

# Daniel Stein

Danstein1@gmail.com • 52 Kendall House, Collier Street, London N19DE, UK • +44 7534 649644

## Education

### **London School of Economics**

PhD in Economics

Masters of Research in Economics

### **London, UK**

May 2008 - Sept 2011

Sept 2006 - May 2008

### **University of California, Berkeley**

BA Physics

BA Political Economy of Industrialized Societies

### **Berkeley, CA, USA**

Sept 2000 - May 2004

Sept 2000 - May 2004

## Work Experience

### Research

#### **Poverty Action Lab (JPAL)/ Centre for Microfinance**

#### **Ahmedabad, India**

Principal Investigator, Rainfall Index Insurance Evaluation

**Nov 2008-Present**

- Designed and implemented a research project with \$500,000 funding from USAID
- Management of field staff of roughly 20 people
- Developed and analyzed insurance products, negotiated with insurance companies
- Wrote and managed implementation of an annual survey of 1800 respondents
- Analyzed data, wrote research papers, and presented at international conferences

Principal Investigator, WISA Laboratory Experiment

**Mar 2009-Sept 2010**

- Spearheaded my own initiative to investigate the feasibility of an insurance-linked savings account
- Won \$10,000 grant from International Labor Organization to fund the experiment
- Hired and managed a staff of six, and administered a lab experiment to over 300 farmers

#### **Centre de Recherche en Economie du Développement**

#### **Namur, Belgium**

Visiting Researcher, International Development

**Sept 2010-Sept 2011**

- Conducted independent research, producing articles to be submitted to top peer-reviewed journals. Gave presentations at conferences and seminars worldwide
- Research focuses on developing effective agricultural micro-insurance for poor farmers

## Consultancy

### **MicroEnsure**

**June-July 2011**

- Assisted in product design, data analysis, and pricing of a rainfall index insurance product to be launched in Tanzania

### **AusAID – Government of Australia**

**June 2010**

- Performed empirical analysis on Proxy Means Testing (PMT), a poverty targeting method.
- Using survey data from Bangladesh, explored targeting errors of the technique and looked at alternative strategies
- Working Paper: “*Just Like Winning the Lottery: An Assessment of the Proxy Means Test Targeting Methodology*” by Stephen Kidd and Emily Wylde

### **United Nations Industrial Development Organization**

**May 2007-Sept 2007**

- Launched a cross-country analysis exploring the links between infrastructure and industrial development in poor countries
- Developed a procedure to test for spurious correlations using a number of panel co-integration techniques
- Working Paper: “*Why Income Levels Differ: The Sources of Differential Economics Growth in a Panel of Low and High Income Countries*” by Anders Isaksson and Charles Hulten

## Teaching

### **London School of Economics**

**Oct 2007-May 2010**

- Class teacher for courses in Introductory Economics and Development Economics

### **Jameel Poverty Action Lab (J-PAL)**

**June 2009**

- Teaching assistant for a professional course in London on how to conduct randomized controlled evaluations of development programs

## Information Technology

### **Bigfix, Inc. (Acquired by IBM in 2010)**

**Emeryville, CA, USA**

Technical Director, Europe

**Sept 2005 - May 2006**

Technical/Professional Services Engineer

**Oct 2002 - Sept 2005**

- Software company that sells computer management software to large enterprises.
- 15<sup>th</sup> Employee of successful startup
- Programmed product modules and developed customized technical solutions for Fortune 500 customers
- Developed and implemented marketing, sales, and expansion plans for the European market
- In 6 months in Europe, played a key role in doubling staff, customers, business partners, and revenue in the European market

## Research Papers

### Working Papers

- *"Paying Premiums with the Insurer's Money: How Loss Aversion Drives Insurance Decisions in Repeated Interactions"*
- *"Willingness to Pay for Rainfall Insurance: Comparison of Theoretical and Empirical Approaches,"* (Joint with Shawn Cole and Jeremy Tobacman)
- *"Weather Insurance Savings Accounts"* (Joint with Jeremy Tobacman)
- *"Crop Microinsurance: Tackling Poverty, One Insurance Policy at a Time"* (Joint with Agrotosh Mookerjee, Daniel Clarke, James Sharpe, Dermot Grenham)

### Work in Progress

- *"Impact Evaluation of Rainfall Index Insurance,"* (Joint with Shawn Cole, Jeremy Tobacman, Vivek Shah, Raghab Chattopadhyay)
- *"Dynamic Effects of Insurance Purchase Decisions"* (Joint with Shawn Cole and Jeremy Tobacman)

## Awards and Achievements

Marie Curie ITN Early Researcher Fellowship

**Sept 2010-Sept 2011**

Frederic and Elisabeth Sipiery Scholarship, LSE

**Sept 2006-Sept 2010**

Brian Hey Prize for Best Paper at GIRO Conference

**Mar 2010**

ILO Microinsurance Innovation Facility Research Grant

**Feb 2009**

Pullman Scholarship for Physics Excellence, UC Berkeley

**Feb 2003**

## Languages and Technical Skills

- Extremely computer literate. Knowledge of web design and many programming and scripting languages. Expert in STATA. Proficient in MS Office, including macro development.
- English (Native), Spanish (Proficient), French (Proficient)

## Volunteer work

### **Save the Children**

**Intibuca, Honduras**

Volunteer

**May 2000-Sept 2000**

- Assisted poor, rural families with home improvements such as water storage, granaries, stoves, and chicken coops
- Developed and managed projects to start a community garden and build a health center
- Conducted courses on health and sanitation at local schools