

# Marina Halac

Curriculum Vitae, March 2018

## Contact Information

Address: 616 Uris Hall, 3022 Broadway, New York, NY 10027

Tel: 212-851-5864; Fax: 212-316-9219

E-mail: mhalac@columbia.edu

Web: <http://www0.gsb.columbia.edu/faculty/mhalac/>

## Personal Information

Citizenship: Argentina. US permanent resident

Date of birth: November 1979

## Education

Ph.D. in Economics, University of California, Berkeley, 2004-2009

Dissertation: Essays on Relational Contracts

Advisors: Benjamin Hermalin, Steven Tadelis, and Shachar Kariv

Licentiate in Economics (with honors), Universidad del Cema, Argentina, 1998-2001

## Academic Positions

Yale University, Department of Economics, Visiting Professor, 2017-2018

Columbia University, Graduate School of Business, Economics Division

Professor, 2017-

Associate Professor, 2013-2017 (David W. Zalaznick chair 2015-2017)

Assistant Professor, 2009-2013

Affiliated appointment with Department of Economics, 2009-

University of Warwick, Department of Economics, Associate Professor, 2013-2017

## Editorial Positions and Affiliations

*Econometrica*, Board of Editors, 2017-

*American Economic Review*, Board of Editors, 2017-

*Theoretical Economics*, Board of Editors, 2015-

*Review of Economic Studies*, Board of Editors, 2014-

Centre for Economic Policy Research (CEPR), Research Fellow, 2017- (Affiliate 2013-2017)

## **Working Papers**

“Instrument-Based vs. Target-Based Rules,” with Pierre Yared

“Raising Capital from Heterogeneous Investors,” with Ilan Kremer and Eyal Winter

“Fiscal Rules and Discretion under Self-Enforcement,” with Pierre Yared

“Commitment vs. Flexibility with Costly Verification,” with Pierre Yared

“Experimenting with Career Concerns,” with Ilan Kremer

Revise and resubmit, *American Economic Journal: Microeconomics*

## **Publications**

“Fiscal Rules and Discretion in a World Economy,” with Pierre Yared  
*American Economic Review*, forthcoming, 2018

“Contests for Experimentation,” with Navin Kartik and Qingmin Liu  
*Journal of Political Economy*, 125(5), 1523-1569, 2017

“Managerial Attention and Worker Performance,” with Andrea Prat  
*American Economic Review*, 106(10), 3104-3132, 2016

“Optimal Contracts for Experimentation,” with Navin Kartik and Qingmin Liu  
*Review of Economic Studies*, 83(3), 1040-1091, 2016

“Investing in a Relationship”  
*RAND Journal of Economics*, 46(1), 165-185, 2015

“Relationship Building: Conflict and Project Choice over Time”  
*Journal of Law, Economics, and Organization*, 30(4), 683-708, 2014

“Fiscal Rules and Discretion under Persistent Shocks,” with Pierre Yared  
*Econometrica*, 82(5), 1557-1614, 2014 (lead article)

“Relational Contracts and the Value of Relationships”  
*American Economic Review*, 102(2), 750-779, 2012

“Financial Globalization, Crises, and Contagion,” with Sergio Schmukler and Pablo Zoido-Lobaton  
In A. Morales (Ed.), *International Macroeconomics: Recent Developments*, Nova Science, 2006

“Distributional Effects of Crises: The Financial Channel,” with Sergio Schmukler  
*Economia*, 5(1), 1-67, 2004 (lead article)

## **Honors, Fellowships, and Awards**

Poets&Quants’ “World’s Best 40 Under 40 Business School Professors,” 2017

George S. Eccles Research Award, 2017

Elaine Bennett Research Prize, 2016

Excellence in Refereeing Award, *American Economic Review*, 2012, 2014, 2015, 2016

Oliver E. Williamson Prize for Best Article in *JLEO*, runner-up, 2014  
Columbia Business School Dean's Award for Teaching Excellence in a Core Course, 2011  
Graduate Division Summer Grant, UC Berkeley, 2008  
Dean's Normative Time Fellowship, UC Berkeley, 2007-2008  
Outstanding Graduate Student Instructor Award, UC Berkeley, 2007  
Graduate Fellow of the American Academy of Political and Social Science, 2007  
Academic Progress Award, UC Berkeley, 2007  
Grace Katagiri Prize for best empirical econometrics paper, UC Berkeley, 2006  
First-year fellowship, Dept. of Economics, UC Berkeley, 2004-2005  
Four-year scholarship, Universidad del Cema, 1998-2001

### **Seminar and Conference Presentations**

2018: BFI Chicago Theory Conference; Warwick Theory Conference; ITAM; Kellogg Finance; Stanford; U Penn; Minneapolis Fed; Rice; Yale

2017: Bocconi; Workshop on Markets with Informational Asymmetries at Collegio Carlo Alberto; LACEA-LAMES (invited session); Yale; USC Marshall; University of Washington; Kellogg; Stony Brook 28th International Conference on Game Theory (semi-plenary speaker); INSEAD; LSE; Pittsburgh; Princeton; UC Berkeley Haas; ASSA Meetings

2016: Miami Economic Theory Conference; FSU; Brown; NBER Org Econ Working Group Meeting; BU; UCLA; Wisconsin-Madison; Michigan; Toronto; LSE; Columbia; NYU; Universidad de San Andrés; Econometric Society European Meetings (invited session); European Summer Symposium in Economic Theory (ESSET), Gerzensee; Cambridge INET Conference; Yeshiva; Yale; Harvard; Olin; Harvard Law/Econ

2015: Rochester; Duke; BU; Illinois Urbana-Champaign; SAET Conference; Hebrew University; Tel Aviv; Edinburgh; Columbia Law School

2014: Columbia-Duke-MIT-Northwestern IO Theory Conference; Toulouse; MIT Sloan; EUI; Stanford Institute for Theoretical Economics (SITE) Workshop on Dynamic Games, Contracts, and Markets; Warwick Theory Conference; Essex Workshop on Stochastic Games and Mechanisms; Bonn; Mannheim; Munich; Aalto-Helsinki; LBS; UCL; PSE-Roy Seminar

2013: Oxford; Harvard-MIT; CEU; European Summer Symposium in Economic Theory (ESSET), Gerzensee; NBER Org Econ Working Group Meeting; Chicago Booth; Kellogg; UT Austin; Warwick

2012: Columbia-Duke-Northwestern IO Theory Conference; Haas; Columbia; NBER Org Econ Working Group Meeting; MIT Sloan; Michigan State; Rochester Simon

2011: UBC Sauder; Queen's GSB; Stern IO Day; Georgetown

2010: Toulouse; Paris Sorbonne Conference on Contracts, Procurement, and Public-Private Arrangements; Harvard-MIT

2009: HBS Strategy Research Conference; UCSD mini-conference on Dynamic Relationships; WashU; UCLA; NYU Stern; Duke-Fuqua-UNC; 13th Annual Conference of ISNIE at UC Berkeley

Haas; Caltech; Yale SOM; Columbia GSB; Toronto; U Penn; Chicago Booth; Olin; MIT Sloan; LSE; Northwestern; Kellogg; USC Marshall

### **Conference Discussions**

“Progressive Learning,” by Avidit Acharya and Juan Ortner, NBER Org Econ Working Group Meeting, 2017

“Motivational Ratings,” by Johannes Hörner and Nicolas Lambert, NBER Org Econ Working Group Meeting, 2016

“Beeps,” by Jeffrey Ely, ASSA Meetings, 2016

“Dynamic Financial Contracting with Persistent Private Information,” by Shiming Fu and R. Vijay Krishna, Columbia-Duke-MIT-Northwestern IO Theory Conference, 2015

“Timing Decisions in Organizations: Communication and Authority in a Dynamic Environment,” by Steven Grenadier, Andrey Malenko, and Nadya Malenko, NBER Org Econ Working Group Meeting, 2015

“Research and the Approval Process,” by Emeric Henry and Marco Ottaviani, CEPR Workshop on Incentives, Management and Organisation, 2014

“Contracting with Disagreement on Deserved Performance Evaluation and Compensation,” by Anqi Li, Cowles Conference in Economic Theory, 2013

“Learning Through Noticing: Theory and Experimental Evidence in Farming,” by Rema Hanna, Sendhil Mullainathan, and Joshua Schwartzstein, NBER Org Econ Working Group Meeting, 2012

“Relational Contracts with Subjective Peer Evaluations,” by Joyee Deb, Jin Li, and Arijit Mukherjee, Columbia Business School Strategy Conference, 2012

“Advocacy and Dynamic Delegation,” by Raphael Boleslavsky and Tracy Lewis, Columbia-Duke-Northwestern IO Theory Conference, 2011

“Development Uncorked: Learning About New Chilean Wine Exporters in the UK,” by Rocco Macchiavello, NBER Entrepreneurship Working Group Meeting, 2011

“The Burden of Past Promises,” by Jin Li and Niko Matouschek, NBER Org Econ Working Group Meeting, 2011

“Markets for Advice,” by William Fuchs and Luis Garicano, ASSA Meetings, 2010

“Relational Contracts, Limited Liability, and Employment Dynamics,” by Yuk-fai Fong and Jin Li, NBER Org Econ Working Group Meeting, 2009

### **Teaching Experience**

Undergraduate level: Game Theory, Yale, 2017

MBA level: Game Theory and Business, Columbia Business School, 2010-2017

Ph.D. level: Advanced Microeconomic Theory, Yale, 2018; Teaching Assistant for Game Theory, Contract Theory, and Macroeconomic Theory, UC Berkeley, 2005-2007

## **Professional Experience**

The World Bank, Development Research Group, Consultant, Washington D.C., 2002-2004

McKinsey and Company, Business Information Specialist, Argentina, 2000-2001

## **Refereeing**

*American Economic Journal: Microeconomics; American Economic Review; B.E. Journal of Theoretical Economics; Econometrica; Economic Journal; Games and Economic Behavior; International Economic Review; International Journal of Game Theory; Journal of Development Economics; Journal of Economic Behavior & Organization; Journal of Economic Theory; Journal of Economics and Management Strategy; Journal of Finance; Journal of Industrial Economics; Journal of Institutional and Theoretical Economics; Journal of Labor Economics; Journal of Law, Economics, and Organization; Journal of Mathematical Economics; Journal of Political Economy; Journal of Public Economics; Journal of the European Economic Association; Management Science; National Science Foundation; Quarterly Journal of Economics; RAND Journal of Economics; Review of Economic Dynamics; Review of Economic Studies; Theoretical Economics; US-Israel Binational Science Foundation.*

## **Other Professional Activities**

### *Conference Organization*

Organizer, Cowles Foundation Economic Theory Conference at Yale, 2018

Co-organizer, Columbia Conference on Economic Theory, 2017

Program Committee, Columbia-Duke-MIT-Northwestern IO Theory Conference at Duke, 2017

Reviewing Committee, Annual Meeting of the Latin American and Caribbean Economic Association and Latin American Meeting of the Econometric Society (LACEA-LAMES), 2017

Senior Program Committee, Econometric Society European Meeting (EEA-ESEM), 2017

Organizing Committee, Stanford Institute for Theoretical Economics (SITE) on Dynamics, 2016

Selection Committee, Columbia-Duke-Northwestern IO Theory Conference at Columbia, 2011

### *Short visits*

Einaudi Institute for Economics and Finance, 2017, 2018

Cowles Foundation in the Economic Theory Program, Yale, 2016

Applied Theory Initiative Visiting Fellow, Chicago Booth, 2013

MIT Sloan, 2012

## **Outside Activities**

None