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CURRENT POSITIONS	Y Analytics , Chief Economist (2018-present) London School of Economics and Political Science , Lecturer (Assistant Professor) in Economics, (2008-present) <i>on leave academic year 2018-2019</i> International Growth Centre , Co-Program Director, Entrepreneurship Group (2013-present); Co-Program Director, Finance Theme (2009-2013), Jameel Poverty Action Lab (J-PAL) , Member (2008-present) Innovations for Poverty Action (IPA) , Board Member (2010-2015), Research Affiliate (2008-present) Economic Organization and Public Policy Programme , STICERD, LSE, Member (2008-present)
EDUCATION	Massachusetts Institute of Technology (MIT) , Ph.D., Economics, 2008 Princeton University , <i>Summa Cum Laude</i> , A.B., Economics, 1993
CITIZENSHIP	United States
LANGUAGES	English (native), Spanish (advanced), Russian (basic)
RESEARCH FIELDS	Development (financial inclusion, entrepreneurship and health), Corporate Finance, Experimental Economics, Field Experiments, Behavioral Economics, Public Policy
FELLOWSHIPS, HONORS, AND AWARDS	Economic Social and Research Council First Grant (2009-2012) Robert M. Solow Prize (2008) <i>Review of Economics Studies</i> Tour (2008) Russell Sage Foundation, Small Grant in Behavioral Economics (2007) George and Obie Shultz Fund (2007) National Science Foundation Graduate Research Fellowship (2005-2008) MIT Presidential Fellow (2003-2005) Wolf Balleisen Memorial Prize for Research in Economics (1993)
TEACHING	Introduction to Econometrics, LSE undergraduate course (470 students) EC220/221 (2017-present) Development Economics, LSE undergraduate course and Summer course EC307 (2008-present) Development and Growth, LSE PhD course EC515 and EC535, (2008-2017) Micro & Macro Economics for Public Policy, LSE MPA course EC440 (2008-2011) Quantitative Approaches and Policy Analysis, LSE MPA course EC455 (2012-present) Statistics for Public Policy, LSE MPA course EC408 (2013-2017)

Quantitative Approaches and Policy Analysis, LSE Executive MPA course EC455E (2014-present)

Capstone Supervisor: supervise LSE MPA student teams for year-long consulting projects; clients include Acumen Fund, the European Bank for Reconstruction and Development, Serco, Shared Impact Fund and Youth Business International (2009-present)

Econometric Methods for Policy Evaluation, United Nations (December 2014)

Impact Assessment and Randomized Evaluation, Abdul Latif Jameel Poverty Action Lab, (2005-present)

Impact Evaluations and Randomized Experiments, European Bank for Reconstruction and Development (November 2006)

Empirical Methods for Development Research (2011) and Presentation Skills (2012) for Actors, Markets, and Institutions in Developing Countries (AMID), a European Commission-funded professional development program for research scholars

The Higher Education Academy Economics Network Outstanding Teaching commendation (2011)

LSE Major Review Teaching Award (2013)

**INDUSTRY
EXPERIENCE**

Centre Partners Management LLC, Associate (1996-2000), Principal (2000-2002). Analyzed, executed, and monitored investments for Centre Partners, a private equity investment partnership with \$800 million under management focused both on leveraged control transactions and structured minority investments in small-to-mid-cap companies. Board member of Bravo Corporation and Rembrandt Photo Services. Member of Advisory Committee for Centre Palisades Ventures and View India Enterprises, a venture capital fund targeting the Indian market.

Morgan Stanley & Co. Inc., Analyst, Morgan Stanley Capital Partners (1993-1995). Active in the development, analysis, execution and management of equity investments and debt financings for Morgan Stanley Capital Partners, a manager of three equity funds representing over \$4 billion in committed capital.

**OTHER
EXPERIENCE**

Youth Business International, Policy Advisory Board Member (2012-2017)

Microsave, Research Advisory Committee Member (2013-2017)

Centre for Microfinance Research, Chennai, India, Visiting Scholar (2005)

World Bank, Special Assistant to Nicholas Stern, Chief Economist (2003)

**OTHER
PROFESSIONAL
ACTIVITIES**

Referee for *American Economic Review*, *American Economic Journal: Applied Economics*, *Econometrica*, *The Economic Journal*, *Journal of Development Economics*, *Journal of Development Studies*, *Journal of the European Economic Association*, *Journal of Public Economics*, *Journal of Labor Economics*, *Review of Economics and Statistics*, *Quarterly Journal of Economics*, *The Review of Economic Studies*, *Science*, *World Development*, the National Science Foundation, the Economic and Social Research Council and the European Economic Association

**PUBLISHED &
FORTHCOMING
PAPERS**

- “Eliciting and Utilizing Willingness to Pay: Evidence from Field Trials in Northern Ghana,” with Jim Berry and Raymond Guiteras, *forthcoming at the Journal of Political Economy*
- “Short-term Subsidies and Seller Type: A Health Products Experiment in Uganda,” with Dean Karlan, Maggie McConnell, and Pia Raffler, *Journal of Development Economics*, vol. 137 (2019): 110-124.
- “The Catch-22 of External Validity in the Context of Constraints to Firm Growth,” with Dean Karlan, *American Economic Review: Papers & Proceedings*, 105 no. 5 (2015): 295-99.
- “Keeping it Simple: Financial Literacy and Rules of Thumb,” with Antoinette Schoar and Alejandro Drexler, *American Economic Journal: Applied Economics* 6, no. 2 (2014): 1-31.
- “Contract Structure, Risk Sharing and Investment Choice,” *Econometrica* 81, no. 3 (2013): 883-939.
- “Spanning the Chasm: Uniting Theory and Empirics in Microfinance Research,” with Maitreesh Ghatak, *The Handbook of Microfinance*, eds. Beatriz Armendáriz and Marc Labie, World Scientific, 2011.
- “Access to Finance: A Functional Approach to Supply and Demand” in *Sustaining Growth and Promoting Inclusion in India*, UK Department for International Development, 2011.

**WORKING
PAPERS**

- “Manufacturing Productivity with Worker Turnover,” with Ken Moon, Patrick Bergemann, Daniel Brown, Andrew Chen, James Chu, Ellen A. Eisen, Prashant Loyalka, Sungmin Rho, and Joshua Cohen, *revision requested by Management Science*
- “Do Women Respond Less to Performance Pay? Building Evidence from Multiple Experiments,” with Oriana Bandiera, Andrea Prat and Erina Ytsma, *mimeo*
- “Incentives and Culture: Evidence from a Multi-Country Field Experiment,” with Oriana Bandiera and Amanda Dahlstrand, *mimeo*
- “Repayment Frequency and Lending Contracts with Present-Biased Borrowers,” with Maitreesh Ghatak, *mimeo*
- “Investment Choice and Inflation Uncertainty,” *mimeo*
- “Efficiency and Rent Seeking in Local Government,” with Esther Duflo and Raghavendra Chattopadhyay, *mimeo*

**SELECTED
WORK IN
PROGRESS**

- “Moneylenders,” with Dean Karlan and Ben Roth
- “Informal Finance: Mapping Global Savings and Lending Practices,” with Dean Karlan
- “Moving Beyond Conditional Cash Transfers in the Dominican Republic,” with Xavier Giné and Dean Karlan
- “Feedback to Extract Information from Experiments,” with Dean Karlan and Chris Udry
- “Women Entrepreneurs,” with Dean Karlan and Meredith Startz
- “Mobile Money Adoption & Referrals,” with Joshua Blumenstock and Adnan Khan