazine), Nov 2012, Volume: 30 Issue: 2 pp.2-4.

WORK
EXPERIENCE

World Bank – Consultant Quito, Ecuador Jun – Jul 2020
Analysis of Turkey’s labor market.

IDB – Consultant Quito, Ecuador Feb – Mar 2020
“Dynamics of Argentina’s Labor Market and Implications for Labor Policies and Social Security.”
“Modeling the Fiscal Impact of Reforms in Labor and Social Insurance Policies for Argentina.”

ideas 42 – Senior Associate Washington, DC 2017– 2019
Managed several field experiments to increase retirement savings in Mexico –see project in next section. Managed a project aimed at improving the work-life balance of knowledge workers. Was in charge of our academic “speaker series.”

Social Dynamics Lab Ithaca, NY 2014– 2017
Directed by Professor Michael Macy. See projects on social dynamics in next section.

GRA for Professor Claire Lim Ithaca, NY Summer 2015
Project analyzing the relationship between CEO compensation and company performance in the electricity market.

GRA for Professor Gary Fields Ithaca, NY Summer 2013; Summer 2014
Several projects including: a labor market model with dual informal sector, heterogeneity in workers ability and human capital accumulation; developing a welfare function to help policy makers rank economic performance.

Teaching Assistant Ithaca, NY 2013 – 2017
Labor economics, Professor Fields; Macroeconomics, Professor Basu; Development economics, Professor Fields; Microeconomics, Professor Sanders.

IZA – The Institute for the Study of Labor Bonn, Germany 2011 – 2012
Worked on the maintenance and publication of the RUMiCI household survey data. Worked as an RA for the migration team. See publications on migration above.

Ecuadorian Ministry of Economy Quito, Ecuador August 2009
Worked on a project to estimate the changes in aggregate and sector productivity in Ecuador and their determinants. Contributed to briefs for senior policymakers.

Kiva Microfunds San Francisco, CA September 2008
Worked on user engagement in Kiva’s online platform based on A/B testing.

CURRENT
PROJECTS

High School GPA and Popularity: Does the Popularity of High-Achievers Improves Individuals’ performance?
Following the strategy from my job market paper, I find similar patterns regarding GPA scores in mathematics: the popularity of good students increases the GPA of their peers and the popularity of bad students has the opposite effect. Furthermore, females seem to be more sensitive to negative influences and males seem to be more respondent to positive influences.

Media, Advertisement and Individuals’ Aspirations
Together with Prof. Frank, we are designing a field experiment aimed at estimating

the effect of media and advertisement on individuals' beliefs and behaviors. The design relies on randomizing participants into a media and advertisement treatment (e.g., free subscription to Netflix and explicit exposure to conspicuous advertisement); we will survey participants regarding their economic aspirations and we will measure their prosocial behavior with standard lab games (e.g., dictator game). We plan to test two key populations: young students, and remote rural villages in developing countries.

Social Influence on Controversial Policies

An online experiment using Facebook to analyze social influence regarding controversial policies (e.g., same-sex marriage, abortion) from distinct sources: global influence (i.e., polls nationwide), local influence (friends), experts' influence (e.g., opinion of academics), and identity influence (people with similar demographic backgrounds).

Retirement Savings for Your Future Self

Paper submitted together with Prof. Hal Hershfield. The project aimed at increasing retirement savings in Mexico. Using a selfie-filter for smart phones that shows you your appearance in old-age, we primed treated participants to think and care about their old age. Results show a modest increase in the percentage of workers saving for retirement and a considerable increase in the dollar amount of savings.

COMPUTER
SKILLS

Fully proficient in: STATA, MatLab, C, R, Microsoft Office.

LANGUAGES

Fluent in: English, French, Spanish.

INTERNATIONAL
EXPERIENCE AND
HOBBIES

Lived in Ecuador, United States, UK and Germany. Traveled through Europe, South America, USA, Canada, Tunisia, Morocco, Egypt, and Thailand.
Guitar (compose, record); Sailing (Member of sailing racing team in 2003; cruised Seychelles in 2007; Sicily islands in 2011; BVIs in 2013; Bahamas in 2015, 2016, 2017); and Running.