Ricardo Perez-Truglia

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Education

2014	**Ph.D. in Economics,** Harvard University.
2008	**B.A. and M.A. in Economics,** Universidad de San Andrés.

Employment

July 2024–present	**Professor and Justice Elwood Lui Endowed Term Chair in Management,** Anderson School of Management, UCLA.
July 2022–present	**Amazon Scholar.**
July 2023–June 2024	**Willis H. Booth Endowed Chair in Banking and Finance I,** UC Berkeley.
July 2020–June 2024	**Associate Professor (with tenure),** Haas School of Business, UC Berkeley.
July 2016–June 2020	**Assistant Professor,** Anderson School of Management, UCLA.
July 2014–June 2016	**Postdoctoral Researcher,** Microsoft Research New England.

Honors

2023	Kenan Institute Distinguished Fellow.
2023	Poets & Quants' Best 40-Under-40 Business School Professors.
2022	Earl F. Cheit Award for Excellence in MBA Teaching.
2020	Sloan Research Fellow.

Academic Affiliations

2022–present	Associate Editor, *Journal of Political Economy.*
2021–present	Co-Editor, *Journal of Public Economics.*
2020–present	Research Associate, National Bureau for Economic Research (NBER).

Working Papers

Cullen, Z.; Pakzad-Hurson, B. and Perez-Truglia, R. (2025). Pushing the Envelope: The Effects of Salary Negotiations. NBER Working Paper No. 33903. [Revise & Resubmit, *Econometrica*]

Macedo-Rubião, R. and Perez-Truglia, R. (2026). Is Money Overrated? Misperceived Satisfaction from Income. NBER Working Paper No. 35423.

Perez-Truglia, R. and Yusof, J. (2026). Who Wants to Break Up Big Firms? Harm, Fairness, and the Demand for Antitrust. NBER Working Paper No. 35503.

Cullen, Z.; Faia, E.; Guglielminetti, E.; Perez-Truglia, R. and Rondinelli, C. (2025). The Innovation Race: Experimental Evidence on Advanced Technologies. NBER Working Paper No. 34532.

Baumann, U.; Cullen, Z.; Faia, E.; Ferrando, A.; Perez-Truglia, R. and Rariga, J. (2026). Innovation without Borders? The Geography of Technological Diffusion. NBER Working Paper No. 35314.

Holz, J.; Perez-Truglia, R.; Simon, A. and Zentner, A. (2026). Taxpayer Behavior in the Age of AI: A Field Experiment on Property Tax Appeals. NBER Working Paper No. 35632.

Ajzenman, N.; Cruces, G.; Perez-Truglia, R.; Tortarolo, D. and Vazquez-Bare, G. (2024). From Flat to Fair? The Effects of a Progressive Tax Reform. NBER Working Paper No. 33286.

Holz, J.; Perez-Truglia, R. and Zentner, A. (2025). Does Tax Avoidance Trickle Down? Evidence from a Field Experiment. NBER Working Paper No. 34209.

Perez-Truglia, R. and Yusof, J. (2024). Billionaire Superstar: Public Image and Demand for Taxation. NBER Working Paper No. 32712. [Conditionally Accepted, *American Economic Journal: Economic Policy*]

Selected Publications

Bergolo, M.; Leites, M.; Perez-Truglia, R. and Strehl, M. (2020). What Makes a Tax Evader? *Review of Economics and Statistics*, accepted.

Bottan, N.; Perez-Truglia, R.; Shigeoka, H. and Yamada, K. (2026). Feeling Rich or Looking Rich? Quantifying Self-Image and Social-Image Motives. *Journal of Public Economics*, Vol. 262, 105778.

Cullen, Z.; Li, S. and Perez-Truglia, R. (2026). What's My Employee Worth? The Effects of Salary Benchmarking. *Review of Economic Studies*, Vol. 93 (4), pp. 2531–2573.

Galashin, M.; Kanz, M.; and Perez-Truglia, R. (2026). Macroeconomic Expectations and Credit Card Spending. *Review of Financial Studies*, Vol. 39, pp. 2643–2690.

Nathan, B.; Perez-Truglia, R. and Zentner, A. (2026). Paying Your Fair Share: Perceived Fairness and Tax Compliance. *Journal of Accounting & Economics*, Vol. 81 (2), 101838.

Giaccobasso, M.; Nathan, B.; Perez-Truglia, R. and Zentner, A. (2025). Where Do My Tax Dollars Go? Tax Morale Effects of Perceived Government Spending. *American Economic Journal: Applied Economics*, Vol. 17 (4), pp. 223–59.

Cullen, Z.; Pakzad-Hurson, B. and Perez-Truglia, R. (2025). Home Sweet Home: How Much Do Employees Value Remote Work? *American Economic Association Papers & Proceedings*, Vol. 115, pp. 276–81.

Nathan, B.; Perez-Truglia, R. and Zentner, A. (2025). My Taxes Are Too Darn High: Why Do Households Protest Their Taxes? *American Economic Journal: Economic Policy*, Vol. 17 (1), pp. 273–310.

Bottan, N. and Perez-Truglia, R. (2025). Betting on the House: Subjective Expectations and Market Choices. *American Economic Journal: Applied Economics*, Vol. 17 (1), pp. 459–500.

Yildirim, P.; Simonov, A.; Petrova, M. and Perez-Truglia, R. (2024). Are Political and Charitable Giving Substitutes? Evidence from the United States. *Management Science*, Vol. 70 (11), pp. 8030–8043.

Fehr, D.; Mollerstrom, J. and Perez-Truglia, R. (2024). Listen to Her: Gender Differences in Information Diffusion within the Household. *Journal of Public Economics*, Vol. 239, 105213.

Cullen, Z. and Perez-Truglia, R. (2023). The Old Boys' Club: Schmoozing and the Gender Gap. *American Economic Review*, Vol. 113 (7), pp. 1703–1740 (lead article).

Cullen, Z. and Perez-Truglia, R. (2023). The Salary Taboo: Privacy Norms and the Diffusion of Information. *Journal of Public Economics*, Vol. 222, 104890.

Bergolo, M.; Ceni, R.; Cruces, G.; Giaccobasso, M. and Perez-Truglia, R. (2023). Tax Audits as Scarecrows: Evidence from a Large-Scale Field Experiment. *American Economic Journal: Economic Policy*, Vol. 15 (1), pp. 110–153.

Cullen, Z. and Perez-Truglia, R. (2022). How Much Does Your Boss Make? The Effects of Salary Comparisons. *Journal of Political Economy*, Vol. 130 (3), pp. 766–822.

Fehr, D.; Mollerstrom, J. and Perez-Truglia, R. (2022). Your Place in the World: Relative Income and Global Inequality. *American Economic Journal: Economic Policy*, Vol. 14 (4), pp. 232–68.

Bottan, N. and Perez-Truglia, R. (2022). Choosing Your Pond: Location Choices and Relative Income. *Review of Economics and Statistics*, Vol. 104 (5), pp. 1010–1027.

Fuster, A.; Perez-Truglia, R.; Wiederholt, M. and Zafar, B. (2022). Expectations with Endogenous Information Acquisition: An Experimental Investigation. *Review of Economics and Statistics*, Vol. 104 (5), pp. 1059–1078.

Nathan, B.; Perez-Truglia, R. and Zentner, A. (2022). Is the Partisan Divide Real? Polarization in Preferences for Redistribution. *American Economic Association Papers & Proceedings*, Vol. 112, pp. 156–62.

Perez-Truglia, R. (2020). The Effects of Income Transparency on Well-Being: Evidence from a Natural Experiment. *American Economic Review*, Vol. 110 (4), pp. 1019–1054.

Perez-Truglia, R. and Troiano, U. (2018). Shaming Tax Delinquents. *Journal of Public Economics*, Vol. 167, pp. 120–137.

Perez-Truglia, R. (2018). Political Conformity: Event-Study Evidence from the United States. *Review of Economics and Statistics*, Vol. 100 (1), pp. 14–28.

Drenik, A. and Perez-Truglia, R. (2018). Sympathy for the Diligent and the Demand for Workfare. *Journal of Economic Behavior and Organization*, Vol. 153, pp. 77–102.

Bergolo, M.; Ceni, R.; Cruces, G.; Giaccobasso, M.; and Perez-Truglia, R. (2018). Misperceptions about Tax Audits. *American Economic Association Papers & Proceedings*, Vol. 108, pp. 83–87.

Perez-Truglia, R. and Cruces, G. (2017). Partisan Interactions: Evidence from a Field Experiment in the United States. *Journal of Political Economy*, Vol. 125 (4), pp. 1208–1243.

Cavallo, A.; Cruces, G. and Perez-Truglia, R. (2017). Inflation Expectations, Learning and Supermarket Prices: Evidence from Survey Experiments. *American Economic Journal: Macroeconomics*, Vol. 9 (3), pp. 1–35 (lead article).

Cavallo, A.; Cruces, G. and Perez-Truglia, R. (2016). Learning from Potentially Biased Statistics. *Brookings Papers on Economic Activity*, Spring 2016, pp. 59–108.

Di Tella, R.; Perez-Truglia, R.; Babino, A. and Sigman, M. (2015). Conveniently Upset: Avoiding Altruism by Distorting Beliefs About Others' Altruism. *American Economic Review*, Vol. 105 (11), pp. 3416–42.

Bottan, N. and Perez-Truglia, R. (2015). Losing My Religion: The Effects of Religious Scandals on Religious Participation and Charitable Giving. *Journal of Public Economics*, Vol. 129, pp. 106–119.

Cruces, G.; Perez-Truglia, R. and Tetaz, M. (2013). Biased Perceptions of Income Distribution and Preferences for Redistribution: Evidence from a Survey Experiment. *Journal of Public Economics*, Vol. 98, pp. 100–112.

Other Publications

Perez-Truglia, R. (2023). The Effects of Pay Transparency: A Brief Review. Kenan Institute's Grand Challenge Report.

Montano-Campos, F. and Perez-Truglia, R. (2019). Giving to Charity to Signal Smarts. *Journal of Behavioral and Experimental Economics*, Vol. 78, pp. 193–199.

Perez-Truglia, R. (2018). Markets, Trust and Cultural Biases: Evidence from eBay. *Journal of Behavioral and Experimental Economics*, Vol. 72, pp. 17–27.

Perez-Truglia, R. (2015). A Samuelsonian Validation Test for Happiness Data. *Journal of Economic Psychology*, Vol. 49, pp. 74–83.

Galiani, S. and Perez-Truglia, R. (2013). School Management in Developing Countries. In P. Glewwe (Ed.), Education Policy in Developing Countries. Chicago: *University of Chicago Press*.

Perez-Truglia, R. (2013). A Test of the Conspicuous-Consumption Model Using Subjective Well-Being Data. *Journal of Socio-Economics*, Vol. 45, pp. 146–154.

Perez-Truglia, R. (2012). On the Causes and Consequences of Hedonic Adaptation. *Journal of Economic Psychology*, Vol. 33, pp. 1182–1192.

Bottan, N. and Perez-Truglia, R. (2011). Deconstructing the Hedonic Treadmill. *Journal of Socio-Economics*, Vol. 40, pp. 224–236.

Keynote Talks

Scheduled	2026 Annual Meeting of the Asociación Argentina de Economía Política.
September 2025	Public Economics Workshop in Madrid, Spain.
May 2025	The Tax System and Inequality Conference in Bergen, Norway.
December 2020	Alumni Conference at Universidad de San Andrés.
September 2020	Bay Area Development and Political Economy Conference at UC Berkeley.
October 2019	Social Mobility and Preferences for Redistribution Conference at Colegio de México.

June 2019	Annual Research Symposium at BESH Research Institute.

Presentations at Seminars

Scheduled	Arizona State University (Econ).
2026	Northwestern (Kellogg-Strategy); UCSD (Rady); UIUC (Finance); UC Irvine (Econ); Stockholm University (IIES); Universidad de San Andrés (Econ).
2025	University of Chicago (Booth); Federal Reserve Bank of New York; UCEMA (Econ); Norwegian School of Economics (Management); Texas A&M (Econ); Cornerstone Research (LA); Kindai University (Econ); UC Riverside (Econ).
2024	University of Tokyo (Econ); Google (San Francisco); UC Santa Barbara (Departmental); Bocconi (Finance); Pomona (Econ); Bank of Italy; UC Santa Barbara (Behavioral); Miami (Econ).
2023	Northwestern (Econ); UC Berkeley (Econ); Cornell (Johnson); Toronto (Econ); Washington University in Saint Louis (Olin); NOVA (Econ); INSEAD (Econ); UC Santa Barbara (Econ); University of Southern California (Marshall); Universidad de San Andrés (Econ); University of North Carolina (Kenan-Flagler); Universidad del Pacífico (Econ); Fudan University (Finance); Kenan Institute.
2022	Columbia (Econ); UC Berkeley (Econ); Amazon (Tech Talk); NYU Abu Dhabi (Econ); Michigan (Econ/Business/Information); Norwegian School of Economics (Econ); Università della Svizzera Italiana; University of Copenhagen (CEBI); Purdue (Econ); University of Delaware (Econ); Essex (Econ).
2021	Yale (Econ); Brown (Econ); Chicago/UC Berkeley Joint Behavioral Seminar; JKU Linz (Econ); Bank of Italy; LMU (Organizations Research Group).
2020	UC Berkeley (Econ); Stanford (GSB); American Enterprise Institute.
2019	Chicago (Becker Seminar); Stanford (Econ); UC Berkeley (Econ); UC Berkeley (Haas); Wharton (BEPP); UCSD (Rady); Toronto (Econ); LMU Departmental Seminar; UCSD (GPS); Goethe (Econ); LMU Macro Seminar; Heidelberg (Econ); Wyoming (Econ); UCSD (Econ); Zurich (Econ); USC (CESR); University of British Columbia (Econ); UCEMA (Econ); São Paulo School of Economics.
2018	Northwestern (Econ); Dartmouth (Econ); Harvard Business School (BGIE); Cornell (Econ); Yale (Behavioral Science); Boston University (Questrom); Luxembourg School of Finance; Universidad de San Andrés (Econ); CIDE (Econ); Paris School of Economics.
2017	UC Berkeley (Econ); Michigan (Econ); Princeton (Econ); Northwestern (Econ); Columbia (Econ/GSB/SIPA); California Institute of Technology (Econ); Sciences Po (Econ); University of Pennsylvania (PPE); RAND Corporation; Federal Reserve Bank of New York; Hong Kong University (Strategy); Loyola Marymount University (Econ); Wharton (BEPP).
2016	Harvard (Econ); Yale (Econ); Harvard Business School (NOM); University of California, Los Angeles (Anderson-GEM); Northwestern (Kellogg-MEDS); Pompeu Fabra (IPEG); Goldman Sachs (Global Research); Boston University (Econ); UCSD (Econ); Instituto Tecnológico Autónomo de México (Econ); Universidad Católica de Chile (Econ); CIDE (Econ); Universidad de la República (Econ); Universidad de San Andrés (Econ).
2015	UC Berkeley (Haas); Harvard (Program for Evolutionary Dynamics); Microsoft Research New York; Universidad de Los Andes (Econ); University of Illinois at Urbana-Champaign (Finance).
2014	University of Chicago (Booth-Micro); University of Chicago (Booth-Macro); London School of Economics (Econ); London School of Economics (Centre for Economic Performance); Brown (Econ); Microsoft Research New England; Stanford (GSB); Harvard (Econ); Michigan (Econ/Business/Information); Central European University (Econ).
2013	Brown (Econ); University of Illinois at Urbana-Champaign (Econ); UNLP (Econ).
2012	Universidad de San Andrés (Econ).
2011	Harvard (Economics of Religion Seminar).

Presentations at Conferences

2025	UC Berkeley Conference on State Building in Developing Countries; Editors-in-Chief Face-to-Face Conference on Economics; UCLA Conference on Financial Markets; Harvard Kennedy School's Women and Public Policy Program.
2024	Stanford Institute for Theoretical Economics, International Conference on Gender and Economics.
2023	OTPR Short Course at the NTA Annual Meetings; Graduate Student “Boot Camp” on Behavioral Public Economics; RIDGE Public Economics; Workshop of Behavioral and Experimental Economics of the Americas; Frontiers of Business Conference.
2022	NBER Public Economics Spring Meeting; ESA Special Meeting in Buenos Aires; AEA Annual Meeting.
2020	Chicago Booth BAFD Conference; NBER Public Economics Fall Meeting; RIDGE Public Economics.
2019	Chicago Booth Asset Pricing Conference; NBER Summer Institute; Advances with Field Experiments (NEXT Panel); UCSB Theory and Experimental Conference; Bogotá Experimental Economics Conference; RIDGE Public Economics; Behavioral Economics Annual Meeting (BEAM); LACEA Behavioral Insights Network (BRAIN).
2018	NBER Summer Institute; AEA Annual Meeting; Toulouse Origins of Preferences and Ideologies Workshop; CESifo Venice Summer Institute; Barcelona Summer Forum; Pacific Development Conference; GEM-BPP Workshop; USC Happiness Conference; NES Political Economy Workshop; RIDGE Public Economics.
2017	NBER Public Economics Fall Meeting; Advances with Field Experiments; Stanford Institute for Theoretical Economics; AEA Annual Meeting; GEM-BPP Conference; RIDGE Public Economics.
2016	NBER Summer Institute; AEA Annual Meeting; 12th WEA International Conference; Workshop on Subjective Expectations, Federal Reserve Bank of New York; Field Days Conference; RIDGE Political Economy Meeting; Stanford Institute for Theoretical Economics; Barcelona Summer Forum.
2015	NBER Summer Institute; Designing the Digital Economy Conference; Annual Meeting of the Society for Economic Dynamics; AAEP Annual Meeting; IFO Conference on Macro and Survey Data; National Tax Association Annual Meeting.
2014	Calvo-Armengol Conference.
2013	Annual Meeting of the ASREC.

Other Academic Affiliations

2022–present	Kavli Fellow, National Academy of Sciences.
2022–present	Affiliated Professor, The Abdul Latif Jameel Poverty Action Lab.
2019–present	Research Director, Research Institute for Development, Growth and Economics.
2019–present	Affiliate, CESifo Research Network.
2017–present	Affiliate, Center for Effective Global Action.
2016–present	Visiting Professor, Universidad de San Andrés.
2020–2024	Faculty Affiliate, UC Berkeley Opportunity Lab.
2017–2020	Faculty Research Fellow, National Bureau for Economic Research.
2016–2020	Affiliate, California Center for Population Research.

Teaching

2016–2019; 2024–present	*Managerial Economics (MBA, FEMBA and EMBA)*, UCLA Anderson.
2016–present	*Behavioral Economics (MA)*, Universidad de San Andrés.
2020–2024	*Microeconomics (MBA)*, Berkeley Haas.
2019	*Social Incentives (PhD)*, Munich Graduate School of Economics.

Other Service

2021–present	Mentor for minority scholars, *American Economic Association Mentorship Program.*
2017–present	Co-Organizer, RIDGE Conference on Public Economics.

2023–2024	Mentor for students with financial aid, *UC Berkeley's Fiat Lux Scholarship Program.*
2022	Co-Organizer, NBER Public Economics Fall Meeting.
2023	Member of the Organizing Committee, U.S. Kavli Frontiers of Science.
2016	Co-Organizer, Harvard-MSR Workshop on Applied Econometrics.

Advising

Job Market Placement of PhD students: Junru Lyu (Xiamen University, 2026); Ross Chu (Lyft, 2026); Javier Feinmann (PSE, 2025); Yuen Ho (Trinity College Dublin, 2025); Jeffrey Yusof (University of Stuttgart, 2025); Joaquin Fuenzalida (Cornerstone, 2025); Brad Nathan (Rutgers Business School, 2023); Matias Giaccobasso (VATT Institute, 2023); Maximiliano Lauletta (Federal Reserve Board, 2023).

PhD Placement of most recent research assistants (†) and students (‡): Alexia Witthaus-Vine† (CEMFI, 2026); Yuerong Zhuang† (Princeton, 2025); Tianyi Che† (UCLA Anderson, 2025); Xiaoyang Hua† (Northwestern, 2025); Ignacio Lunghi† (NYU, 2025); Julia Gilman† (MIT, 2023); Xinmei Yang† (Harvard, 2023); Romina Quagliotti† (University of British Columbia, 2023); Franco Malpassi‡ (Northwestern, 2022); Santiago De Martini† (University of Southern California, 2022); Diego Delic‡ (University of British Columbia, 2022); Sofya Shchukina† (University of Chicago, 2021); Lucio Wasserman† (UC Berkeley, 2021); Dylan Balla-Elliott† (University of Chicago, 2021); Matias Strehl† (UC Santa Barbara, 2021); Zhihao Han† (NUS, 2021); Juan Segnana‡ (Tilburg, 2021); Katherine Fang† (Yale SOM, 2021); Anh Nguyen† (UCLA Anderson, 2018); Matias Giaccobasso† (UCLA Anderson, 2017).

Personal Information

Citizen of Argentina and the United States. Married. Three children (born 2007, 2012, and 2014).