

# Guilherme Paiva Pinto

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📄 Job Market Paper (PDF)  
🔗 JMP Interactive Explainer

## RESEARCH INTERESTS

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International Trade; Quantitative Trade Models; Political Economy; Public Finance; Applied Microeconomics; International Economics.

## EDUCATION

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**Indiana University Bloomington** 2020–2026 (expected)  
*PhD in Economics*

- Fields: Quantitative Trade; Applied Microeconometrics; Political Economy.

**Universidade de Brasília (UnB)** Brazil  
*MA in Economics*

**Universidade Federal do Ceará (UFC)** Brazil  
*BA in Economics*

## ACADEMIC APPOINTMENTS & EMPLOYMENT

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**Indiana University Bloomington** Fall 2021–Present  
*PhD Candidate; Associate Instructor; Graduate Assistant (Research)*

- Associate Instructor (Instructor of record) for undergraduate economics courses (typical class sizes 30–75); strong student evaluations; teaching award recognition.
- Research assistantship supporting quantitative trade and policy projects; built reproducible workflows from data assembly to tables and slides.
- Research collaboration with Mostafa Beshkar on projects related to WTO concessions (details available upon request).
- Policy/multidisciplinary collaboration with the Tobias Center via the Disrupted Development research group (details available upon request).

**Inter-American Development Bank (IDB)** Jun 2024–Aug 2024  
*Graduate Intern (Summer Consultant), Data Analyst*

- Built a reusable Boolean query library and documented a workflow for large-scale text extraction for monitoring news and social media, leveraging LLM tools to accelerate iteration and standardize logic.

**United Nations (UN) with OECD and Brazil Ministry of Economy** Aug 2019–Feb 2020  
*Consultant (Contractor), Social Expenditure (SOCX)*

- Built a cleaned and standardized database from Brazil Ministry of Finance sources for OECD SOCX measurement, with technical documentation aligned with international reporting standards.

**BFA Investments** Jan 2019–Aug 2019  
*Economics and Finance Consultant*

- Supported private-sector clients in sustainable energy procurements; coordinated finance-focused research inputs and translated requirements into concise analytical deliverables.
- Produced investment materials and presentations for sustainable energy projects (materials available upon request; primary language Portuguese).

- Monitored fiscal accounts and produced briefings for senior management, focusing on risk assessment and fiscal policy implications.
- Tracked commodity and oil price dynamics and developed short-horizon projections to flag revenue and expenditure risks.
- Contributed to internal and public-facing technical notes and briefing materials produced by the Ministry (titles/details available upon request).

## RESEARCH

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### **Job Market Paper**

#### **Customs Union Stability under External Negotiations**

*2023–2026*

*External Negotiations and Customs Union Stability*

- Structural analysis of internal stability in Mercosur under external trade pressures and persistent exit threats, incorporating external bargaining and asymmetric tariffs.
- Calibrated with sectoral trade data and counterfactual negotiations with the USA, China, and the European Union.
- Main result: smaller members benefit disproportionately (as % of GDP) from bloc negotiations, while larger members face concentrated sectoral losses—a mechanism consistent with a *stable yet stumbling* equilibrium.
- Presented in Portugal, Brazil, and the United States (including the Hoosier Economics Conference); accepted for presentation at the Midwest Trade and Theory (2026).

### **Peer-Reviewed / Forthcoming**

#### **Politics and Public Banks: BNDES Loans to Local Governments in Brazil** *Forthcoming (2025),*

*Economía | LACEA Journal*

*with Mauricio S. Bugarin and Rodrigo Schneider*

- Quantitative political economy of development banking in a federative system (Brazil), studying how federal credit (BNDES) is allocated to municipal governments.
- Develops a framework adapting the Strategic Partisan Transfers Hypothesis (SPTH) to development credit, formalizing interactions across federal, state, and local political alignments.
- Evidence from an extensive panel dataset and a Regression Discontinuity Design (close mayoral elections): “double-aligned” municipalities (aligned with the president but facing an opposition-aligned state) have a higher probability of receiving loans.
- Accepted for presentation at: Latin American Law and Economics (Lawle) 2023 and 2025; Economics and Politics Research Group (EPRG) 2023; Brazilian Econometric Society Meeting (SBE) 2025; Econometric Society European Winter Meeting (EWMES) 2025.

### **Work in Progress**

#### **Tariff Cuts, External Shocks, and Strategic Inputs: The EU–Mercosur Agreement in a Changing World**

*Ongoing project*

- Studies whether the world economy changed in ways that made the long-delayed EU–Mercosur tariff bargain easier to defend.
- Codes Annex 2-A, the product-level tariff schedule, and evaluates it across benchmark economies from 2007 to 2022 in a six-region, 49-sector quantitative trade model.
- Shows that tariff-only aggregate gains are small, while sectoral incidence, external tariff risk, and strategic-input channels are central to the agreement’s renewed economic case.

## Additional projects under construction

### *Political economy and spatial agenda*

- Allocation of public resources for development evaluation and political incentives. Sequence over the Politics and Public Banks paper.
- Geolocalization of shocks and spatial/resources economics, including geographically distributed effects of external trade shocks.

## POLICY & MULTIDISCIPLINARY COLLABORATIONS

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### Disrupted Development Research Group (Tobias Center)

#### *Policy-oriented, multidisciplinary collaboration*

- Contributed to the Disrupted Development research agenda through collaborations connected to the Tobias Center, combining economic analysis with policy and multidisciplinary perspectives.
- Group information: [disrupted-development.github.io](https://disrupted-development.github.io).

## TEACHING

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- Indiana University Bloomington — Associate Instructor / Instructor of record (undergraduate).
- Courses taught (Instructor of Record): ECON B251 — Fundamentals of Economics for Business I; ECON B252 — Fundamentals of Economics for Business II; ECON E252 — Fundamentals of Economics II; ECON E303 — Survey of International Economics; ECON E327 — Game Theory.

## AWARDS & HONORS

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- W. Phillip Saunders Award — Outstanding introductory economics teaching, Indiana University.
- H. H. Crawford Graduate Top-up Fellowship.
- Susan C. Thrasher Fellowship.
- Daniel J. Duesterberg Award for the Studies of Issues of Public Policy and Improvement of Economic Welfare.
- Tobias Center Research Graduate SAA.
- Capes Masters Fellowship.

## SKILLS & ADDITIONAL

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- **Languages:** English (Fluent); Spanish (Advanced); Portuguese (Native).
- **Coding skills:** R, MATLAB, Stata (Advanced); Python, SQL, Qualtrics (Intermediate); Boolean coding;  $\LaTeX$ ; Excel.
- **AI / workflow:** AI-fluent (agents, personalization, IDE routine); applied development and automation for research workflows.
- **Database experience / data work:** Public Finance (Brazil: Finbra, Siconfi, Siston, Sadipem, BNDES); International Trade (UN/OECD/GTAP/IMF); Political Data (Brazil/US); Social Expenditure (UN/OECD/STN); Big Data (Brandwatch/LexisNexis); Social and Economic Data (RAIS, CAGED; IBGE/ECLAC/Census); LLM data modeling and collection.

## CITIZENSHIP & STATUS

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- Nationality: Brazilian.
- Visa (US): F-1 (STEM).
- Note: Additional details regarding visa timeline, work authorization, sponsorship requirements, and European citizenship process/status can be provided upon request.

## ACADEMIC REFERENCES

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### **Mostafa Beshkar**

Associate Professor, Department of Economics, Indiana University  
mbeshkar@iu.edu

### **Gustavo Torrens**

Associate Professor, Department of Economics, Indiana University  
Director, Ostrom Workshop Political Economy Program  
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### **Volodymyr Lugovskyy**

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### **Paul Graf**

Teaching Professor and Teaching Specialist, Department of Economics, Indiana University  
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