

Germán Reyes

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Academic Appointments

Assistant Professor, Department of Economics, Middlebury College	2024 – Present
Faculty Fellow, Rohatyn Center for Global Affairs, Middlebury College	2024 – Present
Research Affiliate, IZA Network	2025 – Present
Affiliated Researcher, Joint Initiative for Latin American Experimental Economics	2024 – Present
Invited Researcher, J-PAL	2025 – Present

Previous Appointments

Associated Member, IZA Network	2024 – 2025
Postdoctoral Fellow, briq Institute, Bonn, Germany	June – December 2023

Education

Ph.D., Economics, Cornell University, Ithaca, New York	2017–2023
Exchange Scholar, University of California, Berkeley	Fall 2021
M.A., Economics, Universidad Nacional de La Plata, Argentina	2013–2015
B.A., Economics, Universidad Nacional de La Plata, Argentina	2008–2013

Accepted, Forthcoming, and Published Papers

- “Coarse Wage-Setting and Behavioral Firms”
Accepted, *Review of Economics and Statistics*
- “Inequality of Opportunity and Income Redistribution”
(with Marcel Preuss, Jason Somerville, and Joy Wu)
Journal of Political Economy Microeconomics 4(3): 870-905, 2026
- “Are Elites Meritocratic and Efficiency-Seeking? Evidence from MBA students”
(with Marcel Preuss, Jason Somerville, and Joy Wu),
Journal of Public Economics 260: 105700, 2026
- “The Direct and Spillover Effects of Large-scale Affirmative Action at an Elite Brazilian University”
(with Cecilia Machado and Evan Riehl)
Journal of Labor Economics 43(2): 391-431, 2025
- “Are Fairness Perceptions Shaped by Income Inequality? Evidence from Latin America”
(with Leonardo Gasparini)
The Journal of Economic Inequality 20: 893-913, 2022

Working Papers

- “Generative AI in Higher Education: Evidence from an Elite College”
(with Zara Contractor), IZA Working Paper #18055
Revise and Resubmit, *Education Finance and Policy*

“Experimental Evidence on the Learning Impact of Generative AI”
(with Zara Contractor), IZA Working Paper #18792

“Cognitive Endurance, Talent Selection, and the Labor Market Returns to Human Capital”

“Competition and Anomalies Redux: Evidence from U.S. Auto Dealers”
(with David Huffman, Lamar Pierce, and Alex Rees-Jones), NBER Working Paper #35454

“Stakes and Signals: An Empirical Investigation of Muddled Information in Standardized Testing”
(with Evan Riehl and Ruqing Xu), NBER Working Paper #32608

Grants

OpenAI Economic Research Exchange, Research Grant (PI), \$25,000	2026
Strategic Impact Evaluation Fund (SIEF), World Bank, Research Grant (Co-PI), \$400,000	2026
Institute for Humane Studies, Research Support Grant, \$5,000	2026
NSF EPSCoR Pilot Research Grant (Co-PI), \$18,748	2026
NBER, Data for Economic Measurement Award (PI), \$6,300	2026
Upjohn Institute Early Career Research Award (PI), \$7,500	2026
Russell Sage Foundation, Presidential Award (PI), \$64,670	2026
Pangram, API Research Grant, \$5,000	2026
Anthropic Economic Futures Program, Research Grant, \$75,200	2025
Cosmos Institute, AI Research Grant, \$10,000	2025
Schmidt Sciences AI at Work, Proposal Development Award, \$10,000	2025, 2026
Weiss Fund, Research Grant (Co-PI), \$15,000	2024
J-PAL Social Protection Initiative, Research Grant (Co-PI), \$50,000	2024
Spencer Foundation, Research Grant on Education, \$42,470	2024
Collaborative Research Center Transregio 224, Research Grant, \$7,950	2023
NSF Doctoral Dissertation Improvement Grant #SES-2149314, \$24,948	2022
UC Berkeley Opportunity Lab Initiative on Racial Equity in the Labor Market Grant, \$4,500	2021
Cornell Center for Social Sciences, Research Grant (Co-PI), \$12,000	2020

Honors, Awards, and Fellowships

OpenAI Economic Research Fellow, Inaugural Cohort	2026
Robert A. & Ina Jones Junior Fellow in Economics, Middlebury College	2026 – Present
Review of Economics and Statistics NBER SI Fellowship	2025
Inequality in America Initiative Postdoctoral Fellowship, Harvard University (declined)	2023
Presidential Postdoctoral Fellowship, National University of Singapore (declined)	2023
Sage Fellowship, Cornell University	2017–2022
Russell Sage Foundation Summer Institute in Behavioral Economics	2022

L.R. Wilson Excellence in Economics Medal, Cornell University	2021
Graduate Resident Fellow, Keeton House, Cornell University	2019–2021
The Tobin Project Graduate Student Fellowship	2020
Best Master's Thesis Award, Economics Department, Universidad Nacional de La Plata	2015
Young Economist Paper Prize, Central Bank of Argentina	2015
Student Paper Prize, Central Bank of Argentina	2013
Manuel Belgrano's Award, Economics Department, Universidad Nacional de La Plata	2013
Dr. Joaquín V. González's Award, Municipality of La Plata	2013

Presentations

2026: Cornell University; University of Missouri; Ohio University; NBER Economics of Education Spring Meeting; NBER Digital Economics and Artificial Intelligence Summer Institute (coauthor); Society of Labor Economists Annual Meeting; New England Experimental Economics Workshop; Royal Economic Society Annual Conference; Valle Nevado Workshop on Economics of Education.

2025: University of Texas Rio Grande Valley; Middlebury College (Carol Rifelj Faculty Lecture); Northeastern Economics of Education Workshop (Brown); Liberal Arts Colleges Behavioral and Experimental Economics Workshop; Early-Career Behavioral Economics Conference; Society of Labor Economists Annual Meeting; Athens University of Economics and Business; Alumni Workshop (Universidad Nacional de La Plata).

2024: Michigan State University; Colby College; IZA/Bonn University; Mind, Behavior and Development Unit (World Bank); NBER Economics of Education Spring Meeting; NBER Personnel Economics Summer Institute (coauthor); Early-Career Behavioral Economics Conference; Liberal Arts Colleges Labor and Public Conference; Liberal Arts Colleges Development Economics; Persist Workshop (Universidad Carlos III de Madrid); Alumni Workshop (Universidad Nacional de La Plata).

2023: Columbia Business School; Wharton Business Economics and Public Policy; National University of Singapore; Middlebury College; Binghamton University; Tecnológico de Monterrey; Universidad del Rosario; Universidad Nacional Andrés Bello; FGV-EPGE Escola Brasileira de Economia e Finanças; IZA/Bonn University (briq); Norwegian School of Economics (NHH).

Teaching

Intermediate Microeconomics, Middlebury College	Fall 2026
Introduction to Regression Analysis, Middlebury College	Fall 2024, Fall 2025
Behavioral Economics and Public Policy, Middlebury College	Spring 2024, Spring 2025

Professional Activities

Referee: *American Economic Review*, *Review of Economic Studies*, *American Economic Review: Insights*, *Journal of the European Economic Association*, *Economic Journal*, *Proceedings of the National Academy of Sciences*, *Journal of Labor Economics*, *Journal of Public Economics*, *Journal of Development Economics*, *Journal of Political Economy* *Microeconomics*, *Management Science*, *Journal of Human Resources*, *Journal of Economic Behavior and Organization*, *Experimental Economics*, *Labour Economics*, *Economics of Education Review*, *Journal of Human Capital*, *The Journal of Economic Inequality*.

Grant Reviewer: *Czech Science Foundation (GAČR)*.

Non-Academic Experience

Research Analyst, Poverty and Equity Global Practice, The World Bank	2015 – 2017
Analyst, Research Department, Ministry of Economics of Buenos Aires	2014 – 2015

August 2026