

## Curriculum Vitae

### 1. Address

Department of Economics  
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Princeton University, Princeton NJ 08544  
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### 2. Education

Massachusetts Institute of Technology	Ph.D.	1986
Ecole Nationale des Ponts et Chaussées	Ingénieur	1982
Ecole Polytechnique	Ingénieur	1980

### 3. Employment

Theodore A. Wells 29' Professor of Economics and Public Affairs, Princeton University, Department of Economics and Woodrow Wilson School.	2007-
Professor of Economics and Public Affairs, Princeton University, Department of Economics and Woodrow Wilson School.	1999-
Professor of Economics, New York University.	
Associate Professor of Economics, New York University.	1996-1999
Associate Professor of Economics, MIT.	1994-1996
Assistant Professor of Economics, MIT.	1992-1994
Chargé de Recherches of the Centre National de la Recherche Scientifique (CNRS) at CEPREMAP, Paris, France.	1988-1992
	1986-1988

### 4. Visiting Positions

Visiting Professor, Paris School of Economics and Sciences Po.	2021-2022
Inaugural Research Fellow, CEPR (Centre for Economic Policy Research, Paris)	Spring 2022
Invited Professor, Sciences Po. and Paris School of Economics	2021-2022
Invited Professor, Collège de France, Paris	2017-2018
Invited Professor, Sciences Po., Paris	2017-2018
Inaugural Visiting Fellow, Social Enterprise Initiative at Chicago Booth G.S.B.	Jan. 2015
Visiting Professor, Institute for Advanced Study in Toulouse (France)	2011-2012
Raymond Barre Gastprofessor, Frankfurt University (Germany)	May 2010
Member, School of Social Science, Institute for Advanced Studies	2002-2003
Visiting Professor, IDEI (Toulouse) and CERAS (Paris)	1997-1999
Visiting Professor, Université de Paris X - Nanterre	Fall 1995

### 5. Fellowships, Honors and Grants

Jean-Jacques Laffont Prize 2021, Toulouse School of Economics	2021
Corresponding Member, Académie des Sciences Morales et Politiques, Institut de France	2018-
BRIQ Visting Professor, Bonn	2018-
Senior Fellow, Canadian Institute for Advanced Research in SIIWB and IOG programs	2012-2021

Member, American Academy of Arts and Sciences	2011-
Fellow, Canadian Institute for Advanced Research	2006-2012
Member, Russel Sage Behavioral Economics Roundtable	2005-
Research Fellow, IZA	2005-
Fellow, John Simon Guggenheim Memorial Foundation	2003-2004
Member, Institute for Advanced Studies, Princeton	2002-2003
Senior Fellow, BREAD	2002-
NBER Research Associate (in EFG, DVT and PE programs)	2002-
Fellow of the Econometric Society	1995-
Associate, Institute for Research on Poverty	1994-
CEPR Research Fellow	1992-
NBER Faculty Research Fellow	1991-2001
NSF Grant: "Identity and Ideology: Cognitive Foundations and Policy Implications"	2004-2007
NSF Grant "Egonomics: Self-Confidence, Motivation, and Self- Presentation in Social and Economic Interactions"	2001-2004
NSF Grant "Income Distribution, Aggregate Efficiency, and the Social Contract"	1996-1999
NSF Grant "Human Capital, Social Partitions, Cities, and Growth"	1992-1994
NSF Grant "Efficiency and Macroeconomic Consequences of Deterministic and Stochastic Inflation"	1990-1992

## 6. Invited Lectures

Monash Lecture, Monash University, Melbourne, Australia (remotely), March 2022.

Keynote lecture, ADRES, Paris, January 2021.

Jean-Jacques Laffont Prize Lecture, Toulouse School of Economics, December 2021.

Keynote speaker, Conference on "Social Image and Moral Behavior," Reinhard Selten Institute, Köln University, June 2021.

Keynote speaker, Early-Career-Behavioral Economics Conference, June 2021

Keynote speaker, World Congress of the Economic Science Association, September 2020.

Keynote speaker, Conference on "The Economic History of Religion," Northwestern University, October 2018.

Series of four Public Lectures at the Collège de France, Paris, November-December 2017.

Keynote lecture, CESIFO and CRC Conference on Behavioral Economics, Munich, October 2017.

University-wide Economics Public Lecture, Bloomsburg University of Pennsylvania, Bloomsburg, November 2016.

Keynote lecture, Arne Ryde Workshop on "Identity, Image and Economic Behavior," University of Lund, Sweden, October 2016.

Invited session on "Adances in Game Theory," Annual Congress of the European Econometric Society, Zurich, August 2016.

Keynote lecture, Conference on "The Economics of Markets and Organizations," University of Toronto May, 2016.

Invited UBS Lecture, ETH Zurich, March 2016.

IEPR Distinguished Lecture, University of Southern California, December 2015.

Keynote Speaker, Workshop on Economic Governance and Social Preferences, Tilburg University (Netherlands), September 2015.

Invited Lecture, Trento Festival of Economics, Trento, Italy, June 2015

Inaugural Tony Atkinson Lecture, London School of Economics, October 2014.

Jean-Jacques Laffont Lecture, Annual Meeting of the French Economic Association, Lyon, June 2014.

Keynote speaker, Annual Meeting of the Management Accounting Section of the American Accounting Association, Orlando, January 2014.

Invited session on “Game Theory and Psychology”, Annual Congress of the European Economic Association, Gothenborg, Sweden, August 2013.

Keynote lecture, congress of the French Association for Experimental Economics, Lyon, June 2013.

Keynote lecture, Maastricht Behavioral and Experimental Economics Symposium, Maastricht, June 2012

Keynote lecture, Behavioral Decision Research in Management conference, Pittsburgh, June 2010

Raymond Barre Lecture, Frankfurt University, Frankfurt, May 2010.

Toulouse Lectures, Toulouse School of Economics, France, December 2009.

Invited Lecture, Trento Festival of Economics, Trento, Italy, May 2009.

Francois-Albert Angers Lecture, Annual Congress of the Société Canadienne de Sciences Economiques, Saint-Adele, Canada, May 2009.

Deutsche Bank Lecture, Goethe University, Frankfurt, June 2008.

Joseph Schumpeter Lecture, Annual Congress of the European Economic Association, Budapest, August 2007.

Special invited session on Economics and Psychology, Annual Congress of the European Econometric Society, Vienna, August 2006.

Memorial Lecture in honor of Giorgio Gagliani, Università di Cassino, Italy, June 2006.

Invited Lecture for the 75<sup>th</sup> Anniversary of the Institute for Advanced Study (School of Social Science), Princeton, November 2005.

Bank of Canada Lecture, Annual Congress of the Société Canadienne de Sciences Economiques, Charlevoix, Canada, May 2005.

Keynote speaker, conference on “Economic Growth and Distribution: On the Nature and Causes of the Wealth of Nations,” Pisa, Italy, June 2004.

Special invited session on “Human Capital and Inequality”, Jan Tinbergen Centenary Conference, University of Rotterdam, April 2003.

Invited session on “The Dynamic of the Welfare State,” Meetings of the European Economic Association, Venice, August 2002.

Keynote speaker, Conference “Journées d’Economie Publique Louis-Andre Gérard-Varet,” (Public Economics Conference in honor of the late Louis-André Gérard-Varet), Marseille, France, July 2002.

Special invited session on “Growth and Human Capital,” Meetings of the Latin American Econometric Society, Sao Paolo, July 2002.

Keynote speaker, Symposium on “Intergenerational Transfers,” University of Indiana-Bloomington, September 6-7, 2001.

Keynote speaker, Conference “Théories et Méthodes de la Macroéconomie,” (Theories and Methods in Macroeconomics) Marseille, France, June 1998.

## 7. Professional Activities

Co-Editor (2 terms), <i>American Economic Review</i>	Oct. 2014 - Dec. 2020
Associate Editor, <i>Journal of the European Economic Association</i>	2003-2010
Associate Editor, <i>Journal of Public Economics</i>	2000-2006
Associate Editor, <i>QR Journal of Macroeconomics</i>	2000-
Associate Editor, <i>Quarterly Journal of Economics</i>	1997-2001

Foreign Editor, <i>Review of Economic Studies</i>	1993-2001
Associate Editor, <i>Journal of Economic Growth</i>	1995-
Overseas Associate Editor, <i>European Economic Review</i>	1994-2000
Associate Editor, <i>Macroeconomic Dynamics</i>	1997-2009
Editorial Board Member, <i>Annales d'Economie et de Statistique</i>	1993-2002
Member of the Scientific Council, Toulouse School of Economics	2019-
Member of the Board, Einaudi Institute for Economics and Finance, Rome	2017-
Member of the Scientific Council, CEPREMAP - Paris School of Economics	2014-
Member of the Steering Committee, Institute for Advanced Research in Toulouse	2010-
Member of Russell Sage Foundation's Behavioral Economics Roundtable	2005-
Member, Scientific Advisory Board, CREI (U. Pompeu Fabra)	1999-2006
Associate, Economic Research Network on Identity, Norms and Narratives (ERINN)	2017
Associate, Theoretical Research in Development (ThRed) network	2015-
Member of CIFAR's research network on Institutions, Organizations and Growth	2009-
Member of CIFAR's research network on Social Interactions, Identity and Well-Being	2006-
Member of MacArthur Foundation's research network on "Inequality and Economic Performance"	1996-1995-
Co-Organizer, NBER group on "Income Distribution and Macroeconomics"	
Program Committee Member for the 2010 Meetings of the Econometric Society	2009
Co-organizer, conference on "Recent Developments in Research on Intergenerational Economic Mobility, Edinburgh	2008
Program Committee Member for the 2009 Meetings of the American Economic Association	2008
Co-organizer, BRIQ Conference on "Moral Reasoning in Economics"	2017
Co-organizer, CEPR-Russel Sage Foundation Summer Institute and CEPR-IDEI Conference on "Psychology and Economics," Toulouse	2005
Head of External Review Committee for Universit a Bocconi's Department of Economics	2004
Co-organizer, CEPR-ESF-ADRES conference on "Economics and Psychology", Toulouse	1999
Program Committee Member, Congress of the European Economic Association	1998
Committee Member for the Hicks-Tinbergen medal of the European Economic Association	1998
Organizer of an invited session on "New Theories of Inequality" at the Congress of the European Economic Association	1997

## 8. Referee for

American Economic Journal (Macro and Micro), American Economic Review, American Journal of Political Science, Annales d'Economie et de Statistique, American Political Science Review, Axa Research, Canadian Journal of Economics, Economic Journal, Econometrica, Economic Journal, Economica, European Economic Review, European Research Council, European Science Foundation, Games and Economic Behavior, Israeli Science Foundation, Journal of Economic Behavior and Organization, Journal of Development Economics, Journal of Economic Theory, Journal of Law and Economics, Journal of Law, Economics and Organization, Journal of Labor Economics, Journal of Money, Credit and Banking, Journal of Political Economy, Journal of Politics, Journal of Public Economics, Journal of Urban Economics, Management

Science Review, National Science Foundation, Netherlands Organization for Scientific Research, Psychological Review, Quarterly Journal of Economics, Rand Journal of Economics, Review of Economic Studies, Review of Economics and Statistics, Revue Economique, Social Sciences and Humanities Research Council of Canada.

## 9. Publications

1. “Environmental Preferences and Technological Choices: Is Market Competition Clean or Dirty?”, with Philippe Aghion, Ralf Martin, and Alexandra Roulet. *American Economic Review: Insights* (2023), 5, 1-20 (lead article).
2. “Forbidden Fruits: The Political Economy of Science, Religion and Growth,” with Davide Ticchi and Andrea Vindigni. *Review of Economic Studies*, (2022), 89, 1785-1832.
3. “Image versus Information: Changing Societal Norms and Optimal Privacy,” with S. Nageeb Ali. *American Economic Journal: Microeconomics* (2020), 12(3): 116-164
4. Discussion of “Understanding the Great Gatsby Curve” by Durlauf and Sheshadri, *NBER Macro Annual 2017*, NBER Macro Annual (2017), M. Eichenbaum and J. Parker, eds, Vol. 32, 394-406.
5. “Mindful Economics: The Production, Consumption and Value of Beliefs,” with Jean Tirole, *Journal of Economic Perspectives*, 30(3), Summer (2016), 30(3), 141-164. Reprinted in “21st Century Economics Economic Ideas You Should Read and Remember,” Bruno S. Frey and Christoph A. Schaltegger eds. (2019), Springer.
6. “Bonus Culture: Competitive Pay, Screening and Multitasking,” with Jean Tirole, *Journal of Political Economy*, (2016), 124(2), 305-370. (Lead article).
7. “The Economics of Motivated Beliefs,” Jean-Jacques Laffont Lecture, *Revue d’Economie Politique* (2015), 125(5), 665-685.
8. “Religion and Innovation,” with Davide Ticchi and Andrea Vindigni, *American Economic Review: Papers and Proceedings* (2015), 105(5), 346-351.
9. “Groupthink: Collective Delusions in Organizations and Markets,” *Review of Economics Studies* (2013), 80, 429-462. (Lead article).
10. “Identity, Morals and Taboos: Beliefs as Assets,” with Jean Tirole, *Quarterly Journal of Economics*, 126 (2011), 805-855.
11. “Individual and Corporate Social Responsibility,” with Jean Tirole, *Economica*, 77 (2010), 1-19. Reprinted in “The Economics of Corporate Social Responsibility,” Abigail McWilliams, ed., The International Library of Critical Writings In Economics (Mark Blaug ed.), Edward Elgar.
12. “Over My Dead Body: Bargaining and the Price of Dignity,” with Jean Tirole, *American Economic Review: Papers and Proceedings*, 99(2), (2009), 459-465.
13. “The French Zones D’Education Prioritaire: Much Ado About Nothing?”, with Francis Kramarz and Corinne Prost, *Economics of Education Review*, 28 (2009), 345-356.
14. “Ideology,” Joseph Schumpeter Lecture, *Journal of the European Economic Association*, (2-3), (2008), 321-352.
15. “Incentives and Prosocial Behavior,” with Jean Tirole, *American Economic Review*, 96(5), December (2006), 1652-1678.  
Reprinted in “Corporate Sustainability,” Thomas P. Lyon, Daniel Diermeier and Glen Dowell eds., SAGE Library in Business and Management, SAGE Publications (2014), forthcoming.

16. "Belief in a Just World and Redistributive Politics," with Jean Tirole, *Quarterly Journal of Economics*, 121(2) (2006), 699-746.  
Reprinted in "The Economics of Fairness," A. Cappelen and B. Tungodden, eds. The International Library of Critical Writings In Economics (Mark Blaug ed.), Edward Elgar, (2018).
17. "Inequality, Technology, and the Social Contract," in *Handbook of Economic Growth*, P. Aghion and S. Durlauf eds., North-Holland: Chapter 25, 1595-1638 (2006).
18. "Self-Control in Peer Groups," with Marco Battaglini and Jean Tirole, *Journal of Economic Theory*, 112 (4), (2005), 848-887.
19. "Zones d'Education Prioritaire : Quels Moyens Pour Quels Résultats?" ("Priority Education Zones: What Resources for What Results?"), with Francis Kramarz and Corinne Prost, *Economie et Statistique*, 380 (2005), 3-29.
20. "Willpower and Personal Rules," with Jean Tirole, *Journal of Political Economy*, 112(4), (2004), 848-887.  
Reprinted in "The New Behavioral Economics", Elias L. Khalil, ed. The International Library of Critical Writings In Economics (Mark Blaug ed.), Edward Elgar (2009).
21. "Intrinsic and Extrinsic Motivation," with Jean Tirole, *Review of Economic Studies*, 70(3) (2003), 489-520.  
Included by the Review of Economic Studies in its July 2013 "virtual issue" of 11 most influential papers over its last 60 years.  
Reprinted in "The New Behavioral Economics", Elias L. Khalil, ed. The International Library of Critical Writings In Economics (Mark Blaug ed.), Edward Elgar, (2009). Reprinted in "The Economics of Environmental Policy: Behavioral and Political Dimensions", Thomas Sterner and Jessica Coria eds., The International Library of Critical Writings in Economics (Mark Blaug ed.), Edward Elgar.
22. "Trust, Coordination, and the Industrial Organization of Political Activism," with Marco Battaglini, *Journal of the European Economic Association*, 1(4) (2003), 851-889.
23. "Human Capital, Technical Change, and the Welfare State", *Journal of the European Economic Association*, 1(2) (2003), 522-532.
24. "Self-Confidence and Personal Motivation," with Jean Tirole, *Quarterly Journal of Economics*, 117(3) (2002), 871-915.  
Reprinted in "The New Behavioral Economics", Elias L. Khalil, ed. The International Library of Critical Writings In Economics (Mark Blaug ed.), Edward Elgar, and in "Psychology, Rationality and Economic Behaviour: Challenging Standard Assumptions," B. Agarwal and A. Vercelli eds., International Economics Association Series, Palgrave- Macmillan.
25. "Dynamic Inconsistency and Self-Control: A Planner-Doer Interpretation," with Marek Pycia, *Economics Letters*, 77(3) (2002), 419-424.
26. "Tax and Education Policy in a Heterogeneous Agent Economy: What Levels of Redistribution Maximize Growth and Efficiency?", *Econometrica*, 70 (2002), 481-517.
27. "Self-Knowledge and Self-Regulation: An Economic Approach," with Jean Tirole, in *The Psychology of Economic Decisions : Volume One: Rationality and Well-Being*, I. Brocas and J. Carrillo eds. Oxford University Press, (2002), 137-167.

28. "Social Mobility and the Demand for Redistribution: the POUM Hypothesis," with Efe Ok. *Quarterly Journal of Economics*, 116 (2001) 447–487.
29. "Unequal Societies: Income Distribution and the Social Contract," *American Economic Review*, 90 (2000), 96–129.  
Reprinted in "The New Economics of Rising Inequalities," D. Cohen, T. Piketty and G. Saint-Paul eds., Oxford University Press, (2002), 285–330. Reprinted also in "Recent Developments in Growth Theory," D. Acemoglu ed., The International Library of Critical Writings in Economics (Mark Blaug ed.), Edward Elgar.
30. "Meritocracy, Redistribution and the Size of the Pie," in *Meritocracy and Inequality*, Kenneth Arrow, Samuel Bowles and Steven Durlauf eds., Princeton University Press, 2000: 317–339.
31. "Inequality and Growth," *NBER Macroeconomics Annual 1996*, Ben Bernanke and Julio Rotemberg eds. MIT Press, 11–74.
32. "Heterogeneity, Stratification and Growth: Macroeconomic Implications of Community Structure and School Finance," *American Economic Review*, 86 (1996), 584–609.
33. "Equity and Efficiency in Human Capital Investment: The Local Connection," *Review of Economic Studies*, 62 (1996), 237–264.
34. "Quelques Effets de la Décentralisation sur les Structure Urbaines et le Système Educatif" (Some Effects of Decentralization on Urban Structure and the Education System), *Revue Economique*, 46 (1995), 595–604.
35. "On Inflation and Output with Costly Price Changes: A Simple Unifying Result," with Jerzy Konieczny, *American Economic Review*, 84 (1994), 290–297.
36. "Human Capital, Inequality and Growth: A Local Perspective," *European Economic Review*, 38 (1994), 817–826.  
Reprinted in "Recent Developments in Urban and Regional Economics," P. Cheshire and G. Duranton eds, The International Library Of Critical Writings In Economics (Mark Blaug ed.), Elsevier.
37. "Workings of a City: Location, Education, and Production," *Quarterly Journal of Economics*, 108 (1993), 619–652.  
Reprinted in "Income Distribution", Michael Sattinger ed., The International Library of Critical Writings in Economics (Mark Blaug ed.), Edward Elgar, 2001.
38. "Search Market Equilibrium, Bilateral Heterogeneity, and Repeat Purchases," *Journal of Economic Theory*, 60 (1993), 140–158.
39. "Search with Learning from Prices: Does Increased Inflationary Uncertainty Lead to Higher Markups?," with Robert Gertner. *Review of Economic Studies*, 60 (1993), 69–95.
40. "History Versus Expectations: A Comment," with Kiyoji Fukao, *Quarterly Journal of Economics*, 108 (1993), 535–542.
41. "Using Privileged Information to Manipulate Markets: Insiders, Gurus, and Credibility," with Guy Laroque, *Quarterly Journal of Economics*, 107 (1992), 921–948.
42. "Inflation and Efficiency in Search Markets." *Review of Economic Studies*, 59 (1992), 299–330.  
Reprinted in "Optimal Pricing, Inflation and Costs of Price Adjustment," E. Sheshinski and Y. Weiss eds., MIT Press, 1993.

43. "Inflation and Markups: Theories and Evidence from the Retail Trade Sector," *European Economic Review*, 36 (1991), 566-574.
44. "Comment on the Welfare Costs of Moderate Inflation," *Journal of Money, Credit and Banking*, 23 (1991), 504-513.
45. "Optimal Price Dynamics and Speculation with a Storable Good," *Econometrica*, 57 (1989), 41-80.
46. "Search, Price Setting, and Inflation," *Review of Economic Studies*, 55 (1988), 353-376. (*Lead article*).  
Reprinted in "Optimal Pricing, Inflation and Costs of Price Adjustment," E. Sheshinski and Y. Weiss eds., MIT Press, 1993.
47. "Le Modèle d'Optimisation Dynamique de la Consommation et de l'Offre de Travail: Un Test sur Données Françaises," (Intertemporal Optimization of Consumption and Labor Supply: A Test on French Data), *Annales de l'INSEE*, 57 (1985), 75-97.
48. "La Corée du Sud ou l'Industrialisation Planifiée," (South Korea: a Planned Industrialization) *Economie Prospective Internationale*, La Documentation Française, 10 (1982), 13-156.

#### 10. Edited Books

1. *Understanding Poverty*. With Abhijit Banerjee and Dilip Mookherjee, Oxford University Press (2006).

#### 11. Working Papers

1. "Ends versus Means: Kantians, Utilitarians, and Moral Decisions," with Armin Falk and Luca Henkel. NBER Working Paper 32073, January 2024.
2. "It Hurts to Ask", with Ania Jaroszewicz and George Loewenstein. NBER Working Paper 30486, September 2022.
3. "Offering, Asking, Consenting, and Rejecting: The Complexities of Seeking and Giving Help", with Ania Jaroszewicz and George Loewenstein. Princeton University mimeo, December 2023.
4. "Narratives, Imperatives, and Moral Persuasion." NBER Working Paper 24798, July 2018. R&R at the *Review of Economic Studies*.
5. "Eliciting Moral Preferences: Theory and Experiment", with Armin Falk, Luca Henkel and Jean Tirole. Mimeo, March 2020.
6. "Laws and Norms", with Jean Tirole, NBER Working Paper 17579, November 2011.
7. "Mobility as Progressivity: Ranking Income Processes According to Equality of Opportunity," with Efe Ok. NBER Working Paper 8431, August 2001.



## 12. Ph.D dissertation advisees

1. Princeton University: Gad Levanon, Sebastian Ludmer, Moses Shayo, Shantanu Mukherjee, Kevin Amonlirdviman, Philipp Sadowski, Sambuddha Ghosh, Stephanie Wang, Alice Hsiaw, Uliana Makarov-Popova, Edoardo Grillo, Andrei Rachkov, Glen Weyl, Meixia Zhang, Vadim Iaralov, Lucia Del Carpio, Doron Ravid, Benjamin Young, Diego Santiago, Kyle Chauvin, Franz Ostrizek, Dan McGee, Henry Zhao, Martin Vaeth.

Also on dissertation committee for: (a) Princeton: Joydeep Roy, Lawrence Uren, Chun-Hui Miao, John Smith, Kareen Rozen, Fillipos Papakonstantinou, Nemanja Antic, Shaowei Ke, Kai Steverson, David Dillenberger, Damien Capelle, Korhan Kocak, Chen Zhao, Pellumb Reshidi. (b) Elsewhere: Thomas Mariotti (TSE), Yves Le Yaouanq (TSE), Charles-Louis Sidois, (Sciences Po), Vicky Fouka (Barcelona), Nicolas Bonneton (TSE), Michael Thaler (Harvard), Caroline Liqui Lung (PSE), Brian Jabarian (PSE).

2. New York University: Kim Young Duck, Juan Carlos Echeverry-Garzon, Roberto Perli, Anastasia Pappas.
3. Massachusetts Institute of Technology: Joel Beaulieu, Janice Eberly, Eduardo Engel, David Laibson, Mark Lasky, Serge Moresi.

## 13. Current Research Interests

- Economics and psychology, behavioral economics
- Norms, laws, motivation, incentives, privacy; morality and economics.
- Ideology, social beliefs, economics of religion
- Income distribution and growth, macroeconomics with heterogeneous agents
- Inequality, redistributive policies, social mobility, political economy
- Cities and human capital accumulation, education