

Pablo M. Guzmán Lizardo

PhD Candidate in Business Administration at the Stanford Graduate School of Business
655 Knight Way, Stanford, CA 94305, USA

✉ pablo.guzmanlizardo@stanford.edu 🌐 pablo.guzmanlizardo.com | Updated: Mar. 29, 2026

EDUCATION

Stanford Graduate School of Business *PhD Candidate in Business Administration* 2021 - Present
Main concentration: Political Economics.

Secondary fields: Public Economics, Development Economics

Committee: Katherine Casey (principal advisor), Caroline Hoxby, Beatriz Magaloni-Kerpel, Juan Carlos Suárez Serrato, Gregory Martin.

McGill University, *B.A. Economics and B.A. Political Science* 2017-2021

First Class Honours in Political Science, First Class Honours in Economics, Minor Concentration in Mathematics. Dean's Honour List.

RESEARCH PAPERS

Unlocking Tax Compliance: Enforcement and Religious Normative Appeals ([Latest draft](#))

Co-authored with Wilson Prichard and Niccolò Meriggi

We conduct a field experiment within a property tax reform in Sierra Leone to test two hypotheses on converting digital tax tools into compliance. First, rather than marginally boosting general perceptions of enforcement among taxpayers, governments must implement targeted tax enforcement itself. Second, enforcement can be complemented by leveraging local social structures that shape taxpayers' behavior. We test these hypotheses through two interventions. The first is an enforcement program involving enforcement notices, court hearings chaired by traditional chiefs, and penalties implemented by the local government. The second is a public campaign where religious authorities motivated taxpayers to comply with the tax through direct door-to-door visits using normative appeals and references to religious scripture. Each treatment is allocated following a factorial experiment design and we exploit variation in geographic treatment saturation to evaluate spillovers. We find that enforcement action increases the compliance rate by 53.4 p.p. This is 16 times the average effect in the main literature on compliance. The visits by religious leaders increased compliance by 4.9 p.p. Both interventions cause spillovers from treated property owners towards their neighbors. Finally, survey data on over 6,000 property owners suggests substantive improvements in taxpayers perceived credibility of enforcement and peer compliance, willingness to comply with the tax, and legitimacy of compliance.

WORK IN PROGRESS

Strategic Delivery of Information about Tax Enforcement

Together with Wilson Prichard and Niccolò Meriggi

We evaluate how information about local government enforcement action is transmitted across the city of Kenema, Sierra Leone, and ultimately leads to tax compliance. Working with the Sierra Leone Association of Journalists and with the Kenema City Council we deliver information about an ongoing property tax enforcement program to property owners in default, in the form of a journalistic pamphlet. We evaluate both the direct and indirect effect of receiving the pamphlet on tax compliance by delivering the pamphlets following a Saturation Experimental Design. In some

regions of the city, 80% of property tax defaulters received the pamphlets. In other regions, only 40% of property tax defaulters received it. Yet in a third type of region, no property tax defaulter received the pamphlet. We find that directly receiving the pamphlet increases tax compliance by 10 p.p. in low-saturation regions and 12 p.p. in high-saturation regions relative to individuals in the control regions. Living in a cluster with 80% saturation increases tax compliance by as over 5 p.p. relative to living in a control region. This project highlights the importance of strategically deliver information about enforcement to taxpayers while taking into consideration how information transmits across social networks of taxpayers.

Mapping Attitudes Towards Taxation in Sierra Leone

Together with Wilson Prichard and Niccolò Meriggi

We map the evolution of attitudes towards taxation among property tax defaulters in the context of an ongoing property tax reform in Kenema, Sierra Leone. The local government of Kenema implemented two city-wide enforcement campaigns against property tax defaulters in November 2024 and in November 2025. After each campaign, we document substantial increases in people’s perceptions that their peers are likely to comply with the property tax and that the local government will take enforcement action against those who do not. Survey respondents also expressed increased agreement in their general unconditional willingness to comply with the property tax and in the legitimacy of compliance. Finally, an important caveat is that, while satisfaction with the local government increased after the first enforcement campaign, it also decreased substantially after the second enforcement. This suggests that while individuals express higher willingness to comply with the tax, they may also hold the local government to a higher standard of performance after the enforcement campaigns.

Impact of Militarized Policing in Dominican Republic

I build a novel, granular, panel dataset tracking all crime incidents and all mixed, police-military patrolling in Dominican Republic during the period between January 1st, 2023, and June 30th, 2023. I use this data to estimate the effect of police-military patrolling on the incidence of crime. I find that mixed patrols lead to a slight decrease in the incidence of crime in a neighborhood the week after an intervention. I do not find evidence of spillover effects on near neighborhoods.

AWARDS AND RESEARCH GRANTS

International Growth Centre Full Research Grant, £75,000	2024
Local Government Revenue Initiative Grant, €188,664	2024
Local Government Revenue Initiative Grant, USD \$51,165	2024
International Growth Centre Small Projects Fund, £19,000	2024
Charles William Snyder Memorial Scholarship	2020
McGill University Faculty of Arts’ Dean Honour List	2018-2021

TEACHING EXPERIENCE

Stanford Graduate School of Business, Course Assistant Winter 2025
 POLECON 231: Strategy Beyond Markets. Assisted with leading class activities, grading assignments, and providing support to MBA students.

CONFERENCE PRESENTATIONS

2026: Pacific Conference for Development Economics (PacDev), NOVAFRICA Conference on Economic Development (Upcoming), ZEW Public Finance conference (Upcoming), APSA Annual

Meeting (Upcoming, Poster Session), Symposium on Economic Experiments in Developing Countries (Invited).

LEADERSHIP AND COMMUNITY SERVICE

DevPEC, Conference Co-Organizer

April 2024

Co-organized the 2024 edition of the student-led Development and Political Economics Conference (DevPEC). The conference is a collaboration between Stanford University's Economics Department and the University of Berkeley's Economics Department. Co-organized with Silvia Farina, Eva Davoine, and Kyra Frye.

SKILLS AND INTERESTS

Languages: English (Bilingual), Spanish (Native), French (Advanced), Portuguese (Advanced), Sierra Leonean Krio (Beginner).

Programming and Statistical Packages: R, Python, Stata, SPSS, SQL.

Citizenship: Dominican Republic.

REFERENCES

Professor Katherine Casey

Stanford Graduate School of Business

Main academic advisor

Email: kecasey@stanford.edu

Professor Caroline Hoxby

Stanford Department of Economics

Academic advisor

Email: choxby@stanford.edu

Professor Beatriz Magaloni-Kerpel

Stanford Department of Political Science

Academic advisor

Email: magaloni@stanford.edu

Professor Wilson Prichard

Munk School of Global Affairs & Public Policy

Co-author and policy collaborator

Email: wilson.prichard@utoronto.ca