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50014 San Domenico di Fiesole, Italy

Doctoral Studies:

European University Institute (EUI), 2014 to present
Ph.D. Candidate in Economics. Expected completion June 2019.
Dissertation: "Essays in Behavioral Economics and Development"

Visiting Ph.D. Candidate, Massachusetts Institute of Technology (MIT), 2017 to 2018

Dissertation Committee and References:

Professor Michèle Belot
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Prior Education:

Master of Public Policy, Hertie School of Governance, 2011
Visiting Student, Georgetown University, McCourt School of Public Policy, 2010
B.Sc., Business Administration, WHU Vallendar, 2009

Teaching and Research Fields:

Primary: Behavioral and Experimental, Development
Secondary: Labor

Publications:

Journal Articles:

“The Strugglers: The New Poor in Latin America?” (with Nancy Birdsall and Nora Lustig). 2014. *World Development* 60: 132–146. doi:10.1016/j.worlddev.2014.03.019

Chapters in Edited Volumes:

“Development as Diffusion: Manufacturing Productivity and Sub-Saharan Africa’s Missing Middle” (with Alan Gelb and Vijaya Ramachandran). 2015. *The Oxford Handbook of Africa and Economics: Context and Concepts*, edited by Justin Yifu Lin and Celestin Monga. Oxford: Oxford University Press. doi:10.1093/oxfordhb/9780199687114.013.24

“Global Markets, Global Citizens, and Global Governance in the 21st Century” (with Nancy Birdsall and Alexis Sowa). 2014. *Towards a Better Global Economy: Policy Implications for Citizens Worldwide in the 21st Century*, edited by Jere Berman and Shahrokh Fardoust. Oxford: Oxford University Press. doi:10.1093/acprof:oso/9780198723455.001.0001

Policy:

“Myanmar Poverty and Living Conditions Survey: Technical Report” (core team). 2017. Ministry of National Planning and Economic Development of the Republic of the Union of Myanmar and World Bank Group. Washington, DC: World Bank Group.

“The Median Is the Message: Median Consumption Expenditure as Measure of Material Well-Being and Shared Development Progress” (with Nancy Birdsall). 2015. *Global Policy* 6(4): 343–357. doi:10.1111/1758-5899.12239

“A Measured Approach to Ending Poverty and Boosting Shared Prosperity: Concepts, Data, and the Twin Goals” (core team). 2014. World Bank Development Research Group, Policy Research Report. Washington, DC: World Bank Group. doi:10.1596/978-1-4648-0361-1

Research Papers:

“In Search of a Better Life: Self-Control in the Ethiopian Labor Market” ([Job Market Paper](#))

This paper investigates whether present bias correlates with savings and job search behavior in a population of low-skill workers in Ethiopia. I conduct a field experiment with 460 women who begin employment in the ready-made garment industry. Most are rural-urban migrants without work experience for whom the job represents a stepping stone into the labor market. Almost all workers plan to use their jobs to save money and to look for higher-wage employment, but many fall short of their intentions. I propose self-control problems as a candidate explanation. I elicit a measure of present bias in a tightly-controlled experiment and match results to high-frequency survey data that I collect over a period of three months. Present bias is a significant predictor of job search effort, controlling for a broad range of covariates. Present-biased workers spend 57 percent less time on job search per week. As a result of reduced search, present-biased workers generate fewer offers and stay in their jobs significantly longer. In contrast, I find no significant correlation between present bias and savings behavior. I discuss implications for the design of commitment devices in this context.

“Sorting into Incentives for Prosocial Behavior”
(with Egon Tripodi, under review)

This paper studies incentivized voluntary contributions to a charitable activity. Motivated by the market for blood donations in Germany, we study a setting where different incentives coexist and agents can choose to donate without receiving monetary compensation. This lets agents reveal and signal their individual preferences through their actions. In a model that interacts image concerns of agents with intrinsic and extrinsic incentives to donate, we show that this setting can bring about efficiency gains in the collection similar to those deriving from self-selection in second-degree price discrimination. We develop a laboratory experiment to test our theoretical predictions under controlled conditions. Results show that a collection system where compensation can be turned down can improve the efficiency of collection. Introducing the choice to be compensated does not crowd out unpaid donations. A significant share of donors chooses to donate without being compensated. Heterogeneity in treatment effects suggests gender-specific preferences over signaling.

“Image Concerns in Pledges to Give Blood: Evidence from a Field Experiment”
(with Egon Tripodi, under review)

We use a field experiment to study how social image concerns affect pledges to engage in a charitable activity. We work with two different blood banks and a municipal government in Germany to offer sign-ups for human whole blood donations. Motivated by a simple signaling framework, we randomly vary the type of organization to donate to and the visibility of the pledge. Our setting also provides natural variation in the group of people that form the “audience” for social image concerns. We find evidence for strong social image concerns when subjects are asked in public whether they would like to pledge a donation with a well-known charity. Almost all subjects renege on their pledge, with no detectable differences between treatments. We discuss avenues for further research and end on a cautionary note for organizations looking to harness pledges as nudges to do good.

Selected Research in Progress:

“The Community Impact of a Large-Scale Industrialization Project: Experimental Evidence from the Hawassa Industrial Park” (with Kevin Croke and Morgan Hardy)

“The Devil Is in The Pre-Tales: A Closer Look at Women's First Months in Industrial Work”
(with Morgan Hardy and Gisella Kagy)

“The Limits of Prosocial Nudging”
(with Bethany Burum, Moshe Hoffman, David Rand, and Erez Yoeli)

Research Experience and Other Employment:

2014–2018	World Bank Group <i>Consultant</i> , Development Research Group, Development Data Group, Poverty GP
2012–2014	Center for Global Development <i>Research Associate</i>
2011–2012	United Nations Conference on Trade and Development <i>Research Consultant</i> , Division on Investment and Enterprise / Division on Africa and the Least Developed Countries

2011	Hertie School of Governance <i>Research Associate</i>
2010	European Commission, Directorate-General for Economic and Financial Affairs <i>Research Assistant</i> , Delegation of the European Union to the United States
2010	United Nations Conference on Trade and Development <i>Summer Research Intern</i> , Division on Investment and Enterprise
2010	German Federal Ministry of Economic Affairs and Energy <i>Economic Affairs Analyst (short-term contract)</i> , European Economic Policy Desk

Teaching:

2015	Welfare Measurement and Analysis (20 hours), Ministry of National Planning and Economic Development, Nay Pyi Taw, Myanmar
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Research Grants:

2018	World Bank DIME / DFID ieConnect for Impact Grant: USD 125,000 (Co-PI with Kevin Croke and Morgan Hardy)
2018	IGC Ethiopia Small Projects Facility: GBP 19,960 (Co-PI with Kevin Croke and Morgan Hardy)
2018	European Commission, EUTF Horn of Africa Window Grant: EUR 5,000
2018	DFID Ethiopia Strategic Analysis Research and Evaluation Fund: GBP 4,410
2018	European University Institute, Presidential Research Grant: EUR 6,700
2017	Private Enterprise Development in Low-Income Countries (PEDL) Exploratory Research Grant: GBP 34,865 (Co-PI with Kevin Croke and Morgan Hardy)
2016	Russell Sage Foundation, Small Grant in Behavioral Economics: USD 6,764 (Co-PI with Egon Tripodi)
2014	IZA/DFID Growth in Labor Markets in Low Income Countries Grant: GBP 90,000 (Co-PI with Alan Gelb and Vijaya Ramachandran)

Awards, Honors, and Fellowships:

2017–2018	German Academic Exchange Service (DAAD): PhD grant for visit at MIT Sloan
2014–2018	German Academic Exchange Service (DAAD): PhD grant for study at EUI
2015	World Bank Development Research Group VPU Award for work on Policy Research Report “A Measured Approach”
2010	Georgetown University Graduate School of Arts & Sciences: Full tuition grant
2010	German Academic Exchange Service (DAAD): Grant for United Nations internship
2007–2011	Friedrich Naumann Foundation: Tuition grant and stipend for gifted students

Conference and Seminar Presentations:

2018	IZA Summer School in Labor Economics, Spring Meeting of Young Economists (University of Balearic Islands), ESA World Meeting (WZB Berlin), EEA Annual Congress (University of Cologne), Science of Philanthropy Initiative Conference (Indiana University)
2017	World Bank ieConnect for Impact Workshop (Lisbon), IGC-PEDL PhD Conference (Oxford)
2014	Oxford Handbook of Africa and Economics Authors Conference (Peking University), Conference on Latin American Inequality in the Long Run (World Bank Buenos Aires)
2013	CSAE (Oxford), Africa Lunch (IMF), Africa Private Sector Lunch (World Bank), Latin American Studies Association Annual Congress
2012	German Development Institute Brown Bag (DIE)

Professional Activities:

Referee:

European Journal of Development Research, Journal of Development Studies

Policy Evaluation:

United Kingdom Department for International Development (DFID)

Training and Skills:

Languages:

English, German (fluent); French, Italian (intermediate); Spanish (basic)

Research Software:

ArcGIS, Mathematica, Matlab, Open Data Kit, oTree, PaaS cloud computing (including Amazon EC2, Google Compute Engine, and Microsoft Azure), Qualtrics, R, Stata/Mata

Programming and Markup Languages:

C, Fortran, HTML/CSS, Java, JavaScript, Node.js, PHP, Python, SQL, TeX