

# DEAN S. KARLAN

2211 Campus Drive, Room 4441

Northwestern University

Evanston, IL 60208

karlan@northwestern.edu

## POSITIONS

Northwestern University

Frederic Esser Nemmers Distinguished Professor of Economics and Finance (2017 - present)

Yale University

Samuel C Park Jr Professor of Economics (2017 – 2017)

Professor of Economics (2008 – 2017)

Assistant Professor of Economics (2005 – 2008)

Visiting Assistant Professor of Economics and Management (2004 – 2005)

Princeton University

Assistant Professor of Economics and International Affairs (2002 – 2005)

## PRIMARY RESEARCH FIELDS

Development Economics, Behavioral Economics, Political Economy, Field Experiments

## EDUCATION

Ph.D., M.I.T. Department of Economics, June 2002

Fields: Development Economics and Public Finance. Dissertation: Social Capital and Microfinance

M.B.A., University of Chicago Graduate School of Business, Highest Honors, 1997

M.P.P., University of Chicago Harris Graduate School of Public Policy, 1997

B.A., University of Virginia, Foreign Affairs (Latin America), 1990

## HONORS/AWARDS

2016 Guggenheim Foundation Fellowship

2012 University of Chicago Booth School of Business, Public Service Distinguished Alumni Award

2008-2010 Alfred P. Sloan Research Fellowship

2007 Presidential Early Career Award for Scientists and Engineers (PECASE)

2006-2011 National Science Foundation CAREER Award

2006 TIAA-CREF Paul A. Samuelson Certificate of Excellence (for “Tying Odysseus to the Mast”)

2006 USAID Private Sector Development Impact Assessment winner (for “Expanding Credit Access”)

2006 Duke University Talent Identification Program 2006 Distinguished Alumnus Award

## ECONOMICS PAPERS (published/forthcoming)

- “Short-term Subsidies and Seller Type: A Health Products Experiment in Uganda”, (August 2018), *Journal of Development Economics*, joint with Greg Fischer, Maggie McConnel, Pia Raffler
- “Debt Traps? Market Vendors and Moneylender Debt in India and the Philippines”, (June 2018), *American Economic Review – Insights*, joint with Sendhil Mullainathan and Ben Roth
- “Long-Run Price Elasticities of Demand for Credit: Evidence from a Countrywide Field Experiment in Mexico”, (June 2018 forthcoming), *Review of Economic Studies*, joint with Jonathan Zinman
- “Banking the Unbanked? Evidence from three countries”, April 2018, *American Economic Journal – Applied Economics*, 10(2): 257–297. <https://doi.org/10.1257/app.20160597>, joint with Pascaline Dupas, Jonathan Robinson and Diego Ubfal
- “Impact of Financial Education for Youth in Ghana”, February 2018, *World Development*, Volume 102 pp. 71-89, joint with James Berry and Menno Pradhan
- “The Impact of Consulting Services on Small and Medium Enterprises: Evidence from a Randomized Trial in Mexico”, March 2018, *Journal of Political Economy*, Volume 126 Number 2, joint with Miriam Bruhn and Antoinette Schoar
- “Unshrouding: Evidence from Bank Overdrafts in Turkey”, February 2018, *Journal of Finance*, doi:10.1111/jofi.12593, joint with Sule Alan, Mehmet Cemalcilar, Jonathan Zinman

- “Price and Control Elasticities of Demand for Savings”, January 2018, *Journal of Development Economics*, Volume 130 pp.145-159, joint with Jonathan Zinman
- “Impact of savings groups on the lives of the poor”, March 2017, *Proceedings of the National Academy of Science*, 114 (12) 3079-3084. <https://doi.org/10.1073/pnas.1611520114>, joint with Beniamino Savonitto, Bram Thuysbaert and Christopher Udry
- “Challenges to Replication and Iteration in Field Experiments: Evidence from Two Direct Mail Shots”, *American Economic Review: Papers & Proceedings* 2017, 107(5): 1–3 <https://doi.org/10.1257/aer.p20171060>, joint with Jake Bowers, Nathaniel Higgins, Sarah Tulman, and Jonathan Zinman
- “Follow the Money not the Cash: Comparing Methods for Identifying Consumption and Investment Responses to a Liquidity Shock”, July 2016, *Journal of Development Economics*, Volume 121 pp.11-23, joint with Adam Osman, Jonathan Zinman
- “A personal touch: Text messaging for loan repayment”, *Behavioral Science and Policy*, forthcoming 2016, joint with Melanie Morten and Jonathan Zinman
- “The effect of effectiveness: Donor response to aid effectiveness in a direct mail fundraising experiment”, February 2017, *Journal of Behavioral and Experimental Economics*, Volume 66, pp.1-8, joint with Dan Wood
- “Continued Existence of Cows Disproves Central Tenets of Capitalism?”, *Economic Development and Cultural Change*, forthcoming 2016, joint with Santosh Anagol and Alvin Etang
- “Targeting ultra-poor households in Honduras and Peru”, *World Bank Economic Review*, forthcoming 2016, joint with Bram Thuysbaert
- “Promoting an Open Research Culture: Author guidelines for journals could help to promote transparency, openness, and reproducibility”, *Science*, 2015, 26 June 2015 348(6242): 1422-1425, 10.1126/science.aab2374, joint with B. A. Nosek, G. Alter, G. C. Banks, D. Borsboom, S. D. Bowman, S. J. Breckler, S. Buck, C. D. Chambers, G. Chin, G. Christensen, M. Contestabile, A. Dafoe, E. Eich, J. Freese, R. Glennerster, D. Goroff, D. P. Green, B. Hesse, M. Humphreys, J. Ishiyama, A. Kraut, A. Lupia, P. Mabry, T. A. Madon, N. Malhotra, E. Mayo-Wilson, M. McNutt, E. Miguel, E. Levy Paluck, U. Simonsohn, C. Soderberg, B. A. Spellman, J. Turitto, G. VandenBos, S. Vazire, E. J. Wagenmakers, R. Wilson, and T. Yarkoni
- “A Multifaceted Program Causes Lasting Progress for the Very Poor: Evidence from Six Countries”, *Science*, 15 May 2015, Vol. 348 no. 6236 pp. 1260799-0, joint with Abhijit Banerjee, Esther Duflo, Nathanael Goldberg, Robert Osei, William Parienté, Jeremy Shapiro, Bram Thuysbaert, and Christopher Udry.
- “The Catch-22 of External Validity in the Context of Constraints to Firm Growth”, May 2015, joint with Greg Fischer, *American Economic Review Papers & Proceedings*
- “Getting to the Top of Mind: How Reminders Increase Saving”, 2015, joint with Margaret McConnell, Sendhil Mullainathan and Jonathan Zinman, forthcoming *Management Science*
- “Six Randomized Evaluations of Microcredit: Introduction and Further Steps”, January 2015, *American Economic Journal: Applied Economics*, joint with Abhijit Banerjee and Jonathan Zinman
- “Microcredit Impacts: Evidence from a Randomized Microcredit Program Placement Experiment by compartamos Banco”, January 2015, *American Economic Journal: Applied Economics*, 7(1), pp. 151-182, joint with Manuela Angelucci, Jonathan Zinman
- “Consulting and Capital Experiments with Microenterprise Tailors in Ghana”, 2015, *Journal of Economic Behavior and Organization*, joint with Ryan Knight and Chris Udry
- “Referrals: Peer Screening and Enforcement in a Consumer Credit Field Experiment”, June 2014, *American Economic Journal: Microeconomics*, forthcoming, joint with Gharad Bryan and Jonathan Zinman
- “Does Corruption Information Inspire the Fight or Quash the Hope? A Field Experiment in Mexico on Voter Turnout, Choice and Party Identification”, May 2014, *Journal of Politics*, forthcoming, joint with Alberto Chong, Ana De La O and Leonard Wantchekon. Paper formerly circulated as “Looking Beyond the Incumbent: Exposing Corruption and the Effect on Electoral Outcomes”
- “Group versus Individual Liability: Long Term Evidence from Philippine Lending Groups”, March 2014, *Journal of Development Economics*, Volume 107, pp.65-83, joint with Xavier Gine
- “Agricultural Decisions after Relaxing Credit and Risk Constraints”, February 2014, *Quarterly Journal of Economics*, Volume 129:2, pp.597-652, joint with Robert Osei, Isaac Osei-Akoto and Christopher Udry
- “Hey Look at Me: The Effect of Giving Circles on Giving”, January 2014, *Journal of Economic Behavior & Organization*, Volume 106, pp.402-412, joint with Margaret A. McConnell.
- “Behind the GATE Experiment: Evidence on Effects of and Rationales for Subsidized Entrepreneurship Training”, October 2013, forthcoming, *American Economic Journal: Economic Policy*, joint with Robert Fairlie and Jonathan Zinman

- “Mixed Method Evaluation of a Passive mHealth Sexual Information Texting Service in Uganda”, September 2013, *Information Technologies & International Development*, Volume 9:3, pp.1-28, joint with Julian Jamison and Pia Raffler
- “(Ineffective) Messages to Encourage Recycling: Evidence from a Randomized Evaluation in Peru”, forthcoming, published online August 2013, *World Bank Economic Review*, doi:10.1093/wber/lht022, pp.1-27, joint with Alberto Chong, Jeremy Shapiro, and Jonathan Zinman
- “Bank-Insured RoSCA for Microfinance: Experimental Evidence in Poor Egyptian Villages”, July 2013, Volume 103, Supplement, pp.S56-73, *Journal of Economic Behavior and Organization*, joint with Mahmoud ElGamal, Mohamed ElKomi and Adam Osman
- “Profitability of Fertilizer: Experimental Evidence from Female Rice Farmers in Mali”, May 2013, *American Economic Review Papers & Proceedings*, Volume 103:3, pp.381-86, joint with Lori Beaman, Bram Thuysbaert and Christopher Udry
- “Savings By and for the Poor: A Research Review and Agenda”, March 2013, Series 60:1, pp.36-78, *Review of Income and Wealth*, joint with Aishwarya Ratan and Jonathan Zinman
- “Ambiguous Solicitation: Ambiguous Prescription”, January 2013, *Economic Inquiry*, Volume 51:1, pp.1002-1011, joint with Robert Gazzale, Julian Jamison and Alexander Karlan
- “List Randomization for Sensitive Behavior: An Application for Measuring Use of Loan Proceeds”, May 2012, *Journal of Development Economics*, Volume 98:1, pp.71-75, joint with Jonathan Zinman,
- “Microcredit in Theory and Practice: Using Randomized Credit Scoring for Impact Evaluation”, June 2011, *Science*, Volume 332:6035, pp.1278-1284, joint with Jonathan Zinman
- “Small Matches and Charitable Giving: Evidence from a Natural Field Experiment”, June 2011, *Journal of Public Economics*, Volume 95:5–6, pp.344-350, joint with John List and Eldar Shafir
- “Teaching Entrepreneurship: Impact Of Business Training On Microfinance Clients and Institutions”, May 2011, *Review of Economics and Statistics*, Volume 93:2, pp.510-527, joint with Martin Valdivia
- “Being Surveyed Can Change Later Behavior and Related Parameter Estimates”, February 2011, *Proceedings of the National Academy of Sciences of the United States (PNAS)*, Volume 108:5, pp1821-1826, joint with Alix Peterson Zwane, Jonathan Zinman, Eric Van Dusen, William Pariente, Clair Null, Edward Miguel, Michael Kremer, Dean S. Karlan, Richard Hornbeck, Xavier Giné, Esther Duflo, Florencia Devoto, Bruno Crepon and Abhijit Banerjee
- “Adaptive Design of Multiple Stage Experiments Using the Propensity Score,” Jan 2011, *Journal of Business and Economic Statistics*, Volume. 29:1, pp.96-108, joint with Jinyong Hahn and Kei Hirano
- “Put Your Money Where Your Butt Is: A Commitment Savings Account for Smoking Cessation”, October 2010, *American Economic Journal: Applied Economics*, Volume 2:4, pp.213-236, joint with Xavier Gine and Jonathan Zinman
- “Microfinance Games,” July 2010, *American Economic Journal: Applied Economics*, Volume 2:3, pp.60-95, joint with Xavier Gine, Pamela Jakiela and Jonathan Morduch
- “What Capital is Missing in Developing Countries”, May 2010, *American Economic Review Papers & Proceedings*, Volume 100:2, pp.629-634, joint with Miriam Bruhn and Antoinette Scholar
- “Female Empowerment: Evidence from a Commitment Savings Product in the Philippines”, March 2010, *World Development*, Volume 38:3, pp.333-344, joint with Nava Ashraf and Wesley Yin
- “What’s Advertising Content Worth? Evidence from A Randomized Field Experiment in Consumer Credit”, February 2010, *Quarterly Journal of Economics*, Volume 125:1, pp.263-305, joint with Marianne Bertrand, Sendhil Mullainathan, Eldar Shafir and Jonathan Zinman
- “Expanding Credit Access: Using Randomized Supply Decisions To Estimate the Impacts”, January 2010, winner of 2006 USAID Private Sector Development Impact Assessment Initiative, *Review of Financial Studies*, Volume 23:1, pp.433-464, joint with Jonathan Zinman
- “Observing Unobservables: Identifying Information Asymmetries with a Consumer Credit Field Experiment” , November 2009, *Econometrica*, Volume 77:6, pp.1993–2008, joint with Jonathan Zinman
- “Trust and Social Collateral”, August 2009, *Quarterly Journal of Economics*, Volume 124:3, pp.1307-1361, joint with Markus Mobius, Tanya Rosenblat and Adam Szeidl
- “When Curiosity Kills the Profits: An Experimental Examination”, July 2009, *Games and Economic Behavior*, Volume 66:2, pp.830-840, joint with Julian Jamison
- “Participation in a School Incentive Programme in India”, March 2009, *Journal of Development Studies*, Volume 45, No 3, pp.369-390, joint with Sharon Barnhardt and Shruti Khemani

- “Finding Missing Markets (and a disturbing epilogue): Evidence from an Export Crop Adoption and Marketing Intervention in Kenya”, January 2009, *American Journal of Agricultural Economics*, Volume 9:4, pp.973-99, joint with Nava Ashraf and Xavier Gine
- “Does the Media Matter? A Field Experiment Measuring the Effect of Newspapers on Voting Behavior and Political Opinions”, January 2009, *American Economic Journal: Applied Economics*, Volume 1:2, pp.35-52, joint with Alan Gerber and Daniel Bergan
- “To Deceive or Not To Deceive: The Effect of Deception on Behavior in Future Laboratory Experiments”, December 2008, *Journal of Economic Behavior and Organization*, Volume 68:3-4, pp.477-488, joint with Julian Jamison and Laura Schechter
- “Credit Elasticities in Less Developed Countries: Implications for Microfinance”, June 2008, *American Economic Review*, Volume 98:3, pp.1040-1068, joint with Jonathan Zinman
- “Lying about Borrowing”, April 2008, *Journal of the European Economic Association Papers and Proceedings* Volume 6:2-3, pp.510-52, joint with Jonathan Zinman
- “Does Price Matter in Charitable Giving? Evidence from a Large-Scale Natural Field Experiment”, December 2007, *American Economic Review*, Volume 97:5, pp.1774-1793, joint with John List
- “Community Size and Network Structure”, May 2007, *American Economics Review Papers & Proceedings*, Volume 97:2, pp.80-85, joint with Hunt Alcott, Markus Mobius, Tanya Rosenblat, and Adam Szeidl
- “Social Connections and Group Banking”, February 2007, *Economic Journal*, Volume 117:517, pp.F52-84
- “Tying Odysseus to the Mast: Evidence from a Commitment Savings Product in the Philippines”, May 2006, *Quarterly Journal of Economics*, Volume 121:2, pp.673-697, joint with Nava Ashraf and Wesley Yin
- “Deposit Collectors”, March 2006, *Advances in Economic Analysis & Policy*, Volume 6:2, joint with Nava Ashraf and Wesley Yin
- “Using Experimental Economics to Measure Social Capital and Predict Real Financial Decisions”, December 2005, *American Economic Review*, Volume 95:5, pp.1688-1699
- “Do modern forms of human capital matter in primitive economies? Comparative evidence from Bolivia”, February 2005, *Economics of Education Review*, Volume 24:1, pp.45-53, joint with Ricardo Godoy, Shanti Rabindran and Tomas Huanca

#### **POLITICAL SCIENCE PAPERS (published/forthcoming)**

- “Does Corruption Information Inspire the Fight or Quash the Hope? A Field Experiment in Mexico on Voter Turnout, Choice and Party Identification”, May 2014, *Journal of Politics*, joint with Alberto Chong, Ana De La O, and Leonard Wantchekon. paper formerly circulated as “Looking Beyond the Incumbent: Exposing Corruption and the Effect on Electoral Outcomes”
- “Does the Media Matter? A Field Experiment Measuring the Effect of Newspapers on Voting Behavior and Political Opinions,” April 2009, *American Economic Journal: Applied Economics*, Volume 1:2, pp.35-52, joint with Alan Gerber and Daniel Bergan
- “Get-Out-the-Vote Phone Calls: Does Quality Matter?” March 2009, *American Politics Research*, Volume 37:2, pp.353-369, joint with Shang Ha

#### **PUBLIC HEALTH PAPERS (published/forthcoming)**

- “Credit with health education in Benin: A cluster randomized trial examining impacts on knowledge and behavior”, 2016, forthcoming *American Journal of Tropical Medicine & Hygiene*, joint with Bram Thuysbaert and Bobbi Gray
- “Mixed Method Evaluation of a Passive mHealth Sexual Information Texting Service in Uganda”, September 2013, *Information Technologies & International Development*, 9(3), pp.1-28, joint with Julian Jamison and Pia Raffler
- “Health education for microcredit clients in Peru: a randomized controlled trial”, January 2011, *BMC Public Health* 2011, Volume 11:51, joint with Lia C.H. Fernald and Rita Hamad
- “Small individual loans and mental health: a randomized controlled trial among South African adults” December 2008, *BMC Public Health*, Volume 8:409, joint with Lia C.H. Fernald, Rita Hamad, Emily J. Ozer and Jonathan Zinman
- “Social and Economic Correlates of Depressive Symptoms and Perceived Stress in South African Adults”, June 2008, *Journal of Epidemiology and Community Health*, Volume 62, No 6, pp.538-544, joint with Rita Hamad, Lia Fernald and Jonathan Zinman

## **BOOKS**

- Gugerty, Mary Kay and Karlan, Dean. *The Goldilocks Challenge*. Oxford University Press, April 2018.
- Karlan, Dean and Morduch, Jonathan. *Economics*, New York: McGraw-Hill Education, 1<sup>st</sup> ed. 2014, 2<sup>nd</sup> ed. 2017.
- Karlan, Dean and Appel, Jacob. *Failing in the Field: What We Can Learn When Field Research Goes Wrong?* Princeton University Press, 2016.
- Karlan, Dean and Appel, Jacob. *More Than Good Intentions: How a New Economics Is Helping to Solve Global Poverty*, New York: Dutton. 2011.

## **WORKING PAPERS**

- “Dangers of a Double-Bottom Line: A Poverty Targeting Experiment Misses Both Targets”, March 2018, joint with Adam Osman and Jonathan Zinman.
- “How Can Bill and Melinda Gates Increase Other People’s Donations to Fund Public Goods?”, March 2018, joint with John A. List.
- “Randomized Religion: The Impact of Protestant Evangelism on Economic Outcomes”, February 2018, joint with Gharad Bryan and James Choi.
- “Unpacking a Multi-Faceted Program to Build Sustainable Income for the Very Poor”, January 2018, joint with Abhijit Banerjee, Robert Osei, Hannah Trachtman, and Christopher Udry.
- “Effectiveness and Spillovers of Online Sex Education: Evidence from a Randomized Evaluation in Colombian Public Schools”, September 2012, joint with Alberto Chong, Marco Gonzalez-Navarro and Martin Valdivia.
- “Hoping to Win, Expected to Lose: Theory and Lessons on Micro Enterprise Development”, August 2012, joint with Ryan Knight and Christopher Udry (paper subsumed by: “Consulting and Capital Experiments with Microenterprise Tailors in Ghana”, 2015, *Journal of Economic Behavior and Organization*)

## **BOOK CHAPTERS**

- “Intuitive Donating: Testing One-Line Solicitations for \$1 Donations in a Large Online Experiment”, forthcoming 2018, in *The Economics of Philanthropy*, edited by Tonin Mirco and Kimberly Scharf, Cambridge, MA, MIT press, joint with Samantha Horn
- “Measuring Personality Traits and Predicting Loan Default with Experiments and Surveys”, 2013, in *Banking the World: Empirical Foundations of Financial Inclusion*, edited by Robert Cull, Asli Demircug-Kunt and Jonathan Morduch, Cambridge, MA, MIT Press, joint with Sendhil Mullainathan and Omar Robles
- “Commitment Devices”, 2010, in *Annual Review of Economics*, Vol 2: 671-698, joint with Gharad Bryan and Scott Nelson
- “Rigidity in Microfinancing: Can One Size Fit All?”, 2010, *Q-Finance*, Bloomsbury Press, joint with Sendhil Mullainathan
- “Randomized Trials for Strategic Innovation in Retail Finance”, 2010, in *Real Money, New Frontiers: Case Studies of Financial Innovations in Africa*, edited by Mark Napier, Juta Legal and Academic Publishers, Johannesburg, South Africa, joint with Nathanael Goldberg and Jonathan Zinman
- “Access to Finance”, 2009, *Handbook of Development Economics*, Volume IV, Elsevier Press, joint with Jonathan Morduch
- “Some Simple Analytics of Slave Redemptions”, 2006, in *Buying Freedom: The Ethics and Economics of Slave Redemption*, edited by K.Anthony Appiah and Martin Bunzl, Princeton University Press, joint with Alan Krueger
- “SEED: A Commitment Savings Product in the Philippines”, 2006, in *Trickle Up 25<sup>th</sup> Anniversary Symposium*, iUniverse Press, joint with Nava Ashraf and Wesley Yin

## **POLICY PAPERS**

- “Overcoming behavioral obstacles to escaping poverty”, *Behavioral Science & Policy*, Volume 3, Issue 1, 2017, joint with Christopher Bryan, Nina Mazar, Julian Jamison, Jeanine Braithwaite, Nadine Dechausay, Alissa Fishbane, Elizabeth Fox, Varun Gauri, Rachel Glennerster, Johannes Haushofer and Renos Vakis
- “Research and Impacts of Digital Financial Services”, 2016, joint with Jake Kendall, Rebecca Mann, Rohini Pande, Tavneet Suri, Jonathan Zinman
- “The Next Stage of Financial Inclusion”, Fall 2014, *Stanford Social Innovation Review*
- “Every Which Way We Can”, 2012, *Finance and Development*, (Quarterly Magazine of the IMF), 49:4

- “You Can't Always Get What You Want”, May 2011, *Foreign Policy*, joint with Jacob Appel.
- “Microfinance Impact: Bias from Dropouts”, 2010, *Perspectives on Technology and Development*, joint with Gwendolyn Alexander-Tedeschi,
- “Quality Matters: Some Random Thoughts on Savings in Developing Countries”, 2009, concept note for Bill and Melinda Gates Foundation, *Stanford Social Innovation Review*
- “Is Microfinance Too Rigid?”, *VoxEU*, December 2007, joint with Sendhil Mullainathan,
- “The Impact of Microfinance: A Review of Methodological Issues”, *World Bank Doing Impact Evaluation Series #7*, November 2007, joint with Nathanael Goldberg (IPA)
- “Evaluating Microfinance Program Innovation with Randomized Control Trials: An Example from Group versus Individual Lending”, *Asian Development Bank Economics and Research Department Technical Note Series #16*, March 2006, joint with Xavier Gine, Tomoko Harigaya and Binh Nguyen
- “Testing Savings Product Innovations Using an Experimental Methodology”, *Asian Development Bank Technical Note Series #8*, November, 2003, joint with Nava Ashraf and Wesley Yin
- “A Review of Commitment Savings Products in Developing Countries”, *Asian Development Bank Economics and Research Department Working Paper #45*, July 2003, joint with Nava Ashraf, Nathalie Gons and Wesley Yin
- “Microfinance Impact Assessments: The Perils of Using New Members as a Control Group”, *Journal of Microfinance*, December 2001

### **HALLOWEEN PAPERS**

- “The Effect of Images of Michelle Obama’s Face on Trick-or-Treaters’ Dietary Choices: A Randomized Control Trial”, *PLOS ONE*, January 2018, joint with Peter M. Aronow and Lauren E. Pinson
- “Candy Elasticity: Halloween Experiments on Public Political Statements (Halloween 2008 & 2012)”, *Economic Inquiry*, April 2015, joint with Julian Jamison
- “Candy or Fruit? Measuring the Impact of Michelle Obama on Health Eating Choices”, November 2012, joint with Jane Bang, Zachary Groff, Sakshi Kumar, Kelsey Larson and Adèle Rossouw
- “Candy We Still Believe In: Using Halloween to Measure Change in Extensive and Intensive Support for Barack Obama”, November 2012, joint with Jane Bang, Zachary Groff, Sakshi Kumar, Kelsey Larson and Adèle Rossouw
- “Candy We Can Believe In: A Halloween Experiment on Trust and Political Symbolism”, November 2008, joint with Treb Allen, Gharad Bryan, Snaebjorn Gunnsteinsson, Julian Jamison, Melanie Morten, Scott Nelson, and Bram Thuysbaert
- “There's Something about Ambiguity”, 2007 Halloween paper, joint with Santosh Anagol, Sheree Bennett, Gharad Bryan, Tiffany Davenport, Nancy Hite, Paul Lagunes and Margaret McConnell

### **OTHER PROFESSIONAL EXPERIENCE**

#### Academic Activities

- 2016- Batten School of Leadership and Public Policy at the University of Virginia, Advisory Board
- 2013- M.I.T. Jameel Poverty Action Lab, Executive Committee, Board of Directors
- 2013-2016 Georgetown University School of Foreign Service–Qatar, Distinguished Visiting Scholar
- 2012- *Behavioral Science & Policy*, Senior Editor, Behavioral Economics
- 2012- *Stanford Social Innovation Review*, Academic Advisory Board
- 2011- National Bureau of Economic Research, Research Associate
- 2010- M.I.T. Jameel Poverty Action Lab, Board Member and Co-Director of Finance Program Area
- 2010- BREAD, Fellow (Affiliate, 2004-2010)
- 2010- *Journal of Development Economics*, co-Editor (2008-2010, Associate Editor)
- 2010-2014 *Journal of Economic Literature*, Board of Editors
- 2009-2014 *Quantitative Economics*, Board of Editors
- 2009- *Journal of Globalization and Development*, Board of Editors
- 2008- *American Economic Journal: Applied Economics*, Associate Editor
- 2006-2010 Financial Access Initiative, co-Director
- 2006 - Center for Global Development, Non-Resident Fellow
- 2006 - CEPR Development Economics Group, Research Affiliate
- 2003 - M.I.T. Jameel Poverty Action Lab (J-PAL), Research Fellow
- 2003 - GRADE-Peru, Research Affiliate

### Public Sector/Non-Profit Activities

2015- ImpactMatters, co-Founder  
2012- Grameen Foundation Technology Center Advisory Board  
2011 - Credit Where Credit Is Due, Advisory Board  
2011 - Innovations for Poverty Action (IPA), President and Founder  
2002 - 2011 Innovations for Poverty Action (IPA), President, Founder and Executive Director  
2002 - 2006 World Bank consultant  
2002 - 2005 Asian Development Bank consultant

### Entrepreneurial Activities

2007 - 2013 stickK.com, co-Founder  
1998 - 2001 iCademy, Inc., co-Founder and Mortician to defunct online education company  
1986 - 1989 Tie-dye clothing business, selling in retail stores in South Florida

### Prior Non-Academic Employment

1996 Coopers & Lybrand, L.L.P. MBA summer consultant in government consulting group  
1992 - 1995 FINCA International. Financial and systems consultant to an international microfinance NGO.  
Lived in El Salvador, covered Mexico, Peru, Nicaragua, Honduras and Costa Rica.  
1990 - 1992 Nationsbank Investment Banking. Analyst in corporate finance and capital markets groups.

## **TEACHING EXPERIENCE**

### Northwestern University

Kellogg School of Management MBA course: Effective Philanthropy Winter 2019  
Department of Economics undergraduate course: Economics of Nonprofit Organizations Winter 2019

### Yale University Department of Economics

Economics of Poverty Alleviation, undergraduate: Spring 2013, Spring 2014, Fall 2015, Spring 2017  
Economics of Poverty Alleviation, masters in International & Development Economics, Fall 2015, Spring 2017  
Effective Philanthropy: Evaluating Charitable Organizations, undergraduate senior seminar, Spring 2014  
Development Economics, Ph.D.: Fall 2005, Fall 2007, Spring 2009, Spring 2010, Spring 2011, Spring 2013, Spring 2014, Spring 2016, Spring 2017  
Development Economics, undergraduate: Spring 2009, Spring 2010  
Field Experiments, Ph.D.: Spring 2009, Spring 2010  
Development Economics Policy, Masters and undergraduate level: Spring 2007  
Principles of Microeconomics, 115a, undergraduate: Fall 2005, Spring 2007, Spring 2011

### Asian Development Bank

Executive Education Course in Randomized Program Evaluation, August 2005

### M.I.T. Jameel Poverty Action Lab

Executive Education Program in Randomized Program Evaluation  
Montevideo, Uruguay: March 2014  
Jeddah, Saudi Arabia: June 2013  
Santiago, Chile: December 2009  
London, England: June 2009  
Cambridge, MA: May 2004, April 2005, May 2006, May 2007, May 2008, May 2009  
Bali, Indonesia: June 2008  
Abuja, Nigeria: June 2007  
Chennai, India: July 2006  
Millennium Challenge Corporation: May 2006

### World Bank

Executive Education, Program Evaluation in Finance, Senegal, February 2010  
Executive Education, Program Evaluation, Sarajevo, Bosnia and Herzegovina, September 2009

### Yale University School of Management

Microfinance, MBA students, Fall 2004

### Princeton University

Economic Analysis of Development, Basic. WWS MPA students. Spring 2003, Spring 2004  
Economic Analysis of Development, Advanced. WWS MPA students. Spring 2003, Spring 2004

## **EXTERNAL GRANTS**

Grants and research fellowships from Alfred P. Sloan Foundation, National Science Foundation, Bill and Melinda Gates Foundation, World Bank, Asian Development Bank, PEDL, FINRA, AUSAid, 3ie, USAID, Ford Foundation, IGC, Islamic Development Bank, CGAP, USDOL, ILO, Templeton Foundation, BASIS-CRSP, Social Science Research Council, Boston College Center for Retirement Research, Macarthur Foundation, Millennium Challenge Corporation, Hewlett Foundation, Russell Sage Foundation, DFID-Financial Education Fund, and Henry E. Niles Foundation.

## **ACADEMIC ACTIVITIES**

### **Refereeing**

*ADB External Review Panel, AIDS Research and Treatment, American Economic Review (2009 Excellence in Referring Award), American Economic Journal: Applied Economics, American Economic Journal: Economic Policy, American Journal of Agricultural Economics, American Journal of Managed Care, Berkeley Electronic Press Economic Analysis & Policy, Canadian Journal of Economics, Conservation Biology, Development and Change, Development in Practice, DFID, Econometrica, Economic Development and Cultural Change, Economic Inquiry, Economic Journal, Economic Letters, Economica, Experimental Economics, Food Security, International Economic Review, International Studies Quarterly, Japan International Cooperation Agency, Journal of African Economics, Journal of Development Economics, Journal of Development Studies, Journal of Economic Behavior and Organization, Journal of Economic Literature, Journal of the European Economic Association, Journal of Human Resources, Journal of International Development, Journal of International Economics, Journal of Policy Analysis and Management, Journal of Political Economy, Journal of Public Economics, Journal of Socio-Economics, Macarthur Foundation, Management Science, M.I.T. Press, National Academy of Sciences, National Institute of Health, National Science Foundation, Oxford Bulletin of Economics and Statistics, Oxford Economic Papers, Oxford University Press, Princeton University Press, Quarterly Journal of Economics, Rationality and Society, Review of Economics and Statistics, Review of Economic Studies, Review of Financial Studies, Russell Sage Foundation, Science, Small Business Economics: An Entrepreneurship Journal, Social Science Research Council, Templeton Foundation, World Development*

### **Invited Lectures/Panels**

Pew Charitable Trust Conference, Chicago IL, September 2018  
Midwest International Economic Development Conference, Minneapolis MN, April 2018  
US IMF Conference on Financial Inclusion, Washington DC, March 2018  
13<sup>th</sup> International Microinsurance Conference, Peru, November 2017  
Rethinking Global Philanthropy, Switzerland, October 2017  
13<sup>th</sup> Annual International Microinsurance Conference, Lima Peru, November 2017  
Rethinking Philanthropy, Geneva Switzerland, October 2017  
Green Climate Fund, Korea, June 2017  
IGL Conference, Barcelona Spain, June 2017  
BX2017 Behavioral Exchange Conference, Singapore, June 2017  
DSWD Social Protection lecture, Philippines, June 2017  
Nimble RCTs, World Bank, May 2017  
8th AFI SME Finance Working Group, Seychelles, March 2017  
Hanoi- Asia-Pacific Financial Inclusion Summit, Hanoi, March 2017  
BMGF Greater Giving Summit, Seattle, March 2017  
CGD Gender Conference, Washington DC, November 2017  
IDEAS42, NYC, keynote, November 2017  
XV Encuentro Nacional Evolucionando las Microfinanzas, Mexico City, November 2017  
Fail Fest, Washington DC, November 2017  
World Bank 7th Contractual Savings Conference, September 2016  
KAU Endowment and workshop, Spain, September 2016  
Saudi Arabian Poverty Workshop, September 2016  
CESifo Venice Summer Institute, Economics of Philanthropy, Keynote lecture, July 2016  
Canadian Economic Association Development Economics Annual meetings, keynote, June 2016  
SSIR Frontiers of Philanthropy, May 2016  
Women Deliver 4<sup>th</sup> Global Conference, plenary on State of Philanthropy, Copenhagen, May 2016



Behavioral Science and Policy Conference, April 2016  
 Effective Altruism MIT Conference, April 2016  
 Cornelson Lecture at Davidson College, Davidson, NC, April 2015  
 Changing Communities through Social Enterprise, ICYL 2015 Conference, Kuala Lumpur, Malaysia, March 2015  
 IPA/JPAL/CGAP Conference on Latest Research on Microcredit, Washington DC, February 2015  
 Bill and Melinda Gates Foundation, Researcher Gathering on Financial Services for the Poor, February 2015  
 Social Entrepreneurship Institute Annual Conference, keynote, New Haven, CT, December 2014  
 Babcock Lecture, UC-Santa Barbara, November 2014  
 Seattle University public lecture, October 2014  
 IMF High-Level Conference on the Future of Finance, Technology and Finance Panel, October 2014  
 Alliance for Financial Inclusion Annual Conference, Trinidad and Tobago, September 2014  
 Games for Change Annual Conference, New York City, April 2014  
 JPAL Youth Entrepreneurship Evidence Conference, Doha Qatar, March 2014  
 CGAP-Ford Graduation Global Meeting, Paris, France, February 2014  
 JPAL 10-year Anniversary, Cambridge, MA, December 2013  
 CGAP-Ford Graduation from Ultra-Poverty Conference, Rio de Janeiro, Brazil, December 2013  
 Liberal Arts Colleges 1<sup>st</sup> Annual Development Conference, Amherst MA, keynote, October 2013  
 Michael and Susan Dell Foundation Biannual Meetings, September 2013  
 7<sup>th</sup> Annual Nordic Behavioral and Experimental Economics Conference, Stockholm, keynote, September 2013  
 JPAL 10-year Anniversary Town Hall Event, Jeddah, Saudi Arabia, June 2013  
 IPA-Citi Foundation Global Financial Inclusion, Plenary, Lima, Peru, May 2013  
 Chicago Booth Social Entrepreneurship Distinguished Speaker Series, Chicago, IL, May 2013  
 Child and Youth Finance International, Academic Plenary Panel, Istanbul, Turkey, April 2013  
 Jordan River Conference, Keynote Bloomington, IN, April 2013  
 TedX, Middlebury College, Middlebury, VT, March 2013  
 CGAP Reaching the Poorest Global Learning Event, London, January 2013  
 USAID Evidence Summit, Washington DC, December 2012  
 LBS Business Solutions to Poverty, keynote address, London, December 2012  
 Mobile for Good, Vodafone Foundation and LBS Conference, London, December 2012  
 Citi-FT Financial Education Summit, keynote, Manila, Philippines, December 2012  
 Latin American and Caribbean Economic Association, Lima, Peru, November 2012  
 Poptech, Camden Maine, October 2012  
 World Knowledge Forum, Seoul Korea, October 2012  
 Poverty Action Conference, University of Mary Washington, October 2012  
 Innovations for Poverty Action Conference on Microfinance, SME and Governance, Singapore, August 2012  
 Econometric Society Meetings, Invited Lecture, Melbourne, Australia, July 2012  
 Economic Science Association Annual Meetings, Plenary, June 2012  
 NSF Distinguished Lecture, Washington, DC, May 2012  
 World Economic Forum – Asia, Bangkok Thailand, May 2012  
 Ivy-Plus Fundraising Conference, New Haven CT, March 2012  
 TED@Allianz Behavioral Finance, New York City, November 2011  
 Latin American and Caribbean Economic Association, Santiago, Chile, November 2011  
 Behavioral Insight Unit, UK government, London, England, November 2011  
 Association of Yale Alumni, Charleston, SC, Jacksonville, FL and Gainesville, FL, September 2011  
 Global Economic Symposium, Kiel, Germany, October 2011  
 German University of Cairo Conference on Microfinance, Cairo, Egypt, September 2011  
 United Nations - WIDER Conference, Behavioral Economics and Poverty, Helsinki, September 2011  
 Financial Services Authority, London, August 2011  
 World Congress of the International Economic Association, Invited Lecture, Beijing, July 2011  
 World Economic Forum - Asia, Jakarta Indonesia, June 2011  
 Institute for Philanthropy, New York City, June 2011  
 World Affairs Council, San Francisco, June 2011  
 Microfinance USA, New York City, May 2011  
 Center for Global Development, Washington DC, May 2011  
 Association of Yale Alumni, Miami FL, May 2011  
 Council of Foreign Relations, New York City, May 2011

Global Washington, Seattle, WA, May 2011  
 World Affairs Council, Portland OR, May 2011  
 Association of Yale Alumni, Portland, OR May 2011  
 Asian Development Bank Annual Meetings, Forum on Finance, May 2011  
 Mercer Behavioral Economics for Health in the Workplace Conference, February 2011  
 Instituto del Peru, Lima Peru, December 2010  
 Randomized Trials, ICT4D Conference, London, December 2010  
 International childFinance Experts' Meeting, Amsterdam, June 2010  
 CGAP Annual Meeting, Nairobi, Kenya, May 2010  
 Yale Club of Southern California, Empowering Women through Microfinance Symposium, April 2010  
 USAID After Hours Seminar Series, Microfinance Learning and Innovations, April 2010  
 Bernstein Symposium 2010, The Future of Development, Yale Law School, April 2010  
 Congress on Access to Financial Services, Cartagena Colombia, March 2010  
 Filene Institute and REAL Solutions, Semi-annual conference on financial innovations in the USA, January 2010  
 EUCI, The Future Of Smart Grid and Energy Efficiency, Miami, December 2009  
 Latin American and Caribbean Economic Association, invited speaker, Buenos Aires, Argentina, October 2009  
 2nd Annual Harvard Global Empowerment Meeting, Plenary Speaker, September 2009  
 Chilean Economics Association Annual Meeting, Plenary Speaker, September 2009  
 Conference on Institutions and Economic Development, Fudan University, August 2009  
 Asian Econometric Society Meetings, invited speaker, Tokyo Japan, August 2009  
 College de France Conference on Knowledge Against Poverty, Paris, June 2009  
 4th Annual Underbanked Financial Services Forum, keynote speaker, Dallas, Texas, June 2009  
 Radcliffe Symposium on Improving Decision Making, Nudges in the Developing World, April 2009  
 Institute of Medicine Meetings on Cardiovascular Disease in Developing Countries, April 2009  
 AfrEA-NONIE-3ie Perspectives on Impact Evaluation, plenary talk and microfinance workshop, Cairo, April 2009  
 Abu Dhabi-NYU Africa- Gulf Relationship Conference, Abu Dhabi, March 2009  
 National Association of Regulatory & Utility Commissioners 2009 Winter Meeting, Washington DC, February 2009  
 Inter-American Development Bank, Keynote speaker, Washington DC, November 2008  
 EBRD Productivity Improvements in Agriculture, London England, October 2008  
 Argentina Microfinance Summit, Buenos Aires, Argentina, October 2008  
 Microfinance & Entrepreneurship in Developing Countries: Success Story of Finance? Amsterdam, September 2008  
 BANSEFI conference, Mexico City, September 2008  
 Harris Graduate School of Public Policy, alumnus commencement speaker, June 2008  
 IFC-German Marshall Fund Conference Monitoring and Evaluation of Finance, Washington DC, May 2008  
 Ford Foundation and CGAP Conference on Targeting the Ultra-Poor, Kolkata, India, April 2008  
 Unite for Sight Annual Conference, March 2008  
 Philanthropy Roundtable Conference on Microfinance, Santa Fe, New Mexico, March 2008  
 Behavioral Finance Forum, March 2008  
 Financial Access Initiative, First Annual Conference on Microfinance, New York University, February 2008  
 Yale SOM Alumni Forum on Microfinance, January 2008  
 University of Tokyo COE Conference on Wealth and Poverty in Economic Development, December 2008  
 Keynote speaker, LACEA Inaugural Impact Evaluation Network meetings, Bogota, Colombia, October 2007  
 Opportunity International Board of Governors Annual Conference, featured speaker, October 2007  
 EBRD Impact Evaluation and Experimentation Workshop, London, England, October 2007  
 Savings, Assets and Financial Inclusion Conference, Singapore, June 2007  
 Federal Trade Commission Conference, April 2007  
 Behavioral Finance Forum, March 2007  
 Microcredit Summit, November 2006  
 USAID-BASIS Conference on Rural Finance, June 2006  
 Microfinance Access to Banking Services, Fourth Annual Roundtable Conference, Philippines, April 2006  
 Latin American Village Banking Forum, Morelia, Mexico, March 2006  
 Building Better Microfinance Conference, University of Michigan, March 2006  
 Trickle-Up 25<sup>th</sup> Anniversary Symposium on Innovations for the Poor, December 2004  
 IMF: Workshop on Data on Access to Credit, October 2004  
 IADB FORO IV Microenterprise Conference: Cartagena, Columbia, October 2004  
 University of Copenhagen Development Research Group PhD Course on Evaluation, June 2004

Hewlett Foundation Philanthropy Workshop West: February, 2004  
IMF: Workshop of Microfinance Policy Issues: January, 2004  
United Nations Year of Microfinance Preliminary Conference: January, 2004  
Microcredit Summit, November 2002

#### Academic Seminars

2018-2019: Harvard; Wisconsin-Milwaukee; Maryland; Notre Dame; Brandeis Finance; Chicago Booth – Decision Science; Virginia; Pittsburgh–Carnegie Mellon; U of Chicago - Development  
2017-2018: INSEAD; Chicago Harris; Missouri; Nebraska; Kansas State; Briar Cliff; Colorado-Boulder  
2016-2017: National University of Singapore, Korea University, Illinois, Virginia Tech, Harvard Business School, Baylor University, Texas A&M, Yale (Cowles), World Bank, Asian Development Bank, University of Connecticut  
2015-2016: MIT-Harvard, LSE/UCL, Virginia, Stanford, Northeastern Kellogg  
2014-2015: PUC-Rio, University of Pennsylvania Wharton Interdisciplinary Behavioral Seminar, Georgetown –Qatar, University of Maryland, CFPB, Yale University, University of Washington  
2013-2014: University of Michigan, University of Stockholm, UCLA-Anderson, Georgetown, IFPRI, CUNY, University of Montevideo, George Washington University, UC-Berkeley, Georgetown-Qatar, Center for Global Development  
2012-2013: Harvard/MIT, Harvard Business School, Georgetown-Qatar, Bryant College, NYU, University of Pennsylvania, Harverford College, University of Warwick  
2011-2012: Federal Reserve Bank of New York, Stanford-GSB, Interamerican Development Bank, UCLA-Anderson, RAND, University of Philippines, University of Ghana - Legon  
2010-2011: Berkeley-Haas Finance, Brown, Fordham, NYU, Oxford, London Business School, UCLA-Finance, Emory Business School, Connecticut College  
2009-2010: Stanford GSB, Paris School of Economics, UC-Berkeley, Swarthmore, UCLA-Finance, World Bank DECRG Finance, Northwestern Kellogg - Finance  
2008-2009: M.I.T./Harvard, Minnesota, Berkeley, UNC, UC-San Diego, University of Southern California, Michigan, Center for Global Development, Pompeu Fabra, Bergen, IIES Stockholm, King's College - London  
2007-2008: Pittsburgh, Harvard Kennedy School, Dartmouth, Arizona, Center for Global Development, Paris, Toulouse, Texas-Dallas, Population Council, Case Western Reserve, GRADE-Peru  
2006-2007: Georgetown, Center for Global Development, Houston/Rice, Texas A&M, Ohio State, NYU, Maryland, Fundacao Itau Social, Cornell-Johnson, Northwestern University, GRADE-Peru, Williams College  
2005-2006: Arizona, UCLA-Anderson, M.I.T.-Sloan, Chicago-GSB, Tufts, Berkeley, Stanford, UC-Santa Cruz, U of Washington, Stanford-GSB  
2004-2005: Cornell, Yale-SOM, Oxford, Essex, LSE/UCL, Columbia, LSE, Yale, MIT/Harvard, World Bank, Boston University, Missouri, McGill, Chicago-GSB, Berkeley, Duke, ADB  
2003-2004: Duke-Fuqua, George Washington, Wisconsin, Berkeley, Stanford, Williams, Yale-SOM, ADB  
2002-2003: Dartmouth, Columbia-GSB, British Columbia, Princeton, Princeton-Psychology  
2001-2002: M.I.T./Harvard, Yale-SOM, Maryland, Princeton, Texas, UC-Irvine, Berkeley, U of Washington, Williams, Georgetown, Johns Hopkins, UCLA, Michigan, George Washington, Miami

#### Academic Conference Presentations

2016-2017: Evidence on the Role of Religion in Poverty – Yale University  
2015-2016: University of Kentucky Teaching Conference, BX2016-Harvard Business School, ASREC Conference - Copenhagen  
2014-2015: AEA-Boston, PEDL-London, Transparency and Reproducibility in Federal Evaluations Conference  
2013-2014: IGC Growth Week; EBRD-PEDL Banking Conference, BEAM-Berkeley, Princeton Conference in International Relations Field Experiments, AEA Economics Teaching Annual Conference  
2012-2013: IPA-Citi Foundation Global Financial Inclusion Conference, Peru; ASSA-San Diego; IPA-Citi Foundation Global Financial Inclusion Conference, Uganda  
2011-2012: Stanford GSB SEED Research Symposium; World Bank Entrepreneurship Conference  
2010-2011: International Growth Centre Meetings, BASIS Conference, 2010 Microfinance Impact and Innovation Conference, ASSA-Denver, Cambridge Finance conference on Consumer Credit and Bankruptcy

2009-2010: BASIS-Boston Conference, Cornell University Behavioral Economics Conference, ABCDE World Bank Conference (Stockholm)

2008-2009: CIRANO Development Economics (Montreal), FTC Microeconomics, AEA-San Francisco, UCSD Microfinance Conference, IPA Microfinance Conference

2007-2008: EEA 2008 Budapest, NEUDC-Harvard, NBER Africa Program, Australia National University Development Conference

2006-2007: BREAD-AIID Amsterdam Conference on Financial Access, ESA Annual Conference, University of Copenhagen Conference on Behavioral Public Finance, AEA-Chicago, World Bank/WBER Conference on Access to Finance, NBER Universities Research Conference, Federal Trade Commission Conference on Consumer Disclosure, George Washington University Conference on Microfinance

2005-2006: NEUDC-Brown, BREAD, AEA-Boston, UCL/LSE Field Experiments Conference, Brookings/World Bank Conference on Access to Finance, CIRPEE Mini-Conference on Development Economics

2004-2005: NEUDC-Montreal, Oxford Conference on Social Networks, CEEL Bari Conference on Dynamic Choice and Experimental Economics, Toulouse Conference on Psychology and Economics, Federal Reserve Bank Conference on Consumer Finance

2003-2004: AAEA-Montreal, NEUDC-Yale, AEA-San Diego, BREAD, Cornell University 75<sup>th</sup> Anniversary Conference, LSE Conference on Behavioral Economics, Development Economics and Public Finance

2002-2003: LACEA-Madrid, NEUDC-Williams, Kremer Social Services Delivery Evaluation Conference, American Academy of Arts and Sciences Workshop on Missing Variables in Panel Data, Middlebury College Field Experiments Conference

2001-2002: NEUDC-Boston University, LACEA-GRADE Conference on Poverty and Inequality

November 2018