

María Florencia Gabrielli

School of Business and Economics
Universidad del Desarrollo
Santiago, Chile

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Born: May 11, 1976—, Argentina.
Nationality: Argentine.
Citizenship: Argentine/Italian.

Current position

Professor and Researcher, School of Business and Economics, Universidad del Desarrollo.

Professor, Economic Department, Universidad Nacional de Cuyo.

Areas of specialization

Industrial Organization • Econometrics • Applied Microeconomics

Appointments held

2011-2023	Consejo Nacional de Investigaciones Científicas y Técnicas (Conicet), Argentina.
2000-2004	Central Bank of the Argentine Republic.

Education

2009	PhD in Economics, The Pennsylvania State University, USA
2000	MSc in Economics and Public Policy, Universidad Torcuato Di Tella, Argentina
2016	MSc in Mathematics (in progress), Universidad Nacional de San Luis, Argentina
1999	BA (Honors) Economics, Universidad Nacional de Cuyo, Argentina

Publications & papers

BOOKS

- 2018 Ahumada H., M. F. Gabrielli, M. Herrera and W. Sosa Escudero (2018), *Progresos en Econometría: Automatización, big data, econometría espacial y estructural*, Bahía Blanca, Ediuns, ISBN 978-987-655-201-1.
URL: <https://aaep.org.ar/wp-content/uploads/2022/06/UnaNuevaEconometria.pdf>

JOURNAL ARTICLES

- 2023 Gabrielli, M. F. and M. Willington (2023) “Estimating Damages from Bidding Rings in First-Price Auctions”. *Economic Modelling*.
URL: <https://www.sciencedirect.com/science/article/abs/pii/S026499932300216X?via%3DiHub>
- 2023 Gabrielli, M. F., E. Fajnzylber and M. Willington (2023) “Can transparency increase adverse selection? Evidence from an electronic platform for annuities”. *Economic Letters*. URL: <https://doi.org/10.1016/j.econlet.2023.111135>
- 2019 Aryal, G., M. F. Gabrielli, and Q. Vuong (2019) “Semiparametric Estimation of First Price Auction Models”. *Journal of Business and Economic Statistics*.
URL: <https://doi.org/10.1080/07350015.2019.1665530>
- 2019 Aryal, G. and M. F. Gabrielli (2019) “An Empirical Analysis of Competitive Non-Linear Pricing”. *International Journal of Industrial Organization*, Vol. 68.
URL: <https://doi.org/10.1016/j.ijindorg.2019.102538>
- 2017 Gabrielli, M. F. and M. Serio (2017), “Testing Assortative Mating: Evidence from Argentina”, *Economics Analysis Review*, Vol. 32, No. 2. URL: <http://www.rae-ear.org/index.php/rae/article/view/578>
- 2014 Alejo, J., M.F. Gabrielli and W. Sosa-Escudero (2014), “The Distributive Effects of Education: An Unconditional Quantile Regression Approach”, *Economic Analysis Review*, Vol. 29, No. 1. URL: <http://www.rae-ear.org/index.php/rae/article/view/400>
- 2014 Gabrielli, M. F. (2014). “Econometrics of Auctions: a survey of the theoretical and applied literature”, *Revista Económica*, Vol. LX. URL: <https://revistas.unlp.edu.ar/Economica/article/view/5349>

- 2013 Aryal, G. and M.F. Gabrielli (2013), “Testing for Collusion in Asymmetric First-Price Auctions”, *International Journal of Industrial Organization*, No. 31. URL: <http://dx.doi.org/10.1016/j.ijindorg.2012.10.002>
- 2013 Gabrielli, M. F. (2013). “Detecting Collusion on Highway Procurement”, *Revista Económica*, Vol. LIX. URL: <https://revistas.unlp.edu.ar/Economica/article/view/5355>
- 2016 Gabrielli, M.F. and A. Lazzarini (2016), “Tipo de cambio y rentabilidad en la industria manufacturera Argentina: Un análisis a partir de los datos de la Central de Balances del BCRA”, *Documentos de Proyecto, CEPAL*. URL: <http://www.cepal.org/es/publicaciones>
- 2017 Gabrielli, M. F. (2017). “Lecture Notes: Advanced Microeconomics” (in Spanish), Editorial FCE-UNCuyo, August.
- 2004 Gabrielli, M.F, G. McCandless and J. Rouillet (2004), “The intertemporal relation between money and prices: Evidence from Argentina”, *Cuadernos de Economía* Vol. 41, No. 123. URL: <http://www.scielo.cl/pdf/cecon/v41n123/art02.pdf>
- 2003 Gabrielli, M.F, G. McCandless and J. Rouillet (2003), “Determining the causes of bank runs in Argentina during the crisis of 2001”, *Economic Analysis Review*, Vol. 17, No. 1. URL: <http://www.rae-ear.org/index.php/rae/article/view/25>

WORKING PAPERS IN PROGRESS

1. “Market Power in the Liquid Fuels Wholesale Chain in Argentine: An Empirical Analysis” (with Verónica Culós, Marcos Herrera Gómez and Manuel Willington, under revision).
2. “Determinants of the Use and Abuse of Sick Leave in Chile” (with Edmundo Beteta and Manuel Willington, under revision).
3. “Navigating Macroeconomic Turbulence: Asymmetrical Responses in Multi-Sided Platforms” (with Ángel Sevil, Manuel Willington and Roberto Vassolo)
4. “Designing and Annuity Markets with Two-sided Private Information” (with Gaurab Aryal, Eduardo Fajnzylber and Manuel Willington)
5. “The price of annuitization” (with Eduardo Fajnzylber and Manuel Willington).

6. The Effect of Risk Aversion on the Equity Share Distribution in the Entrepreneur and Venture Capital Contract (with Marcos Vergara).
7. “Alternative mechanisms to auction Chilean annuities” (with Manuel Willington).

WORKING PAPERS

1. Gabrielli, M.F. and R. Latorre (2013), “Mensajes colusivos en subastas con costos de entrada”, *Anales AAEP*.
URL: <http://www.aaep.org.ar/anales/works/works2013/gabrieli.pdf>
2. Gabrielli, M.F. and J. Rouillet (2003), “Growing Unhappy?: An Empirical Approach”, *MIMEO, Central Bank of Argentina*.
3. Gabrielli, M.F. and E. Grubisic (2002), “Mecanismos de transmisión de la Política Monetaria a nivel sectorial: Evidencia para Argentina”, *Working Paper, Central Bank of Argentina*.
URL: <http://www.bcra.gov.ar/pdfs/invest/Gabrielli-Grubisic.pdf>
4. Cohen Sabban, V., G. Escudé and M.F. Gabrielli (2001), “Evolución del tipo de cambio real en la Argentina en los últimos 10 años”, *Technical Note 11, Central Bank of Argentina*.
URL: <http://www.bcra.gov.ar/pdfs/invest/notas11.pdf>
5. Gabrielli, M. F., G. McCandless and T. Murphy (2001), “Modelos econométricos de predicción macroeconómica en la Argentina”, *Working Paper 19, Central Bank of Argentina*.
URL: <http://www.bcra.gov.ar/pdfs/invest/trabajo19.pdf>

OTHER PAPERS

1. Aryal, G. and M.F. Gabrielli (2012), “Detecting Collusion in First-Price Auctions with Entry”, *MIMEO, Australian National University and Conicet*.
2. Aryal, G. and M.F. Gabrielli (2011), “Model Selection in Auctions with Pseudo Data”, *MIMEO, Australian National University and Conicet*.

3. Bierens H. and M.F. Gabrielli (2008), “A GMM Approach to Co-integration”, *MIMEO, PSU*.

Short Research Visits

2011	Australian National University, July 2011.
2014-2015	University of Chicago, February 2014 and May 2015.
2016-2017	University of Virginia, June 2016 and February 2017.
2018-2019	Universidad Adolfo Ibañez, Santiago de Chile.

Teaching

I- ACADEMIC INSTITUTIONS

UNIVERSIDAD DEL DESARROLLO (UDD), SANTIAGO – CHILE

2020-	Industrial Organization (advanced undergraduate): Course with focus in the workings of markets and industries, in particular the way firms compete with each other, the study of how markets operate, price competition, product positioning and the case of oligopoly.
2021-	Microeconomics (undergraduate): Basic course of Microeconomic Theory. Demand and Preferences, Production Functions and Costs Functions. Competitive Markets and Monopolies.
2020-	Game Theory (PhD course): The course covers topics such as epistemic foundations, higher order beliefs, bargaining, repeated games, reputation, supermodular games, and global games. It also introduces cooperative solution concepts and non-cooperative foundations.
2021-	Empirical Methods in Industrial Organization (PhD course): This course is about recent progress in the empirical analysis of IO typical research questions. In particular the structural analysis of auction data, non-parametric methods and structural estimation of demand in differentiated product markets are detailed covered.
2025-	Economoetrics (PhD course): This course aims to provide a thorough training in basic econometric methods to enable students to critically asses applied work and conduct their own quantitative research.

UNIVERSIDAD DE SAN ANDRÉS (UDESA), BUENOS AIRES – ARGENTINA

2022	Invited Professor: Econometrics (undergraduate)
2021	Invited Professor: Game Theory (undergraduate)
2013, 2015-	Invited Professor: Empirical Methods in IO (graduate)

UNIVERSIDAD NACIONAL DE CUYO (UNCUYO), MENDOZA – ARGENTINA

2017-	Mathematical Economics (advanced undergraduate)
2009-2017	Advanced Macroeconomics (undergraduate)
2009-2017	Microeconomics (PhD course)
2017	Econometrics of Auctions (PhD Course)

UNIVERSIDAD ALBERTO HURTADO (UAH - ILADES), SANTIAGO DE CHILE

2016-2017	Invited Professor: Econometrics of Auctions (graduate).
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UNIVERSIDAD NACIONAL DEL SUR (UNS), BAHÍA BLANCA – ARGENTINA

2018	Invited Professor: Econometrics (graduate)
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UNIVERSITY OF WISCONSIN– EAU CLAIRE, USA

2011, 2016	Guest Lecture on Argentine Economy and Mercosur (course held in Mendoza).
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THE PENNSYLVANIA STATE UNIVERSITY, USA

2008	Teaching Assistant: Advanced Econometrics (graduate).
2005	Graduate Instructor: Money and Banking (undergraduate).
2005	Research Assistant (Joris Pinkse).
2005-2006	Recitation Leader: Intermediate Macroeconomics (undergraduate).
2006-2007	Research Assistant (Quang Vuong).
2006-2008	Graduate Instructor: Introduction to Econometrics (undergraduate).

UNIVERSITY OF CALIFORNIA AT LOS ANGELES (UCLA), USA

2007 Guest Lecture: Statistics (undergraduate).

II- NON-ACADEMIC INSTITUTIONS

COORDINADOR ELÉCTRICO, SANTIAGO DE CHILE

2019 Course name: Detection of Collusion: Empirical Methods.

Advising

THESIS ADVISING: GRADUATE

Silva, Delfina (Master in Economics, advisor), UdeSA, Buenos Aires, Argentina, 2024.

Menta, Bautista (Master in Economics, advisor), UdeSA Buenos Aires, Argentina, 2024.

Ko, Gastón (Master in Management Analytics, advisor), UTDT, Buenos Aires, Argentina, 2023.

Sotero, Fernando (PhD in Economics, co-advisor), UCA, Buenos Aires, Argentina, 2023.

Veas Rojas, Esteban (Master in Economics, committee member), UAI, Santiago, Chile, 2020.

Garay, Ezequiel (Master in Economics, advisor), UdeSA, Buenos Aires, Argentina, 2020.

Culós, Ma. Verónica (PhD in Economics, advisor), FCE-UNCu, Mendoza, Argentina, 2019.

De Borbón, Laura (PhD in Mathematics, co-advisor), Conicet and IMASL, San Luis, Argentina, 2017.

Alonso Valdés González, (Master in Economics, committee member), UAI, Santiago, Chile, 2017.

María Florencia Ruiz Díaz, (Master in Economics, committee member), UNLP, La Plata, Argentina, 2014.

Monserrat Serio, (PhD in Economics, committee member), UNLP. La Plata, Argentina, 2011.

THESIS ADVISING: UNDERGRADUATE

Maximiliano Gutierrez, graduation date August 2017.

Valentina Reig (co-advisor), graduation date August 2017

Sonia Araujo (co-advisor), graduation date August 2017.
Bruno Fagandini Giordano, graduation date August 2016.
Andrés Argüello, graduation date August 2013.
Ulises Serio, graduation date August 2012 (graduated with honors).
Silvina Eirin, graduation date December 2012.

Conferences

Several conferences and meetings attended. Selected list.

EAIRE, Conference, Amsterdam, 2024.
9th ELAEE, Rio de Janeiro, 2024. EAIRE, 50 years Conference, Rome, 2023.
PSU Alumni Conference, State College, 2023.
Jornadas Nacionales de Econometría, UBA, Buenos Aires, 2022.
International IO Conference, Boston (IIOC), 2017, 2019, 2022.
RIDGE IO-Workshop, Virtual, Uruguay, 2021.
Asia Pacific Industrial Organization Conference (APIOC), Tokyo, 2019.
Argentine Economic Association Meeting (AAEP): 2012, 2014-2019, 2024.
LACEA-LAMES Meeting, 2003, 2004, 2017, 2018.
CEA, University of Chile, Santiago de Chile, 2018.
Annual Meeting of the Chilean Economist Society (SECHI), 2017, 2019.
9th IO Workshop –TOI, Maitencillo, Chile, 2016.
UAH- ILADES, Economic Department Seminars, Santiago de Chile, 2016, 2015.
Central Bank of Argentina Seminar Series Buenos Aires, July 2016.
Institute for Applied Mathematics, UNSL, San Luis, Argentina, 2015.
USACH, Economic Department Seminars, Santiago de Chile, 2015.
Jornadas Nacionales de Econometría, UBA, Buenos Aires, 2014.
UNLP, Economic Department Series of Economic Seminars, La Plata, 2013.
Econometric Society Australasian Meeting, Adelaide, South Australia, 2011.
ANU, Research School of Economics Seminar Series, Canberra, Australia, 2011.
Conference on Auctions and Procurements at PSU, State College, 2008.
PSU and Cornell conference on Macroeconomics, State College, 2007.

Service to the profession

MEMBER OF THE JURY FOR TEACHING APPOINTMENTS

Universidad Nacional del Sur.
Universidad Nacional de Río Negro.

REFeree WORK

Quantitative Economics (QE)
International Journal of IO (IJIO).
International Economic Review (IER)
Journal of Applied Econometrics (JAE)
Empirical Economics (EMEC)
LACEA-LAMES
Canadian Journal of Economics.
Methodology.
Estudios Públicos, Revistas de Políticas Públicas, Santiago de Chile.
AAEP: Asociación Argentina de Economía Política.
Estudios Económicos (UNS, Argentina).
Journal of Econometrics.
Economic Analysis Review (EAR).
Revista Económica (UNLP).
Cuadernos de Economía (Colombia).
Czech Science Foundation.
Emerging Markets Finance and Trade.

MEMBERSHIPS

2020-	REDNIE [Red Nacional de Investigadores en Economía].
2018-	Centro de Estudios para el Desarrollo Humano [Research Center for Human Development], Affiliated Researcher, Universidad de San Andrés.
2012-	Asociación Argentina de Economía Política (AAEP) [Argentine Economic Association].
2014-2018	Member of Board: AAEP.

Consultancy Reports

2016-2018	Analysis of Collusion in the Pharmaceutical Industry in Chile.
2014-2015	Analysis of the Demand for Cigarettes in Mexico.

Research Grants

2019-2022	PICTO No. UUMM-2019-00005, ANPCYT.
2015-2020	PIP No. 112 201 1501 00760, Conicet.
2013-2015	PIP No. 112 201 101 00758, Conicet.
2013-2015	PI No.D006, UNCuyo.
2011-2013	PI No.D182, UNCuyo.

Languages

Spanish: Excellent (mother tongue).

English: Excellent (speak, read and write very fluently).

German: Good (read, speak and write fairly well).

Italian: Good (read, speak and write fairly well).

Last updated: May 2, 2025