



**Salvador Espinosa, MPA, PhD**  
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<b>Summary of qualifications and interests</b>	Public finance/public policy scholar interested in the use of cognitive and behavioral sciences to address questions in public finance, public policy, and regulatory design. Currently conducting research on the importance of governments' information capacity for the proper development of subnational debt markets (public finance), and using consumer behavior theories and applied neuroscience to study the motivations for non-compliance, the behavioral effects of regulatory harmonization, and regulatory effectiveness (behavioral public policy; behavioral public finance). Extensive experience teaching undergraduate and graduate levels in local government finance, public administration and comparative public policy. Proficient in applied statistics and research design methods. Bilingual (English-Spanish).
<b>Areas of expertise</b>	<p><u>Public finance</u>: subnational capital market development; international and multi-level finance; behavioral public finance.</p> <p><u>Public policy</u>: Behavior-informed regulation and public policy analysis (currently working on applications to drug policy and international financial market regulation).</p>
<b>Education</b>	<p><b>PhD in Public Affairs</b>, 2008 Indiana University, Bloomington, Indiana. USA Concentrations: Public Finance; Public Policy Analysis; Political Science (Minor)</p> <p>Dissertation: "On Revenues Sharing and Budgetary Behavior: Assessing the Determinants of Subnational Financial Behavior and their Impact on the Creation of a Decentralized Tax System in Mexico" Chair: Dr. John L. Mikesell</p> <p><b>MA in Public Affairs</b>, 2000 Indiana University, Bloomington, Indiana. USA Concentration: Public Financial Administration</p> <p><b>BA in Economics</b>, 1995 Universidad Panamericana, Mexico City. Mexico</p>

**Professional Experience**

San Diego State University, USA  
School of Public Affairs  
**Associate Professor (Tenured)** (2015-Present)  
**Assistant Professor** (2008-2014)

University of California-San Diego, USA  
Center for US-Mexico Studies  
**Research Fellow/Visiting Scholar (2016-2017)**

Center for Research and Teaching in Economics (CIDE), Mexico  
Public Administration Department  
**Professor/Researcher** (January-December 2012)

Indiana University, USA  
School of Public and Environmental Affairs  
**Assistant Instructor** (2002-2007)

City of Bloomington, Indiana, USA  
**Budget Intern, Office of the City Controller** (October 2001-July 2002)

Indiana Fiscal Policy Institute, Indiana, USA  
**Research Associate** (September 2000-April 2001)

Center for the Study of Institutions, Population and Environmental Change. Indiana University, USA  
**Graduate Research Assistant** (August 1998-May 2000)

Government of the State of Guanajuato, Mexico  
**Coordinator for Business and Economic Promotion** (January 1996-July 1998)

**Publications**

Peer-reviewed articles

- **Espinosa, S.**, Martinez, J. and Martell, C. (2018). "Why Some Municipalities in Mexico May Be Better Property Tax Collectors than Others?" *Gestión y Política Pública*. México. December.
- Moldogaziev, T., **Espinosa, S.**, and Martell, C. (2017). "Fiscal Governance, Information Capacity, and Subnational Capital Finance". *Public Finance Review*.  
DOI: <https://doi.org/10.1177/1091142117711018>
- Chanin, J. and **S. Espinosa** (2015). "Examining the Determinants of Police Department Transparency: The View of Police Executives." *Criminal Justice Policy Review*: 1-22.
- Espinosa, S. (2015). "Unveiling the Features of a Regulatory System: The Institutional Grammar of Tobacco Legislation in Mexico".

*International Journal of Public Administration*. DOI:  
[10.1080/01900692.2014.952822](https://doi.org/10.1080/01900692.2014.952822)

- Espinosa, S. and Martell, C. (2015). "Building Bond Repayment Capacity in Developing Countries: A Study on Property Tax Collections and Debt Affordability in Mexico. *International Journal of Public Administration*. Pp. 1-10. DOI: 10.1080/01900692.2014.934841
- Espinosa, S. and Moreno, J. (2014). "Regional Development and Cross-Border Infrastructure Finance: Comparing the Yield Spread Determinants of Mexican and U.S. Sub-sovereign Government Bonds". *Journal of Structured Finance*. 20 (1). Pp. 64-75.
- Espinosa, S. (2014). "Mecanismos informales de negociación presupuestal y el impacto de las participaciones en el gasto de los estados: El caso de Baja California, México". *Gestión y Política Pública* 23 (1). México. Pp. 47-78.
- Sankaran, H., Díaz, V. and **Espinosa, S.** (2013). "The Design and Estimation of a Bi-national Bond to Finance Strategic Infrastructure along the U.S.-Mexico Border". *Journal of Structured Finance* 19 (2). Pp. 71-88.
- Espinosa, S. (2013). "What Drives the Yield Spread of Mexican Cebures?" *Latin American Policy* 4 (2). Pp. 306-319.
- **Espinosa, S.** & Mojica, J. (2012). "A Bi-national Debt Financing Model for Infrastructure in the U.S.-Mexico Border: Comparing the Legal Frameworks". *Norteamérica*, 7 (2). July-December. Pp. 43-73.
- Espinosa, S. (2011). "Money Sticks Where it Hits...But Every Time?" *Latin American Policy*. Vol. 2. Issue 2. Pp. 122-136.

#### Chapters in peer-reviewed books

- Espinosa, S. (2019) "What comes after Marijuana Legalization? An Exploratory Assessment of Users' Attitudes towards Rule Compliance". Book chapter to appear in Siddiki, Espinosa and Heikkila. *Contextualizing Compliance: Individual Motivations, Social Processes and Institutional Design*. Routledge.
- Espinosa, S. (2010). "Decentralization, Budgets and the Challenge of Intergovernmental Coordination: Lessons from Mexico" in Menifield, Charles, ed., *Comparative Budgeting: An Examination of Public Budgeting Around the Globe*, Johns and Bartlett Publishers.

#### Peer-reviewed books

- Siddiki, S., **Espinosa, S.** and Heikkila, T. (eds.). (2019). *Contextualizing Compliance: Individual Motivations, Social Processes and Institutional Design*. Routledge.

## Monographs

- Espinosa, S. (2014). "Regulación y Consumo de Drogas en México: Una Primera Mirada al Caso del Tabaco y la Marihuana". Cuadernos de Trabajo. Programa de Política de Drogas. CIDE-Región Centro. Aguascalientes, México.
- Espinosa, S. (2012); "Financing Border Environmental Infrastructure: Where are we? Where to go from here? Southwest Center for Environmental Research and Policy. SCERP. Monograph Series. No. 16. San Diego, CA. Pp. 393-412

## Ongoing projects

### Public finance

#### *Sub-national capital market development*

- Book: Martell, C., Moldogaziev, T. and **Espinosa, S.** "Fiscal Governance Institutions and Subnational Capital Market Development". Oxford University Press (**On Contract. Expected 2020**).

### Behavioral public finance

#### *A behavioral approach regulation and capital market development*

- Research article: **Espinosa, S.** and Ivo, R. "On Securities Markets Regulations and Investor's Trading Behavior". Conference paper.
- Research article: **Espinosa, S.** and Massa, R. "A Behavior-informed Approach to Regulatory Convergence in International Bond Markets: A Factorial Survey Study on Investors' Perceptions and Judgment". Status: Data collection in progress.

### Behavioral Public Policy

- Research article: **Espinosa, S.** and Nicholls M. "Assessing policy interventions to addressing non-compliance behavior: An experimental approach to reduce cognitive dissonance among teenage marijuana users"
- Research article: **Espinosa, S.,** Jancsics, D. and Campos, M.; "Corruption as a non-compliance phenomenon"

## Grants and funded projects

- San Diego State University. College of Professional Studies and Fine Arts (2018). Funding to create the Public Affairs Behavioral Lab at the School of Public Affairs. **\$50,000.**
- San Diego State University. University Grants Program (2018). **\$10,000** to start the project "Corruption as a non-compliance phenomenon: Initial Inquiry for a Study on Institutional Design"

<b>Courses taught</b>	<ul style="list-style-type: none"> <li>• PA792: Capstone Project Seminar</li> <li>• PA650: Seminar in Financial Management (SDSU. Graduate level)</li> <li>• PA640: Seminar in Budgeting for the Public Sector (SDSU. Graduate level)</li> <li>• PA600: Scope of Public Administration (SDSU. Graduate level)</li> <li>• PA550: Budgetary and Financial Administration in the Public Sector (SDSU. Graduate level)</li> <li>• PA497: Investigation and reporting (SDSU. Undergraduate level)</li> <li>• PA485: Public Policy in the US-Mexico Border Region (SDSU. Undergraduate level)</li> <li>• PA450: Fiscal and Budgetary Policy (SDSU. Undergraduate level)</li> <li>• The Public Policy Process (Taught in Spanish at CIDE-Mexico, 2012. Undergraduate level)</li> <li>• K300: Statistical techniques (Indiana University. Undergraduate level)</li> <li>• V372: Government Finance and Budgets (Indiana University. Undergraduate level)</li> </ul>
<b>Other activities</b>	<ul style="list-style-type: none"> <li>• Faculty mentor at the SDSU-UCSD Joint Doctoral Program on Substance Use</li> <li>• Senator-at-large. SDSU Academic Senate (Elected 2019)</li> <li>• College Committee on Academic Planning &amp; Policy (Appointed 2019)</li> </ul>
<b>Professional Associations</b>	<ul style="list-style-type: none"> <li>• Association of Budgeting and Financial Management</li> <li>• International Research Society for Public Management</li> </ul>
<b>Languages</b>	Spanish (native speaker) and English (fluent)
<b>References</b>	Furnished upon request