

# Lucía Del Carpio

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## ACADEMIC POSITIONS

INSEAD, Assistant Professor of Economics, 2014 – present

## EDUCATION

Princeton University, Ph.D. in Economics, 2014

Princeton University, School of Public and International Affairs (SPIA), Master in Public Affairs (MPA), 2008

Universidad del Pacífico (Lima, Peru), B.A. in Economics, 1996

## RESEARCH AREAS

Behavioral Economics; Development Economics; Organizational Economics; Applied Microeconomics; Public Economics.

## PUBLICATIONS AND WORKING PAPERS

More Women in Tech? Evidence from a Field Experiment Addressing Social Identity (with Maria Guadalupe), 2021, *Management Science* 68(5):3196-3218

Using Divide-and-Conquer to Improve Tax Collection (with Sam Kapon and Sylvain Chassang), 2022, *Revise and Resubmit at the Quarterly Journal of Economics (QJE)*

Please note that the paper circulated previously as two companion papers:

Using Divide-and-Conquer to Improve Tax Collection: Evidence from the Field (with Sam Kapon and Sylvain Chassang), 2022, *NBER Working Paper No. 30218*

Using Divide-and-Conquer to Improve Tax Collection: Theory and Laboratory Evidence (with Sylvain Chassang and Sam Kapon), 2022, *NBER Working Paper No. 28042*

Do Gender-neutral Job Ads Promote Diversity? (with Thomas Fujiwara), 2023

Are the Neighbors Cheating? Evidence from a Social Norm Experiment on Property Taxes in Peru, 2022

Optimal Tax Enforcement with Social Norms and Heterogeneous Income Sources

## **SELECTED WORK IN PROGRESS**

MBA Pipeline: Field Experiments for Diversity (with Zoe Kinias)

## **TEACHING EXPERIENCE**

2019 - present	Field Experiments, INSEAD, PhD course
2014 - present	Prices and Markets, INSEAD, MBA core course
2014 - 2019	Prices and Markets, Business Foundations Certificate Sorbonne Universités

## **FELLOWSHIPS AND AWARDS**

2020	National Fund for Science and Technology, Peru (FONDECYT)
2014	Princeton University Nomination for Best Dissertation Award in the Social Sciences, 2014 Council of Graduate Schools - ProQuest Distinguished Dissertation Awards
2013	Industrial Relation Section Fellowship, Princeton University
2012	Think Tank Initiative (TTI) and Group for the Analysis of Development (GRADE) award for research project “Social Norms and Tax Compliance”
2008 – 2012	Woodrow Wilson School Fellowship

## **PRESENTATION AT CONFERENCES AND SEMINARS**

2022	Goethe University, HEC Lausanne, Behavioral Incentives Conference (LSE), GRADE, Latin American Meeting of the Econometric Society, European Winter Meeting of the Econometric Society
2020	AEA meetings, RIDGE Public Economics
2019	Universidad del Pacífico, INSEAD-Sciences Po Applied Microeconomics Workshop, New York University, IOEA
2018	Universitat Pompeu Fabra, Advances in Field Experiments Conference, NBER Summer Institute Labor Studies, NBER Summer Institute IT & Digitization, CESifo Venice Summer Institute, IMT Lucca, LMU Identity Workshop, NBER

	Organizational Economics, Paris-Berkeley Workshop in Organizational Economics.
2017	CEPR/IZA Annual Symposium Labor Economics (Queen Mary), University of Toronto, Economics of Organizations Workshop (Queen's Smith Business School), Bocconi University, NHH – Norwegian School of Economics.
2016	Paris I – Sorbonne, Field Days: Experiments Outside the Field (WZB), Advances in Field Experiments (U. Chicago -selected), RCT Lab conference (INSEAD)
2015	IIPF Annual Congress (Trinity College), Non Profits, Governments and Organization conference (Goethe University), CEPR Public Economics Symposium (LSE), Business and Public Policy Workshop (ESMT), RCT Lab conference (INSEAD)
2014	IEA World Congress, Duke University – Sanford School of Public Policy, UC Santa Cruz, University of Notre Dame, University of Copenhagen, CREST-ENSAE, INSEAD, EIEF, University of Oslo, Foundation Getulio Vargas, ITAM
2013	Princeton University, GRADE

## **CASE STUDIES**

Buurtzorg A and B - Driving innovation in Health Care with a New Organizational Paradigm, with Maria Guadalupe

Embracing Digital: ING's Journey to a New Way of Working (Parts 1, 2, 3 and 4), with Yves Doz and Maria Guadalupe

## **REFEREE FOR:**

American Economic Review, American Economic Journal – Applied, Journal of the European Economic Association, Journal of Development Economics, Journal of Public Economics, Journal of Economic Behavior and Organization, Management Science, Review of Economics and Statistics.

## **OTHER PROFESSIONAL POSITIONS**

2005 – 2006	Group for the Analysis of Development (GRADE) Research Institute (Lima, Peru)
2001 – 2005	Government of Peru Office of the Prime Minister, Council of Advisors Ministry of Economy and Finance, Advisor

	Privatization Agency, Concessions Unit
2000	J.P. Morgan, Mergers and Acquisitions Latin America, Associate
1996 – 1999	ING Barings, Corporate Finance, Peru Office, Analyst