

Pablo Cuellar

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Employment

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

Education

Ph.D. in Economics , Boston University	May 2021
Dissertation Committee: Juan Ortner, Barton Lipman and Dilip Mookherjee	
M.A. Political Economy , Boston University	2019
M.A. Applied Economics , Universidad de Chile	2014
B.S. Industrial Engineering , Universidad de Chile	2012

Research Interests

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

Working Papers

“Threat, Commitment and Brinkmanship in Adversarial Bargaining,” (**Job Market Paper**)
with Lucas Rentschler.

“Voluntary Disclosure of Evidence in Plea Bargaining” (**revise and resubmit, *Journal of Economic Theory***)

“Negotiation Protocol in Two-Issue Bargaining with Contributions”

“Bargaining over an Endogenous Surplus”

“Threat and Commitment in Adversarial Bargaining: Experimental Evidence,” with Lucas Rentschler.

Work in Progress

“Revenue Equivalence in Common-Value Auctions with Asymmetric Information,” with Lucas Rentschler.

Presentations

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.

Languages

English (fluent), Spanish (native).

Citizenship

Chile, U.S. Permanent Resident.

References

Professor Juan Ortner

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Professor Lucas Rentschler

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Updated: November 2022