

# Pablo Cuellar

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## Employment

**2021-present** *Postdoctoral Research Associate*, The CGO at Utah State University

## Education

<b>Ph.D. in Economics</b> , Boston University	May 2021
<b>M.A. Political Economy</b> , Boston University	2019
<b>M.A. Applied Economics</b> , Universidad de Chile	2014
<b>B.S. Industrial Engineering</b> , Universidad de Chile	2012

## Profile

I am a researcher with strong theoretical and quantitative skills; I use theoretical models and experimental data to answer policy-relevant questions.

## Research Interests

Applied Microeconomic Theory, Game Theory, Experimental Economics, Law and Economics.

## Working Papers

1. "Threat, Commitment, and Brinkmanship in Adversarial Bargaining," with L. Rentschler
2. "Threat and Commitment in Adversarial Bargaining: Experimental Evidence," with L. Rentschler
3. "Voluntary Disclosure of Evidence in Plea Bargaining"  
(**revise and resubmit, *Journal of Economic Theory***)
4. "Negotiation Protocol in Two-Issue Bargaining with Contributions"
5. "Bargaining over an Endogenous Surplus"

## Work in Progress

"Revenue Equivalence in Common-Value Auctions with Asymmetric Information," with L. Rentschler

## Presentations

Southern Economic Association Annual Meeting (2022); Public Choice Society Conference (2022); Prosecutor & Researcher Workshop (poster) (2022); Bargaining: Experiments, Empirics, and Theory Workshop (2021); World Congress of the Game Theory Society (2021); Stony Brook International Conference on Game Theory (2019); Annual Conference of the Canadian Economics Association (2018).

## Teaching Experience

### Utah State University

Introduction to Microeconomics, Spring 2022; Managerial Economics, Fall 2021.

### Boston University

Economic Analysis of Legal Issues, Summer 2019.

Teaching Fellow: Introductory Microeconomic Analysis, Fall 2016.

### Universidad de Chile (Teaching Fellow)

Microeconomics I (master level), Fall 2013; Microeconomics II (master level), Spring 2013;  
Advanced Microeconomics (master level), Spring 2012, Spring 2013; Industrial Organization,  
Fall 2012, Spring 2012; Microeconomics, Spring 2012.

## Fellowship and Awards

Research Grant, Institute for Economic Development, Summer 2018.

Graduate Scholarship, Boston University, 2015 - 2020.

Master Scholarship, Chilean Government Conicyt, 2013 - 2014.

## Referee Service

Review of Economic Studies, Journal of Economic Psychology.

## Computer Skills

R, MATLAB, Java.

## Certifications

“Data Analysis with R,” by Duke University through Coursera, December 2022.

“Data Analytics Certificate,” by Google through Coursera, January 2023.

## Languages

English (fluent), Spanish (native).

## Citizenship

Chile, U.S. Permanent Resident.

## References

### Professor Juan Ortner

Department of Economics  
Boston University  
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### Professor Barton Lipman

Department of Economics  
Boston University  
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### Professor Dilip Mookherjee

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### Professor Lucas Rentschler

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Utah State University  
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