

LUIS SANCHEZ

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Education

Cornell University, Ithaca, NY

Expected May 2022

M.A. and Ph.D. in Economics

- Fields of Interest: Political Economy, Mechanism Design, Behavioral Economics.

Columbia University in the City of New York, New York, NY

May 2017

Dual Bachelor of Arts with Honors in Economics and in Psychology.

- Senior Thesis (Psychology): "Salience in Intertemporal Choice" with Elke Weber at Princeton University.
- Senior Thesis (Economics): "Ambiguity in Social Learning" with Alessandra Casella at Columbia University.

Published Papers

Communication in Context: Interpreting Promises in an Experiment on Competition and Trust (with A. Casella, N. Kartik, & S. Turban), *Proceedings of the National Academy of Sciences*, January 2018.

- Abstract: How much do people lie, and how much do people trust communication when lying is possible? An important step toward answering these questions is understanding how communication is interpreted. This paper establishes in a canonical experiment that competition can alter the shared communication code: the commonly understood meaning of messages. We study a sender–receiver game in which the sender dictates how to share \$10 with the receiver, if the receiver participates. The receiver has an outside option and decides whether to participate after receiving a nonbinding offer from the sender. Competition for play between senders leads to higher offers but has no effect on actual transfers, expected transfers, or receivers' willingness to play. The higher offers signal that sharing will be equitable without the expectation that they should be followed literally: Under competition "6 is the new 5."

Working Papers

Storable Votes and Quadratic Voting: An Experiment on Four California Propositions (with A. Casella).

- Abstract: Storable Votes and Quadratic Voting are voting systems designed to account for voters' intensity of preferences. We test their performance in two samples of California residents using data on four initiatives prepared for the 2016 California ballot. We bootstrap the original samples and generate two sets of 10,000 multi-elections simulations. As per design, both systems induce minority victories and result in higher expected welfare relative to majority voting. In our parametrization, quadratic voting induces more minority victories and achieves higher average welfare, but causes more frequent inefficient minority victories. The results are robust to different plausible rules-of-thumb in casting votes.
- Presentations: Experimental Economics Seminar, Columbia University (2018).

Work in Progress

Ambiguity in Social Learning: A Test of the Multiple Priors Hypothesis.

- Presentations: Experimental Economics Seminar, Columbia Univ. (2017).

Salience-Weighed Utility over Presentations: A Test of Salience in Intertemporal Choice.

- Presentations: Decision and Cognition Seminar, Columbia Univ. (2017).

Wink Wink Nod Nod... To Whom? A Differential Privacy Approach to Corruption.

Grants, Awards, and Fellowships

Awards:

- *Sanford Parker Prize in Economics* (2017), Columbia University.
- *Parker Prize for Summer Research* (2016), Columbia University.

Fellowships:

- *Sage Fellowship* (2017-2019), Cornell University.
- *John Kluge Scholar* (2013-2017), Columbia University.
- *CUSP Summer Enhancement Fellowship* (2014-2016), Columbia University. Received three fellowships for research in Psychology, Economics, and Biology.

Grants:

- *Ng Teng Fong APIF Grant* (2014-2015), Columbia University. Received two grants for research in Economics.

Prior Research Affiliations

Cognition and Decision Lab at Columbia University	January 2016 – May 2017
Center for Research on Environmental Decisions	May 2015 – May 2017
Center for Decision Sciences	September 2015 – August 2017

Miscellaneous

- **Statistical Analysis**: Intermediate experience with R, STATA, and SPSS.
- **Programming**: Moderate proficiency with Python, MATLAB, and Java.
- **Experimental Platforms**: Qualtrics, LimeSurvey, Mechanical Turk, Inquisit, Z-Tree, oTree.
- **Languages**: Fluent in Spanish, basic proficiency in French.
- **Modeling**: Experience with Bayesian analysis, network analysis, econometric and statistical modeling.