

DIANA MOREIRA

Department of Economics
University of California, Davis
One Shields Avenue
SSH 1140
Davis, CA, 95616

<http://www.dianamoreira.com/>
dsmoreira@ucdavis.edu
Phone: +1 530-754-1553

Employment	University of California, Davis (UC Davis) Department of Economics, Assistant Professor	2017-present
Other Affiliations	BREAD, Affiliate Weiss Family Fund, Invited researcher J-PAL, Invited Researcher for Governance & Post-Primary Education Initiatives J-PAL, Invited Researcher for the Latin American office CEGA, Faculty Affiliate Lemann Fellow	2021-present 2020-present 2020-present 2019-present 2019-present 2016-present
Previous Employment	World Bank Headquarters Consultant, Latin America and Caribbean Region Consultant, South Asia Region Fiducia Asset Management Intern	2009-2010 2010-2011 2005-2006
Education	Harvard University Ph.D. in Business Economics Thesis: Governance and Organization Limitations on the Delivery of Education Catholic University of Rio de Janeiro (PUC-Rio) M.A. Economics IBMEC-RJ B.A. Economics	2017 2009 2007
Publications	“Political Turnover, Bureaucratic Turnover and the Quality of Public services” (with Mitra Akhtari and Laura Trucco) [link] <i>American Economic Review</i> , <i>Forthcoming</i> “How Research Affects Policy: Experimental Evidence from 2,150 Brazilian Municipalities” (with Jonas Hjort, Gautam Rao, Juan Santini) [link] <i>American Economic Review</i> , VOL. 111, NO. 5, May 2021 “Corrupting Learning: Evidence from Missing Federal Education Funds in Brazil” (with Claudio Ferraz and Frederico Finan), <i>Journal of Public Economics</i> , October 2012, Vol.96, Issues 9-10: 712-726. [link] “The Performance of Brazil in the WTO’s Dispute Resolution System ” (with Emanuel Ornelas) <i>Economia</i> 9(2), 265-284, May/August 2008 [link]	
Working Papers	“Civil Service Reform and Organizational Practices: Evidence from the 1883 Pendleton Act” (with Santiago Pérez) [link] <i>submitted</i> “Success Spills Over: How Awards Affect Winners’ and Peers’ Performance in Brazil” [link] formerly distributed as “Recognizing Performance: How Awards Affect Winners’ and Peers’ Performance in Brazil”	
Selected Work in Progress	“Who Benefits from Meritocracy?” (with Santiago Pérez) Abstract. Does screening applicants using exams hurt or help the chances of candidates from disadvantaged backgrounds? Although a common critique to exams is that they might negatively impact the chances	

of applicants from poorer backgrounds, exams might replace other more discretionary criteria in which such applicants are at an even worse disadvantage. We answer this question using evidence from the 1883 Pendleton Act, which introduced competitive exams for selecting some employees in the US federal government. While the reform increased the representation of “educated outsiders” (individuals with high education but limited connections), it reduced the share of individuals from disadvantaged backgrounds. This decline was driven by an increased representation of the middle class, with limited change in the representation of applicants from upper-class backgrounds. The drop in the representation of workers from poorer backgrounds was stronger among applicants from states with more unequal access to schooling.

“State Paralysis: The Impacts of Procurement Risk on Government Effectiveness” (with Gustavo Fernandes, Guilherme Lichand, Joana Naritomi, Blenda Leite)

Abstract. In this paper we look at a problem emphasized by developing agencies’ practitioners, but researchers have overlooked it: difficulties for local and national governments to spend their budget. We investigate the extent and causes of unspent funds in local government in Brazil. The first part of the paper documents patterns of unspent funds and relates to resources, under-staffing, and compliance concerns. We then investigate one potential explanation for the unspent funds. Anecdotally in Brazil, there is an interesting phenomenon commonly known as the “blackout of the pens,” where officials choose not to spend their budgets because they are afraid of being accused of (unintended) non-compliance with rules in procurement procedures (i.e., procurement risk). In partnership with the association of local governments’ health secretaries, we conduct an experiment with around 1500 secretaries investigating the use of emergency funds. We study the response of secretaries accessing high-quality procurement templates which State Courts of Accounts have endorsed. We investigate their interest and use of templates in government purchases.

“On-the-job Practices and Prosocial Motivation: Empirical Evidence from Volunteers in Brazil” (with Michela Carlana and Raissa Fabregas)

Abstract: Public service delivery often relies on the pro-sociality of bureaucrats, volunteers and non-profit workers. While an active literature studies how recruitment practices changes the “pro-social composition” of recruits, little is known about how on-the-job practices shape pro-social motives. As governments scaled-up operations less flexible systems — monitoring, reduced delegation, and reduced beneficiary-worker contact—are put in place. We investigate how these systems affect pro-sociality. We study volunteer tutors in Brazil and randomly vary the “rigidity” of the system in place and study their pro-social motivation, effort and post-program engagement in pro-social tasks.

Awards, Grants and Fellowships

Society of Hellman Fellows (with Santiago Pérez)	2021-2022
JPAL-Post Primary Education (with M. Carlana and R. Fabregas)	2019-2020
Weiss Family Program Funds (with M. Carlana, R. Fabregas and V. Ponczek)	2019-2020
Lemann Brazil Research Fund (with M. Carlana and R. Fabregas)	2019-2020
CASBS - Stanford Fellowship for Organizations and Their Effectiveness Summer Institute	07/2018
Lemann Fellow	2016-present
Lemann Brazil Research Fund	2018-2019
Harvard dissertation completion fellowship	2016-2017
Lemann Brazil Research Fund	2016-2017
Weiss Family Program Fund	2015-2016
LEAP - Lab for Economic Applications and Policy Research grant	2015-2016
Harvard Business school PhD Fellowship	2011-2016

Seminars

Columbia U, SIPA; U of Chicago, Harris; USC, Department of Economics; UToronto, Department of Economics; UPittsburgh, Department of Economics; IPEA-RJ (Brazil); FGV-EBAP (Brazil) UFPE-PIMES (Brazil)	2021
Cornell U, Department of Economics; Urban Institute; UC Riverside, Department of Economics; CEMFi, Department of Economics (Spain); SBE - Applied Economics (Brazil); U. Chile, Department of Economics (Chile); CAF- Latin America Development Bank (Argentina)	2020
Harvard Kennedy School; UC Berkeley, Haas; Yale University, Department of Economics USC Center for Economic and Social Research; Institute of Applied Economics Research IPEA (Brazil);	2019
MIT, Sloan School of Business; LSE, Government Department (UK); Warwick, Economics Department (UK) ; UBC, Economics Department (Canada), Inter-American Development Bank, Research Department; FGV-EESP, Economics Department (Brazil); PUC-Rio, Economics Department (Brazil); UC-Davis Institute for Social Science;	2018

UC Davis, Economics Department; UCSB, Economics Department; UIUC Economics Department 2017
 George Washington University; Bocconi University, Economics Department (Italy); EIEF (Italy)
 IESE (Spain); FGV-Rio, Economics Department (Brazil); Insper, Economics Department (Brazil);
 UC Davis, joint ARE and Economics department

Papers in Conferences (Attended by me)	NBER SI - Personnel Economics [link] (online)	2021
	NBER SI - DAE (online)	2021
	SIOE Conference (online)	2021
	BREAD - Junior Conference [link] (online)	2021
	ASSA - Chicago (online)	2021
	RIDGE - Public Economics & Political Economy (Lima/online)	2020
	STEG - Political Economy (online) [link]	2020
	NEUDC - Dartmouth (online)	2020
	ASSA - San Diego [link]	2020
	Y-Rise - Cayman Islands [link]	2019
	IADB - RES 25 Years [link]	2019
	NBER Summer Institute Development Economics Workshop	2019
	NBER SI Advancing the Science of Science Funding Conference	2019
	Pacific Conference for Development Economics - USC	2019
	NBER Organization Economics Meetings	2018
	HCEO conference on Social Interactions and Education	2018
	National Tax Association - 110th Annual Conference on Taxation in Philadelphia	2017
	Stockholm School of Economics (SSE)- Public Sector Efficiency in Developing or Transition Countries conference	2017
	Harvard-Stanford-MIT-WB Empirical Management conference	2017
	The Northeast University Development Consortium (NEUDC)	2011-2016

Service

Referee Econ Journals: *Quarterly Journal of Economics, Journal of Political Economy, Review of Economic Studies, American Economic Review, AER: Insights, American Economic Journal: Applied Economics American Economic Journal: Economic Policy Review of Economics and Statistics, Journal of the European Economic Association, Journal of Development Economics, Economic Journal, Economic Development and Cultural Change, Journal of Public Economics, Journal of Human Resources, Journal of Economic Geography, Health Economics, World Development, Economic of Education Review , EconomiA (Brazil).*

Referee Non-econ Journals: *American Political Science Journal, International Public Management Journal*

Scientific Committee:

RIDGE Political Economy [link]	09/2021
Scientific Committee together with Ernesto Dal Bo (UC Berkeley), Claudio Ferraz (UBC), Federico Finan (UC Berkeley), Alvaro Fortaleza (UDELAR) Monica Martinez-Bravo (CEMFi)	
Society for Institution & Organizational Economics (SIOE) [link]	06/2021
Executive Committee member together with 10 other scholars and Robert Gibbons (Chair)	
Brazilian Econometric Society - <i>Encontro Brasileiro de Econometria</i> (Scientific Committee)	12/2018
Pacific Conference for Development Economics - UC Davis (Scientific Committee)	March 2018

Mentoring:

PUC-Rio Woman in Economics Meeting (Brazil)	November 2021
EESP-FGV Woman in Economics Meeting (Brazil)	May 2021
Workshop for 3rd year female economics PhD students in California	September 2019

Media Coverage and Policy Work: [see website](#)

Teaching	Analysis of Economic Data (Undergrad), UC davis	2018-present
	Development as Effective Governments (Graduate), UC davis	2018-present

Teaching Fellow: Public Economics in International Perspective (Graduate)), Harvard Kennedy School of Government (Professor Monica Singhal, 2015); Microeconomics I (Graduate), PUC-Rio (Professor Leonardo Rezende, 2007)