

Sara Benetti

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Education

University of British Columbia, Vancouver School of Economics	<i>Vancouver, BC, Canada</i>
Ph.D. in Economics	<i>Expected 2026</i>
Bocconi University	<i>Milan, Italy</i>
M.Sc. in Management (summa cum laude)	<i>2015</i>
B.Sc. in Economics and Social Sciences	<i>2010</i>

Research Experience

Doctoral Researcher <i>University of British Columbia</i>	<i>Vancouver, BC, Canada</i> <i>2020–2026 (expected)</i>
○ Job Market Paper: “The Social Consequences of Technological Change: Evidence from U.S. Electrification and Immigrant Labor.” [Link ↗]	
○ Developed empirical strategies linking newly digitized maps of the US electric grid with census data to study immigrant labor integration and community outcomes.	
○ Additional research projects on immigrant assimilation, labor mobility during the Great Depression, historical conflict, and assimilation policy in Indigenous communities. [Link ↗]	
Research Assistant <i>University of British Columbia</i>	<i>Vancouver, BC, Canada</i> <i>2023–2025</i>
○ Worked with Donn. Feir, Maggie Jones, and Angela Redish on “Indigenous Wealth in the Early 20th Century U.S.”	
Senior Researcher <i>INCAE Business School</i>	<i>Alajuela, Costa Rica</i> <i>2017–2020</i>
○ Led research projects on financial development, firm credit access, and economic resilience. [Link ↗]	
Research Intern <i>Government of South Australia – Department of Premier and Cabinet</i>	<i>Adelaide, SA, Australia</i> <i>2011</i>
○ Conducted research on South Australia’s R&D system (2005–2009), assessing university and research center performance to inform state policy on competitiveness and foreign investment.	

Professional Experience

Senior Human Resources Business Partner <i>INCAE Business School</i>	<i>Alajuela, Costa Rica</i> <i>2017</i>
○ Built strong cross-departmental relations, coordinated the HR team, and designed KPIs to align recruitment with institutional goals.	
○ Developed and implemented innovative hiring processes and tools, reducing response times and improving talent retention.	
Pricing and Provider Relations Executive <i>Sea Cargo Logistics</i>	<i>Alajuela, Costa Rica</i> <i>2014–2016</i>
○ Designed and launched the Pricing and Provider Relations department following organizational diagnosis.	
○ Implemented a standardized pricing process (from receiving requests from the sales team to price benchmarking and preparing customized offers) streamlining operations and supporting sales growth.	
Compliance & Economic Analysis Intern <i>Cattolica Insurance Group</i>	<i>Verona, Italy</i> <i>2011</i>
○ Conducted economic research and authored the main report “Italian Sovereign Debt Crisis: National Balance of Payments, Public Debt, and Financial Market”, simplifying complex data to support Board and top	

management decision-making during the 2011 crisis.

Market Research Intern

Italian-Slovak Chamber of Commerce

Bratislava, Slovakia

2010

- Supported application process for EU-funded projects and conducted market studies for local businesses.

Teaching Experience

University of British Columbia

Undergraduate, Graduate

Vancouver, BC, Canada

- TA, *Introduction to International Trade* (2022–2025)
- TA, *Economics for Public Policy (MPPA)* (2022–2024)
- TA, *Principles of Microeconomics* (2021)

INCAE Business School

MBA, EMBA

Alajuela, Costa Rica

- Instructor, *Economic Analysis: Microeconomics* (2020)
- Instructor, *Quantitative Methods* (2018)
- TA, *Macroeconomics and Global Perspective* (Online, 2021–2025)
- TA, *Economic Analysis: Macroeconomics, Global Economy, Sustainability Management* (2018–2020)

Publications

- *Bank Concentration, Urban Development and Firm Access to Credit in Latin America*, **Finance Research Letters** (2023). [\[Link ↗\]](#)
- *International Negotiation Prototypes: The Impact of Culture*, **Journal of Business Research** (2023). [\[Link ↗\]](#)
- *Distributive/Integrative Negotiation Strategies in Cross-Cultural Contexts*, **Journal of Management & Organization** (2021). [\[Link ↗\]](#)

Conferences & Presentations (selected)

- ASSA Annual Meeting (2026, scheduled)
- ASREC Europe (Copenhagen, 2025)
- Canadian Economic Association Annual Meetings (2025)
- CESifo Venice Summer Institute (2025)
- Economic History Association Annual Meeting (poster, 2025)
- NBER – Linking Historical Data Sources for Small Populations (2025)
- NBER Summer Institute – Development of the American Economy (poster, 2025)
- University of Maryland, Baltimore County (invited seminar, 2025)
- Urban Economics Association North America Meeting (2025)

Awards & Fellowships

- Cambridge University Press Dissertation Fellowship, EHA (2025–2026)
- Stone Centre Ph.D. Fellowship (2025–2026)
- President's Academic Excellence Award, UBC (2020–2026)
- Multiple UBC Graduate Scholarships (2020–2025)

Skills & Additional Information

- **Languages:** English (proficient), Italian (native), Spanish (proficient), German (basic), French (basic)
- **Technical:** Stata, R, GIS, data digitization, IPUMS full-count census data, Compustat
- **Nationality:** Italian; Canadian Permanent Resident