

CURRENT POSITIONS

Y Analytics (formerly Rise Labs), Chief Economist (2018-present). Lead efforts to develop and implement tools that enable TPG's Rise Fund as well as major corporates and other investors to assess and manage impact, meet sustainability objectives, and improve ESG performance. Provide quality assurance and expert training for Impact Solutions team. Responsible for Y's public outreach: publications, industry working groups and impact evangelism. Established, chair and manage Research Advisory Council, which provides a platform for leading researchers and academics to advance the methodology of impact measurement and impact-aware capital markets. Y Analytics spun out of the Rise Fund, a \$4 billion impact investing fund founded by TPG, Jeff Skoll and Bono.

London School of Economics and Political Science, Visiting Professor of Practice, School of Public Policy (2019-present); Lecturer (Assistant Professor) in Economics, (2008-2019).

DFID-CDC Evaluation & Learning Programme, Steering Group Member (2020-present).

International Growth Centre, Co-Program Director, Entrepreneurship Group (2013-present); Co-Program Director, Finance Theme (2009-2013).

Jameel Poverty Action Lab (J-PAL), Affiliate (2008-present); *on academic leave 2019-2020*.

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, *Summa Cum Laude*, A.B., Economics, 1993

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.

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

Microsave, Research Advisory Committee Member (2013-2017)

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

**HONORS &
AWARDS**

Economic Social and Research Council First Grant (2009-2012)
Robert M. Solow Prize (2008)
Review of Economics Studies 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 (500+ students) EC220/221
Development Economics, LSE undergraduate course and Summer course EC307
Development and Growth, LSE PhD course EC515 and EC535
Micro & Macro Economics for Public Policy, LSE MPA course EC440
Quantitative Approaches and Policy Analysis, LSE MPA course EC455/PP455
Statistics for Public Policy, LSE MPA course EC408
Quantitative Approaches and Policy Analysis, LSE Executive MPA course EC455E
Capstone Supervisor: organize and supervise LSE MPA student teams for year-long consulting projects.
Econometric Methods for Policy Evaluation, United Nations
Impact Assessment and Randomized Evaluation, Abdul Latif Jameel Poverty Action Lab
Impact Evaluations and Randomized Experiments, European Bank for Reconstruction and Development
The Higher Education Academy Economics Network Outstanding Teaching commendation
LSE Major Review Teaching Award

**PUBLISHED &
FORTHCOMING
ACADEMIC
PAPERS**

“Eliciting and Utilizing Willingness to Pay: Evidence from Field Trials in Northern Ghana,” with Jim Berry and Raymond Guiteras, *Journal of Political Economy* vol. 128:4 (2020): 1436-1473
“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

	<p>“Access to Finance: A Functional Approach to Supply and Demand” in <i>Sustaining Growth and Promoting Inclusion in India</i>, UK Department for International Development, 2011</p>
WORKING PAPERS	<p>“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, <i>revision requested</i></p> <p>“Do Women Respond Less to Performance Pay? Building Evidence from Multiple Experiments,” with Oriana Bandiera, Andrea Prat and Erina Ytsma, <i>mimeo</i></p> <p>“Incentives and Culture: Evidence from a Multi-Country Field Experiment,” with Oriana Bandiera and Amanda Dahlstrand, <i>mimeo</i></p> <p>“Repayment Frequency and Lending Contracts with Present-Biased Borrowers,” with Maitreesh Ghatak, <i>mimeo</i></p> <p>“Investment Choice and Inflation Uncertainty,” <i>mimeo</i></p> <p>“Efficiency and Rent Seeking in Local Government,” with Esther Duflo and Raghendra Chattopadhyay, <i>mimeo</i></p>
OTHER PUBLICATIONS	<p>“Evidence-based Impact,” July 2020, yanalytics.org/research-insights/evidence-based-impact</p> <p>“Monetizing Impact,” Jan 2020 yanalytics.org/research-insights/monetizing-impact</p>
SELECTED WORK IN PROGRESS	<p>“Moneylenders,” with Dean Karlan and Ben Roth</p> <p>“Informal Finance: Mapping Global Savings and Lending Practices,” with Dean Karlan</p> <p>“Moving Beyond Conditional Cash Transfers in the Dominican Republic,” with Xavier Giné and Dean Karlan</p> <p>“Feedback to Extract Information from Experiments,” with Dean Karlan and Chris Udry</p> <p>“Women Entrepreneurs,” with Dean Karlan and Meredith Startz</p>
OTHER PROFESSIONAL ACTIVITIES	<p>Impact Weighted Accounts Initiative, Academic Advisory Board Member</p> <p>OECD, Impact Accounting Working Group</p> <p>Referee for <i>American Economic Review</i>, <i>American Economic Journal: Applied Economics</i>, <i>Econometrica</i>, <i>The Economic Journal</i>, <i>Journal of Development Economics</i>, <i>Journal of Development Studies</i>, <i>Journal of the European Economic Association</i>, <i>Journal of Finance</i>, <i>Journal of Public Economics</i>, <i>Journal of Labor Economics</i>, <i>Review of Economics and Statistics</i>, <i>Quarterly Journal of Economics</i>, <i>The Review of Economic Studies</i>, <i>Science</i>, <i>World Development</i>, the National Science Foundation, the Economic and Social Research Council and the European Economic Association</p>
CITIZENSHIP	<p>United States, United Kingdom (indefinite leave to remain)</p>
LANGUAGES	<p>English (native), Spanish (advanced), Russian (basic)</p>