



ANDRÉS ELBERG
aelberg@uc.cl

I. EDUCATION

- Ph.D. in Economics, University of California, Berkeley 2010
- Master in Public Administration in International Development,
Harvard University 2002
- M.A. in Economics (Maximum Distinction),
Pontificia Universidad Católica de Chile 1998
- B.A. in Business and Economics (Highest Honors),
Universidad Adolfo Ibáñez 1995

II. ACADEMIC POSITIONS

- Assistant Professor, School of Business Administration,
Pontificia Universidad Católica de Chile 2018 - Present
- Assistant Professor, Department of Economics, Universidad Diego Portales 2010 - 2017

III. AREA OF SPECIALIZATION AND MAIN COURSES

- Area: Marketing, Retail pricing policies, Effects of price promotions, Bargaining Power along the Distribution Channel, Effects of the Entry of Private Labels, Nutritional information and consumer choice
- Main Courses: Mercados II

IV. RESEARCH

1. Recent Publications

- Elberg, A., Gardete, P. Macera, R. & Noton, C. (Forthcoming). Dynamic effects if price promotions: field evidence, consumer search and supply-side implications. Quantitative Marketing and Economics.
- Noton, C. & Elberg, A. (2018). Are supermarkets squeezing small suppliers? Evidence from negotiated wholesale prices. *Economic Journal*, 128(610), 1304-1330.
- Elberg, A. (2016) Sticky prices and deviations from the law of one price: Evidence from Mexican micro-price data. *Journal of International Economics*, 98, 191-203.



- Elberg, A. (2014) Heterogeneous price dynamics, synchronization, and retail chains: Evidence from scanner data. *Emerging Markets Finance and Trade*, 50(6), 137-153.

2. Working Paper and Work in Progress

- Price Setting and Negotiation in the Supermarket Industry (with Gautam Gowrisankaran and Carlos Noton)
- Are Trade Allowances Driven by Retail Power? Evidence from a Big-Box Retailer (with Sebastián Araya, Carlos Noton and Daniel Schwartz)
- Understanding Retailers' Profitability: The Role of Allowance Payments (with Carlos Noton)
- Private Labels Entry: Effects on Bargaining and Competition (with Sylvia Hristakeva and Carlos Noton)

V. SELECTED SCIENTIFIC PRESENTATIONS

- Marketing Science Conference, New York University and Roma Tre, 2019, Italy.
- Presented Paper: Are Trade Allowances Driven by Retailer Power: Evidence from a Big-Box Retailer.
- Workshop in Management Science, ISCI, Universidad de Chile, 2019, Chile.
- Presented Paper: Understanding Retailers' Profitability: The Role of Allowance Payments.
- 11th Workshop on Industrial Organization and Economic Theory, Instituto de Sistemas Complejos de la Universidad de Chile, 2018, Chile.
- Presented Paper: Identifying Food Labeling Effects on Consumer Behavior.

VI. GRANTS AND AWARDS

- | | |
|--|------|
| - Fondecyt Project, On the Balance of Power in Vertical Channels | 2018 |
| - Dean's Time Normative Fellowship, UC Berkeley | 2006 |
| - Academic Excellence Award, Pontificia Universidad Católica de Chile | 1999 |
| - Pedro Ibáñez Ojeda Award (to best graduate), Universidad Adolfo Ibáñez | 1996 |
| - Best Student in Finance, Universidad Adolfo Ibáñez | 1996 |
| - Chilean School of Engineers Award | 1996 |

VII. OTHER RELEVANT POSITIONS AND ACTIVITIES

- | | |
|--|-------------|
| - Director of the Masters in Applied Economics Program,
Universidad Diego Portales, Department of Economics | 2011 - 2014 |
|--|-------------|