

## NAVA ASHRAF

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<https://www.lse.ac.uk/economics/people/faculty/nava-ashraf>

### ACADEMIC POSITIONS

2016 – present	Professor of Economics, Department of Economics; London School of Economics (LSE)
2010 – 2016	Associate Professor, Harvard Business School, Negotiation, Organizations and Markets Unit
2005 – 2010	Assistant Professor, Harvard Business School, Negotiation, Organizations and Markets Unit

### PROFESSIONAL AFFILIATIONS

2024-present	Fellow, British Academy
2023-present	Fellow, Econometric Society
2021-present	Founding Director, the Altruistic Capital Lab at LSE
2016 – present	Fellow, Centre for Economic Policy Research (CEPR)
2016 – present	Co-Director, Psychology and Economics Programme, STICERD (LSE)
2016 – 2022	Inaugural Research Director, LSE Marshall Institute
2016 – 2022	Editor, <i>Economica</i>
2016	Founding Associate, Economic Research on Identity, Norms and Narrative (ERINN)
2014 – present	Lead Academic, International Growth Centre program on Zambia (IGC)
2014 – present	Fellow, Bureau for Research and Economic Analysis of Development (BREAD) Previously: Affiliate (2006 - 2014)
2005 – present	Affiliated Professor, M.I.T. Jameel Poverty Action Lab (J-PAL)
2008 – 2016	Faculty Research Fellow (LS), National Bureau of Economic Research (NBER)

### EDUCATION

2005	Ph.D. Economics, Harvard University Dissertation: <i>Essays at the Intersection of Development and Behavioral Economics</i>
2003	M.A., Economics, Harvard University
1998	B.A., High Honors, Economics, International Relations, Stanford University

## PUBLISHED AND FORTHCOMING PAPERS

Ashraf, Nava, Erica Field, Alessandra Voena and Roberta Ziparo. “*Gendered Spheres of Learning and Household Decision Making Over Fertility.*”, March 2025

***Forthcoming, Review of Economic Studies***

Ashraf, Nava, Natalie Bau, Corinne Low, Xiaoyue Shan. “Ten Years of Relational Power: The Long-Run Effects of Negotiation Training”, conditionally accepted, ***American Economic Review: Insights***

Ashraf, Nava, Edward Glaeser, Abraham Holland and Bryce Millet Steinberg. “Water, Health and Wealth: The Impact of Piped Water Outages on Disease Prevalence and Financial Transactions in Zambia.” ***Economica***, 2021; 88:755-781

Ashraf, Nava, Oriana Bandiera, Edward Davenport, and Scott Lee. “Losing Prosociality in the Quest For Talent? Sorting, Selection, And Productivity in The Delivery of Public Services.” ***American Economic Review***, 2020; 110(5): 1355-94

Ashraf, Nava, Natalie Bau, Nathan Nunn and Alessandra Voena. “Bride Price and Female Education.” ***Journal of Political Economy***, 2020; 128 (2): 591-641

Ashraf, Nava, Natalie Bau, Corinne Low and Kathleen McGinn. “Negotiating a Better Future: How Interpersonal Skills Facilitate Inter-Generational Investment.” ***Quarterly Journal of Economics***, 2020; 135 (2).

Ashraf, Nava, Oriana Bandiera and Alexia Delfino. “The Distinctive Value of Bankers” ***American Economic Review: Papers & Proceedings***, 2020.

Ashraf, Nava and Oriana Bandiera. “Social Incentives in Organizations.” ***Annual Review of Economics***, 2018. 10: 439-463.

Ashraf, Nava, and Oriana Bandiera. “Altruistic Capital.” ***American Economic Review: Papers & Proceedings***, 2017. 107(5).

Ashraf, Nava, Erica Field, Giudy Rusconi, Alessandra Voena, and Roberta Ziparo. “Traditional Beliefs and Learning about Maternal Risk in Zambia.” ***American Economic Review: Papers & Proceedings***, 2017. 107(5).

Ashraf, Nava, Edward L. Glaeser, and Giacomo A. M. Ponzetto. “Infrastructure, Incentives, and Institutions.” ***American Economic Review: Papers & Proceedings***, 2016. 106(5): 77–82.

Ashraf, Nava, Diego Aycinena, Claudia Martinez A., and Dean Yang. “Savings in Transnational Households: A Field Experiment among Migrants from El Salvador.” ***Review of Economics and Statistics***, 2015. 97, no. 2: 332-351.

Ashraf, Nava, Oriana Bandiera and B. Kelsey Jack. "No Margin, No Mission? A Field Experiment on Incentives for Public Service Delivery." *Journal of Public Economics*, 2014. 120: 1-17.

Ashraf, Nava, Erica Field and Jean Lee. "Household Bargaining and Excess Fertility: An Experimental Study in Zambia." *American Economic Review*, 2014. 104(7): 2210-37.

Ashraf, Nava, Oriana Bandiera and Scott Lee. "Awards Unbundled: Evidence from a Natural Field Experiment." *Journal of Economic Behavior and Organization*, 2014. 100: 44-63.

Ashraf, Nava, B. Kelsey Jack and Emir Kamenica. "Information and Subsidies: Complements or Substitutes?" *Journal of Economic Behavior and Organization*, 2013. 88: 133-139.

Ashraf, Nava, James Berry and Jesse M. Shapiro. "Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia." *American Economic Review*, 2010. 100(5): 2383-2413.

Ashraf, Nava, Dean Karlan and Wesley Yin. "Female Empowerment: Further Evidence From a Commitment Savings Product in the Philippines." *World Development*, 2010. 38(3): 333-344.

Ashraf, Nava, Xavier Giné and Dean Karlan. "Finding Missing Markets: Evidence from an Export Crop Adoption and Marketing Intervention in Kenya." *American Journal of Agricultural Economics*, 2009. 91(4): 973-990.

Ashraf, Nava. "Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines." *American Economic Review*, 2009. 99(4): 1245-77.

Ashraf, Nava, Iris Bohnet and Nikita Piankov. "Decomposing Trust and Trustworthiness." *Experimental Economics*, 2006. 9(3): 193-208.

Ashraf, Nava, Dean Karlan and Wesley Yin. "Tying Odysseus to the Mast: Evidence from a Commitment Savings Product in the Philippines." *The Quarterly Journal of Economics*, 2006. 121(2): 635-672.

Ashraf, Nava, Dean Karlan and Wesley Yin. "Deposit Collectors." *Advances in Economic Analysis & Policy*, 2006. 6(2).

Ashraf, Nava, Colin F. Camerer and George Lowenstein. "Adam Smith, Behavioral Economist." *Journal of Economic Perspectives*, 2005. 77(3): 131-145.

## WORKING PAPERS

Ashraf, Nava, Oriana Bandiera, Virginia Minni and Luigi Zingales. "Meaning at Work" , January 2025  
***R&R, Quarterly Journal of Economics***

Ashraf, Nava, Alexia Delfino, Edward Glaeser and Kim Sarnoff. "*Female Entrepreneurship and Trust in the Market*", 2024; ***R&R, Journal of Political Economy***

Ashraf, Nava, Oriana Bandiera, Virginia Minni, Victor Quintas-Martínez. "*Gender Gaps Across the Spectrum of Development: Local Talent and Firm Productivity*", June, 2024  
***R&R, Review of Economics and Statistics***

Vesall Nourani, Ashraf, Nava, and Abhijit Banerjee "*Learning to Teach by Learning to Learn*",  
December 2024  
***R&R, Quarterly Journal of Economics***

Ashraf, Nava, Gharad Bryan, Alexia Delfino, Emily Holmes, Leonardo Iacovone, and Ashley Pople.  
"*Learning to See the World's Opportunity: Memory, Mental Experiencing, and the Economic Lives of the Vulnerable.* ", July, 2025.  
***R&R, Journal of Political Economy***

Ashraf, Nava, Marric Buessing, Erica Field, and Jessica Leight. "*The Psycho-Social Benefits of Access to Contraception: Experimental Evidence from Zambia.*" May, 2015.

Ashraf, Nava, Erica Field and Jessica Leight. "*Supply is Not Enough: Contraceptive Adoption and Fertility.*" June, 2014.

## ONGOING RESEARCH

Ashraf, Nava, Oriana Bandiera, Alexia Delfino and Matteo Fossi. "Beyond Bonuses: The Incentive Effect of a Prosocial Initiative on Bankers"

Ashraf, Nava, Oriana Bandiera, Virginia Minni and Martina Zanella. "Automation, Unemployment and Re-Envisioning the Nature of Work"

Ashraf, Nava, Oriana Bandiera and Edward Davenport. "Testing the Virtuous Cycle of Public Services Delivery and Human Resource Development"

## PRACTITIONER ARTICLES & BOOK CHAPTERS

"Rx: Human Nature. How Behavioral Economics is Promoting Better Health Around the World." 2013.  
*Harvard Business Review*, 99 (4): 119-125.

Ashraf, Nava, Gunther Fink, and David N. Weil. "Evaluating the Effects of Large Scale Health Interventions in Developing Countries: The Zambian Malaria Initiative." In *NBER African Successes, Volume II*, edited by S. Edwards, S. Johnson, and D. Weil. University of Chicago Press, 2016.

Ashraf, Nava, Nathalie Gons, Dean Karlan and Wesley Yin. 2003. "A Review of Commitment Savings Products in Developing Countries." Asian Development Bank Economics and Research Department Series, No. 45.

Ashraf, Nava, Dean Karlan and Wesley Yin. 2003. "Testing Savings Product Innovations Using an Experimental Methodology." Asian Development Bank Technical Note Series, No. 8.

Ashraf, Nava, Margaret McMillan and Alix Peterson-Zwane. 2005. "My Policies or Yours: How Do OECD Subsidies Affect Poverty in Developing Countries?" in *Globalization and Poverty, National Bureau of Economic Research (NBER) Conference Volume*, edited by Ann Harrison.

Ashraf, Nava, Dean Karlan and Wesley Yin. 2006. "SEED: A Commitment Savings Product in the Philippines." In Trick Up 25<sup>th</sup> Anniversary Symposium, 2006, iUniverse Press.

#### **GLOBAL HEALTH AND BEHAVIORAL ECONOMICS MBA TEACHING MATERIALS**

Rangan, V. Kasturi, Nava Ashraf and Marie Bell. "PSI: Social Marketing Clean Water," Harvard Business School Case 507-052 (2007) [18].

Ashraf, Nava and Natalie Kindred. "Community Health Workers in Zambia: Incentive Design and Management," Harvard Business School Case 910-030 (2010; Revised 2014) [32].

Ashraf, Nava and Natalie Kindred. "Community Health Workers in Zambia: Incentive Design and Management," Harvard Business School Teaching Note 914-024 (2014) [57].

Ashraf, Nava, Neil Buddy Shah and Rachel Gordon. "Deworming Kenya: Translating Research into Action (A)," Harvard Business School Case 910-001 (2010) [29].

Ashraf, Nava, Neil Buddy Shah and Rachel Gordon. "Deworming Kenya: Translating Research into Action (B)," Harvard Business School Case 910-027 (2010) [2].

Ashraf, Nava, Neil Buddy Shah, Rachel Gordon, and Elena Moroz. "Deworming Kenya: Translating Research into Action (A) and (B)," Harvard Business School Teaching Note 910-002 (2010; Revised 2014) [28].

Ashraf, Nava, Dean Karlan, Wesley Yin and Marc Shotland. "Evaluating Microsavings Programs: Green Bank of the Philippines (A)," Harvard Business School Case 909-062 (2010; Revised 2014) [12].

Ashraf, Nava, Dean Karlan and Wesley Yin. “Evaluating Microsavings Programs: Green Bank of the Philippines (B),” Harvard Business School Case 914-002 (2014) [5].

Ashraf, Nava, Dean Karlan and Wesley Yin. “Evaluating Microsavings Programs: Green Bank of the Philippines (C),” Harvard Business School Case 914-003 (2014) [7].

Ashraf, Nava and Kristin Johnson. “Evaluating Microsavings Programs: Green Bank of the Philippines,” Harvard Business School Teaching Note 913-024 (2014) [56].

Ashraf, Nava, Rachel Gordon and Natalie Kindred. “Roll Back Malaria and BCG: The Change Initiative,” Harvard Business School Case 910-023 (2010; Revised 2014) [29].

Ashraf, Nava and Natalie Kindred. “Roll Back Malaria and BCG: The Change Initiative,” Harvard Business School Teaching Note 914-041 (2014) [9].

Ashraf, Nava and Natalie Kindred. “Uptake of Malaria Rapid Diagnostic Tests: A Development Challenge,” Harvard Business School Case 911-007 (2011; Revised 2013) [31].

Ashraf, Nava, Andrew Boozary and Kristin Johnson. “Uptake of Malaria Rapid Diagnostic Tests: A Development Challenge,” Harvard Business School Teaching Note 914-042 (2014) [31].

Ashraf, Nava and Claire Qureshi. “Oral Rehydration Therapy,” Harvard Business School Case 911-035 (2010) [13].

Ashraf, Nava and Claire Qureshi. “Oral Rehydration Therapy,” Harvard Business School Teaching Note 5-913-027 (2014) [7].

“Impacting Global Health.” Harvard Business School Publishing Faculty Seminar Series 912-702, December 2011.

“Managing Global Health: Applying Behavioral Economics to Create Impact,” Harvard Business School Course Overview Note for Students 914-025 (2014) [13].

“Managing Global Health: Applying Behavioral Economics to Create Impact,” Harvard Business School Course Overview Note for Instructors 914-031 (2014).

Ashraf, Nava and Kristin Johnson. “Community Health Worker Incentives at the Bangladesh Rural Advancement Committee (BRAC),” Harvard Business School Case 914-036 (2014) [13].

Ashraf, Nava and Kristin Johnson. “Setting Price Effectively,” Harvard Business School Background Note 914-037 (2014) [14].

## TEACHING

2017-present	LSE Executive Education: <i>Behavioral Economics &amp; the Modern Economy; Social Business and Entrepreneurship</i> (Executive Master's Program)
2016-present	EC452: <i>Applying Behavioural Economics for Social Impact: Design, Delivery, Evaluation, and Policy</i> (LSE)
2016-present	Econ535: PhD. Development Economics (topics include: Gender, IntraHousehold and Behavioral Development).
2010 – 2015	HBS 2230: <i>Managing Global Health: Applying Behavioral Economics to Create Impact</i>
2009 – 2015	Econ 2041/HBS 4430: <i>Field Experiments</i> , Harvard-wide Ph.D. course
2007 – 2015	HBS Executive Education: <i>Performance Management for Effective Management of Nonprofit Organizations; Strategic Perspectives in Nonprofit Management; Changing the Game; Global Negotiator; New Path; Breakthrough Insights</i>
2005 – 2009	First-year MBA <i>Negotiations</i>
2005	Econ 3030hf: <i>Psychology and Economics in the Field</i>

## AWARDS AND HONORS

2021	Arrow Award for the Outstanding Health Economics Paper in 2020 ( " <i>Losing Prosociality in the Quest for Talent? Sorting, Selection, and Productivity in the Delivery of Public Services</i> " with Oriana Bandiera, Edward Davenport, and Scott Lee)
2018	Recognized as one of 25 Top Behavioral Economists by TheBestSchools.org
2018	Excellence in Education and Teaching Promotion Award Winner, London School of Economics
2013	HBS Professor for <i>OneHarvard: Lectures that Last</i> (selected by HBS student body; one professor is selected to represent each School at Harvard University)
2012	Harvard Global Health Institute Burke Fellow, university-wide appointment for global health research agenda
2012	Rising Star in Global Health, awarded by Grand Challenges Canada and the Gates Foundation

2006	TIAA-CREF Paul. A Samuelson Award Certificate of Excellence (for "Tying Odysseus to the Mast: Evidence from a Commitment Savings Product in the Philippines")
2003	Queen Elizabeth II Golden Jubilee Medal for Service (Governor General of Canada)
1996	Phi Beta Kappa awarded in Junior Year
1995	Youngest recipient ever of the Order of British Columbia

## RESEARCH GRANTS

2025	European Research Council Advanced Grant (€2,482,322): "Female Flourishing and the Economic Frontier"
2025	JPAL Learning for All Initiative (\$217,340): "Girls Arise into Adulthood: The Long-Run Effects of Negotiation Training"
2025	JPAL Innovation in Government Initiative (\$149,948): "Data Aggregation Pilot: Building Community & State Capacity for Improved Health Care Delivery"
2024	International Science Partnership Fund (£100,000): "A Virtuous Cycle between Health Services Delivery and Human Capital Development: Evaluating the spillover and scale effects of Community Health Workers Professionalization in Zambia".
2024	IGC (£85,000): "Creating Community Economic Capacity: Evaluating the scale and spillover effects of Community Health Worker Professionalization".
2023	IGC (£20,000): "Testing the Virtuous Cycle of Public Services Delivery and Human Resource Development".
2022	Schmidt Futures Award (\$94,648.75): "Re-envisioning the Nature of Work; Unlocking the Power of Diverse Teams".
2021	Nuffield Foundation Award (£95,794): "Long-term Unemployment, Volunteering and Reenvisioning the Nature of Work".
2019	London School of Economics, Knowledge Exchange and Impact (KEI) (£103,579): "The Co-Generation Model and the Scale-up of Health and Educational Interventions"; IGA Rockefeller (£71,436.52) and JPAL Post Primary Education Initiative Round 12 (\$49,913) and IPA Peace and Recovery (\$137,154): "Learning to See a World of Opportunities". 2018 IDRC (\$331,548.83): "Beyond Access: Promoting Gender Transformative Finance for Zambian Women Entrepreneurs"; JPAL Post Primary Education Initiative Travel Grant (\$9,936) "Learning to see a world of opportunities"; JPAL Post Primary Education Initiative (\$250,000); "Teacher Training to Transform Classrooms, Teachers and Communities in Uganda".
2017	JPAL Post Primary Initiative (\$300,000) and International Growth Centre (\$25,000): "Negotiating a Better Future"; International Growth Centre (\$56,104) and PEDL (\$49,040): "Growing Together: Trust, Spontaneous Clusters and the Growth of Micro, Small and Medium Enterprises in Cities"; JPAL Post Primary Initiative (\$49,922) and International Growth Centre (\$14,807): "Teacher Training to Transform Classrooms,



	Teachers and Communities in Uganda”
2016	International Growth Centre (\$258,016): “Growing Together: Trust, Spontaneous Clusters and the Growth of Micro, Small and Medium Enterprises in Cities”; International Growth Centre (\$84,181): “Maternal Mortality Risk and Gender Gap in Desired Fertility”; International Growth Centre (\$71,770): “Productivity in the Civil Service: Understanding the Impact of Payroll Reform”
2015	USAID DIV (\$898,902): “Recruiting and Motivating Community Health Workers: A Nationwide Household Survey”; International Growth Centre (\$27,961): “Productivity in the Civil Service: Understanding the Impact of Payroll Reform”
2014	Templeton Foundation (\$490,797): “Maternal Mortality and the Gender Gap in the Demand for Children”; JPAL Post Primary Initiative (\$110,808) and International Growth Centre (\$55,712): “Negotiating a Better Future”; International Growth Centre (\$124,182) and USAID DIV (\$391,748): “Recruiting and Motivating Community Health Workers”
	2013 USAID (\$452,513): “Negotiating a Better Future”; Behavioral Economics in Reproductive Health Initiative (\$75,000): “Maternal Mortality Risk and the Gender Gap in Desired Fertility”
2012	Harvard Global Health Institute Burke Fellowship (\$75,000): Research portfolio in Zambia; J-PAL Youth Initiative (\$199,399) and Grand Challenges Canada (\$113,000): “Negotiating a Better Future: The Impact of Teaching Negotiation Skills on Girls’ Health and Educational Outcomes”; J-PAL Governance Initiative (\$113,000) and USAID-DIV (\$99,032): “Recruiting and Motivating Community Health Workers: National Field Experiment in Zambia”
2011	International Growth Centre (\$371,000): “Selection and Compensation of Community Health Workers in Zambia”; International Growth Centre (\$47,000) and Harvard Program on Negotiation and Women in Public Policy Program (WAPPP) and Exxon Mobil (\$40,000): “Negotiating a Better Future”; 3ie (\$167,488): “Determinants of Fertility Demand” (with Erica Field and Alessandra Voena)
2010	3ie (\$99,886): “No Margin, No Mission? A Field Experiment on the Role of Incentives in the Distribution of Public Goods”; 3ie and Exxon WAPPP (\$50,000): "Experimental Approaches to Assessing Economic Determinants and Consequences of Contraceptive Adoption in Zambia"
2009	Inter-American Development Bank (\$249,921): “Financial Innovations to Stimulate Remittances and Savings: Follow-up Survey”
2008	Hewlett/PRB Global Teams of Research Excellence (\$280,314): "Experimental Approaches to Assessing Economic Determinants and Consequences of Contraceptive Adoption in Zambia”
2007 – 2008	John D. and Catherine T. MacArthur Foundation (\$640,000): “Financial Innovations to Stimulate Remittances and Savings”;
2008	Inter-American Development Bank (\$249,921), Multilateral Investment Fund (\$50,000), National Science Foundation (SES# 0851570; \$231,472), and Harvard University

	Empowerment Lab (\$30,000): "Financial Innovations to Stimulate Remittances and Savings: A Field Experiment Among Migrants from El Salvador"
2007	National Science Foundation (SES# 725075; \$47,840), SGER grant and Women's Leadership Board grant: "Contraceptive Adoption and Household Wellbeing: A Field Experiment in Lusaka, Zambia"
2004	National Science Foundation Dissertation Improvement Grant (SES #0418923; \$9,920); Harvard Graduate Society Dissertation Completion Fellowship; Program on Negotiations Dissertation Fellowship (\$15,000)
2004 – 2005	Program on Negotiations Next Generation Research Grant (\$5,000); Russell Sage
2001 – 2004	Foundation Research Grant (\$5,000); Center for Basic Research in the Social Sciences (CBRSS) Dissertation Fellowship (\$8,750); Program on Justice, Welfare & Economics Dissertation Fellowship; Social Science Research Council Program in Applied Economics Fellow (\$10,830)

## **PH.D. THESIS SUPERVISION: DISSERTATION COMMITTEES (PAST AND PRESENT)**

Amen Jalal	Economics, LSE
Miguel Fajardo	Economics, LSE
Sarah Winton	Economics, LSE
Canishk Naik	Economics, LSE
Gabriela Deschamps	Economics, LSE
Virginia Minni	Economics, London School of Economics
Martina Zanella	Economics, London School of Economics
Amanda Dahlstrand	Economics, London School of Economics
Alexia Delfino	Economics, London School of Economics
Roberto Sormani	Economics, London School of Economics
Svetlana Chekmasova	Economics, London School of Economics
Torsten Walter	Economics, London School of Economics
Antonia Atanassova	Economics, Harvard University
Kelsey Jack	Public Policy, Harvard Kennedy School
Judd Kessler	Business Economics, Harvard University
Corinne Low	Economics, Columbia University
Scott Lee	Health Policy and Management, Harvard University and Harvard Medical School
Chineye Offer	Health Policy and Management, Harvard University
Bryce Millet Steinberg	Business Economics, Harvard University
Mauricio Fernandez Duque	Political Economy and Government, Harvard University
Samura Atallah	Public Policy, Harvard Kennedy School
Tomoko Hariyaga	Public Policy, Harvard Kennedy School

## **UNIVERSITY SERVICE**

## **London School of Economics**

2022-2025	Chair, Equity, Diversity and Inclusion Committee, Department of Economics
2017 – 2019	Co-Chair, Senior Recruitment Committee, Department of Economics
2016 – 2017	LSE Search Committee in Psychological and Behavioral Sciences

## **Harvard University**

2014	Harvard Medical School Search Committee for Junior Economist
2012 – 2015	Harvard University Standing Committee on Health Policy
2009 – 2015	Center for International Development Empowerment Lab, Harvard Kennedy School, Steering Committee Member
2008 – 2015	Sustainability Science Program (SSP), Harvard Kennedy School, Faculty Supervisor

## **REFeree ACTIVITY**

*American Economic Journal, American Economic Journal: Applied, American Economic Review, Econometrica, Economic Development and Cultural Change, Economic Journal, International Economic Review, Journal of Development Economics, Journal of Economic Behavior & Organization, Journal of the European Economic Association, Journal of Human Resources, Journal of Political Economy, National Science Foundation, Review of Economic Studies, Quarterly Journal of Economics*

## **SELECTED CONFERENCE ORGANIZATION**

*BREAD Conference on Behavioural Economics and Development, The Centre for Study of African Economies, University of Oxford, February 2020*  
*Economics of Social Sector Organizations Annual Conference, The London School of Economics and Political Science, November 2019*  
*Economics of Social Sector Organizations Annual Conference, University of Chicago, November 2018*  
*Economics of Social Sector Organizations Annual Conference, The London School of Economics and Political Science, November 2017*  
*Economics of Social Sector Organizations Annual Conference, Co-Founder (along with Marianne Bertrand, Maitreesh Ghatak, Robert Gertner, Emir Kamenica); University of Chicago, November 2016*

## **SELECTED KEYNOTES & INVITED PRESENTATIONS**

*Behavioral Economics and Human Development, United Nations Senior Management Group, at invitation of UN Secretary-General, June, 2020*  
*Altruistic Capital: An Agenda of Field Experiments in Firms, Allied Social Science Associations, San Diego, CA, January 2020*  
*The Co-Generation of Knowledge Model of Field Experiments, Advances with Field Experiments Conference, University of Chicago, September 2019*

*Human Nature and Human Development*, Bank of Montreal Public Lecture, SFU, September 2018

*The Co-Generation of Knowledge, Jobs, Gender, and Poverty*; IZA/DFID Launch, London, UK, June 2019

*Altruistic Capital*, Ethical Business Building the Future, London, UK, September 2019

*Children as Agents of Change: Negotiating a Better Future*, Annual Conference of the Center for Child Well-Being and Development at UZH, University of Zurich, March 2019

*Frontiers of Development and Behavioral Economics: Learning about Preferences and Beliefs*, BREAD Conference on Development and Behavioral Economics, Keynote Lecture, Stanford University, January 2019

*Harnessing Human Nature for Human Development*, University of Victoria Public Keynote, January 2019

*Maternal Mortality Risk and the Gender Gap in Desired Fertility*, Families and the Macroeconomy Conference, University of Mannheim, October 2018

*An End to Inequality? The New Homo Economicus*, Cambridge Festival of Ideas, Cambridge, UK, October 2018

*Altruistic Capital*, Salon London: Are we Human or Are we Chancer?, September 2018

*Women, Entrepreneurship, and Institutions*, London Business School, September 2018

*Women, Entrepreneurship, and Institutions*, Trinity College Dublin, September 2018

*Harnessing Human Nature for Human Development*, Keynote, World Congress of Environmental and Resource Economists, Gothenburg, Sweden, June 2018

*Altruistic Capital*, Global Priorities Seminars, University of Oxford, June 2018

*Altruistic Capital*, Marshall Institute Lecture Series, London School of Economics, January 2018

*Negotiating a Better Future: How Interpersonal Skills Facilitate Inter-Generational Investment*, Warwick/University College London, London, UK, November 2017

*Negotiating a Better Future: How Interpersonal Skills Facilitate Inter-Generational Investment*, Institute for Fiscal Studies, London, UK, October 2017

*The Development of Pro-Social Behaviour*, European Research Commission, Brussels, Belgium, September 2017

*How does Caring for One Another Affect Economic Decisions? (with Oriana Bandiera and Maitreesh Ghatak)*, The British Science Festival, Brighton, UK, September 2017

*Negotiating a Better Future: How Interpersonal Skills Facilitate Inter-Generational Investment*, European Behavioral Economics Meeting, Budapest, Hungary, June 2017

*Altruistic Capital in Organizations*, Apple University, May 2017

*Negotiating a Better Future: How Interpersonal Skills Facilitate Inter-Generational Investment*, Sciences Po, April 2017

*Negotiating a Better Future: How Interpersonal Skills Facilitate Inter-Generational Investment*, Center for the Study of African Economies, University of Oxford, February 2017

*Negotiating a Better Future: How Interpersonal Skills Facilitate Inter-Generational Investment*, University of California San Diego, December 2016

*Understanding Purpose Through Experimental Designs*, Organisations with Purpose Conference, London Business School, September 2016

*Motivating Public Sector Workers*, The International Growth Centre, London, UK, June 2016

*Co-Producing Health: Field Experiments in Zambia*, Frontiers of Behavioral Economics: Choice and Wellbeing in the Asia Pacific, Singapore, June 2015

*Bride Price and the Returns to Education for Women*, Barcelona GSE Summer Forum: Advances in Micro Development Economics, June 2015

*Do-Gooders and Go-Getters: Career Incentives, Selection and Performance in Public Service Delivery*, Princeton University Industrial Relations Section Seminar, April 2015

*Do-Gooders and Go-Getters: Career Incentives, Selection and Performance in Public Service Delivery*, MIT Development Economics Seminar, April 2015

*Intra- Household Decision Making in Fertility and Education: Evidence from Four Studies in Zambia*, Centre for the Study of African Economics Conference, Oxford University, March 2015

*Bride Price and the Returns to Education for Women*, Columbia University Applied Micro Seminar, December 2014

*Do-gooders and Go-getters: Career Incentives, Selection, and Performance in Public Service Delivery*, Columbia University Economics Department Seminar, December 2014

*Do-gooders and Go-getters: Career Incentives, Selection, and Performance in Public Service Delivery*, Wharton School of Business, December 2014

*Do-gooders and Go-getters: Career Incentives, Selection, and Performance in Public Service Delivery*, Rotman School of Management, November 2014

*Do-gooders and Go-getters: Career Incentives, Selection, and Performance in Public Service Delivery*, Kellogg School of Management Joint Strategy and Finance Seminar, November 2014

*Do-gooders and Go-getters: Career Incentives, Selection, and Performance in Public Service Delivery*, University of British Columbia Economics Department Seminar, October 2014

*Co-generating Knowledge on Health Services Delivery: Experiments in Zambia*, Behavioral Insights Group Conference: Lessons from the Front Lines of Global Policy, Harvard Kennedy School, October 2014

*Daemons of Density: the Promise and Perils of Urban Growth in Zambia*, International Growth Week, Framework Session on Cities, London, September 2014

*Negotiating a Better Future: Teaching and Measuring Non-Cognitive Skills*, International Growth Week, London, September 2014

*Incentives for Health Services Delivery*, University of Pennsylvania School of Medicine, September 2014

*Do-gooders and Go-getters: Career Incentives, Selection, and Performance in Public Service Delivery*, INSEAD Economics and Political Science Seminar Series, September 2014

*Harnessing Human Nature for the Reduction of Poverty*, International Forum on Reducing Extreme Poverty, Bogota, Colombia, July 2014

*Do-gooders and Go-getters: Career Incentives, Selection, and Performance in Public Service Delivery*, London School of Economics Firm Capabilities Seminar, June 2014

*Career incentives for health services delivery*, Conference on Improving Take-up and Delivery of Maternal and Child Health Services in Developing Countries, M.I.T. Jameel Poverty Action Lab (JPAL), May 2014

*Do-gooders and Go-getters: Career Incentives, Selection, and Performance in Public Service Delivery*, Bureau for Research and Economic Analysis of Development (BREAD) Conference on Development Economics, University of California, Berkeley, May 2014

*Do-gooders and Ladder-climbers: Career Incentives, Selection, and Performance in Public Service Delivery*, MIT Organizational Economics Seminar, April 2014

*Do-gooders and Ladder-climbers: Career Incentives, Selection, and Performance in Public Service Delivery*, Harvard University Behavioral and Experimental Economics Workshop, April 2014

*Do-gooders and Ladder-climbers: Career Incentives, Selection, and Performance in Public Service Delivery*, UCLA Anderson School of Management, Strategy Seminar Series, April 2014

*Do-gooders and Ladder-climbers: Career Incentives, Selection, and Performance in Public Service Delivery*, Wharton School Applied Economics Workshop, April 2014

*Household Bargaining, Contraceptive Adoption, and Fertility: Experimental Evidence from Zambia*, University of Chicago Workshop in Family Economics, December 2013

*Do-gooders and Doctors: Evidence on the Selection and Performance of Health Workers in a Nationwide Program*, Ross School of Business Economics and Public Policy Seminar, Michigan University, December 2013

*Household Bargaining, Contraceptive Access, and Fertility: Field Experiments in Zambia*, Work, Family and Public Policy Workshop at Washington University, November 2013

*Harnessing Behavioral Economics for Impact: Field Experiments in Zambia*, Atul Gawande's Ariadne Labs Faculty Seminar Series, Boston, Massachusetts, November 2013

*Do-gooders and Doctors: Evidence on the Selection and Performance of Health Workers in a Nationwide Program*, Cornell University Behavioral Economics/Development Joint Seminar Series, November 2013

*Evaluating Intra-household Factors in Maternal and Child Health*, Programs in Global Health and Social Change Safe Motherhood, Safe Childhood Symposium, Harvard Medical School, October 2013

*Do-gooders and Doctors: Evidence on Selection and Performance of Health Workers*, Department of Economics Seminar Series, Tufts University, October 2013

*Do-gooders and Doctors: Evidence on Selection and Performance of Health Workers*, Organizations and Management Seminar Series, Yale University, October 2013

*Do-gooders and Doctors: Evidence on Selection and Performance of Health Workers*, Stockholm University and Pompeu Fabra University Department of Economics Joint Seminar Series, Stockholm and Barcelona, September 2013

*Do-gooders and Doctors: Evidence on Selection and Performance of Health Workers*, Development Economics Joint Seminar Series, Université de Namur, Belgium, September 2013

*Do-gooders and Doctors: Evidence on Selection and Performance of Health Workers*, Development Economics Joint Seminar Series, Paris School of Economics, September 2013

*Do-gooders and Doctors: Evidence on Selection and Performance of Health Workers*, Development Economics Joint Seminar Series, Toulouse School of Economics, France, September 2013

*Do-gooders and Doctors: Evidence on Selection and Performance of Health Workers*, Georgetown University Economics Department and Public Policy Institute joint seminar series, Washington, D.C., September 2013

*Awards Unbundled*, Stanford Institute for Theoretical Economics Psychology and Economics Workshop, Stanford University, August 2013

*Co-Generating Knowledge through Action-Research: Field Experiments in Behavioral Economics*, ABS Studies Annual Conference, Irvine, California, August 2013

*Harnessing Human Nature for Global Health*, Global Health Delivery Summer Intensive Management Seminar, Harvard School of Public Health, July 2013

*Harnessing Human Nature for Global Health*, AllWorld Summit at Harvard University, June 2013

*How Do You Harness Human Nature for Global Health?* Harvard Business School Alumni Weekend, June 2013

*Recent Field Experiments in Reproductive Health*, Behavioral Economics in Reproductive Health Initiative Launch Workshop, Washington, D.C., June 2013

*Harnessing Human Nature: Behavioral Economics and the New Company*, European Baha'i Business Forum's Make it Meaningful Series, East Croydon, United Kingdom, May 2013

*Mission Incentives: Experimental Evidence on Selection, Performance and Retention among Health Workers in Zambia*, University of Colorado, Boulder, April 2013

*Negotiation for Good*, Global Good Fund, Washington D.C., April 2013

*Meeting the Challenge of Global Health: Field Experiments in Zambia*, United States Agency for International Development, Washington D.C., April 2013

*Mission Incentives: Selection and Recruitment of Community Health Workers in Zambia*, International Food Policy Research Institute Seminar on Applied Microeconomics and Development, Washington, D.C., April 2013

*Harnessing Human Nature to Impact Global Health and Development*, OneHarvard: Lectures that Last, Harvard University, April 2013

*Selection and Compensation of Community Health Workers in Zambia*, National Tax Association, Providence, Rhode Island, November 2012

*Meeting the Challenge of Global Health: Field Experiments in Zambia*, Harvard Medical School, November 2012

*Harnessing Human Nature to Impact Global Health*, Harvard Business School Alumni Weekend, October 2012

*Impacting Development and Gender: Measuring the Hard to Measure*, World Bank Global Indicators and Analysis Group, October 2012

*Field Experiments on Incentives*, Summer Workshop in Development Economics, Ascea di Marina, Italy, June 2012

*No Margin, No Mission: A Field Experiment on Incentives for Pro-Social Tasks*, Institute for Advanced Study in Toulouse, Symposium on Identity and Incentives in Organizations, France, June 2012

*The Role of Community Health Workers in Ensuring Higher Coverage of Interventions*, Harvard School of Public Health Leadership Development Course (Science of Eradication: Malaria), Harvard Business School, June 2012

*No Margin, No Mission: A Field Experiment on Incentives for Pro-Social Tasks*, Development and Labor Economics Seminar, Stanford University, May 2012

*No Margin, No Mission: A Field Experiment on Incentives for Pro-Social Tasks*, University of Chicago, Booth School, Center for Decision Research, April 2012

*Impacting Global Health*, Unite for Sight Global Health & Innovation Conference, New Haven, Connecticut, April 2012

*Negotiating a Better Future: Measuring the Impact of Negotiation Skills on Health and Social Outcomes in Zambia*, Harvard Kennedy School, Women and Public Policy Program, February 2012

*No Margin, No Mission: A Field Experiment on Incentives for Pro-Social Tasks*, University of

California, Berkeley, Psychology and Economics Seminar Presentation, February 2012  
*Experiments in the Field*, Symposium on Economic Experiments in Developing Countries, Berkeley, California, December 2011  
*Incentives for Pro-Social Tasks*, University of California, Berkeley, November 2011  
*No Margin, No Mission? A Field Experiment on Incentives for Pro-Social Tasks*, Yale University, Development Workshop, November 2011  
*World Bank Gender and Empowerment*, World Bank African Management Meeting with Country Mission Directors and Vice President, Washington, D.C., October 2011  
*The Challenge of Global Health*, TEDx Toronto, September 2011  
*No Margin, No Mission? A Field Experiment on Incentives for Pro-Social Tasks*, UNU-WIDER Conference on Poverty and Behavioural Economics, Helsinki, Finland, September 2011  
*No Margin, No Mission? A Field Experiment on Incentives for Pro-Social Tasks*, Behavioral Research Seminar Series, University of Texas, Dallas, September 2011  
*Community Health Workers in Zambia: A Collaborative Research Agenda*, Ideas for Growth Session on State Capabilities, International Growth Week, London, September 2011  
*Gender and Agricultural Technology Adoption*, United States Agency for International Development, Washington, D.C., May 2011  
*Meeting the Challenge of Global Health: Field Experiments in Zambia*, Harvard Business School Faculty Seminar, May 2011  
*What Works When Implementing Large Scale Programs*, National Institutes of Health, Washington, D.C., March 2011  
*The User as Co-Producer of Health*, Harvard Business School Innovations in Healthcare Think Tank, March 2011  
*No Margin, No Mission? A Field Experiment on Incentives and Productivity in a Non-Profit Organization*, London School of Economics, Economics Department Seminar, February 2011  
*Gender and Development: Empowering Women in Finance and Fertility*, Millennium Challenge Corporation, Washington, D.C., January 2011  
*Technology Adoption and Changing Agricultural Practices*, FAO Food Security Conference, Rome, Italy, December 2010  
*Household Bargaining and Excess Fertility: An Experimental Study in Zambia*, University of British Columbia, Economics Department Seminar, November 2010  
*Access to and Adoption of Contraceptive Technologies*, Bureau for Research and Economic Analysis of Development (BREAD) Roundtable, Boston, Massachusetts, October 2010  
Panel of Young Alumni Leaders in Global Development, Conference on Technology, Governance, and Global Development, Stanford University, April 2010  
*Evaluating the Effects of Large Scale Health Interventions in Developing Countries: The Zambian Malaria Initiative*, National Bureau of Economic Research (NBER) Africa Project Research Conference, Cambridge, Massachusetts, December 2009  
*Gender, Intra-household Decisionmaking, and the Demand for Children: Evidence from a Field Experiment in Lusaka, Zambia*, University of Oxford, Economics Department Seminar, November 2009  
*Household Bargaining and Excess Fertility: An Experimental Study in Zambia*, University of Verona, Italy, Economics Department Seminar, October 2009



*Household Bargaining and Excess Fertility: An Experimental Study in Zambia*, Bocconi University, Development Seminar, Milan, July 2009

*Mental Accounting and Saving*, Behavioral Finance Conference, Washington, D.C., May 2009

*Responding to the Challenge of Global Health*, Harvard Business School Class of 1959 Reunion, May 2009

*Remittances and the Problem of Control: A Field Experiment Among Migrants from El Salvador*, University of Zurich, Experimental and Behavioral Economics Seminar, March 2009

*No Margin, No Mission? Designing Incentives for Public Goods Promotion*, University of California, San Diego, Rady School of Management, March 2009

*Gender, Intra-household Decisionmaking, and the Demand for Children: Evidence from a Field Experiment in Lusaka, Zambia*, Hewlett Foundation Research Conference on Population Impacts on Economic Development, Dublin, Ireland, January 2009

*Schools as Delivery Channels and Children as Agents of Change*, Scaling-Up Distribution of Water Treatment Technologies in Developing Countries, Sustainability Science Program, Harvard Kennedy School, December 2008

*No Margin, No Mission: A Field Experiment on Incentives for Pro-Social Tasks*, Harvard Business School, Negotiation, Organizations and Markets Seminar, March 2008

*Female Empowerment: Impact of a Commitment Savings Product in the Philippines*, American Economics Association Annual Meetings, New Orleans, Louisiana, January 2008

*Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment*, Carnegie Mellon University, The Center for Behavioral and Decision Research Seminar Series, December 2007

*Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia*, Gates Foundation, Water Center Workshop, University of California, Berkeley, November 2007

*Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia*, London School of Economics/University College London Development Seminar Series, October 2007

*Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia*, Yale University, Development Workshop, October 2007

*Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia*, Program on Nonprofit Organization, Yale University, September 2007

*Water and Development*, Harvard Kennedy School, Sustainability Science at Harvard: A Celebration, September 2007

*Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia*, The Wharton School, University of Pennsylvania, Decision Processes Seminar Series: Individual Choice Symposium, June 2007

*Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia*, University of California, Berkeley, Psychology and Economics Seminar, May 2007

*Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia*, Harvard Business School, Negotiation, Organizations, and Markets Seminar, May 2007

*Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia*, Harvard Business School International Seminar Series, March 2007

*Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia*, Harvard Behavioral and Experimental Economics Workshop, March 2007

*Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia*, Paris School of Economics, Economics Department Seminar, November 2006

*Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia*, Toulouse School of Economics, Department of Economics Seminar, November 2006

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*, Massachusetts Institute of Technology, Economics Department, Development Seminar, April 2006

*Designing Better Microfinance*, University of Michigan, Gerald R. Ford School of Public Policy, March 2006

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*, American Public Policy Conference (APPAM), Washington, D.C., November 2005

*Behavioral Economics and Measurement of Values*, World Bank Institute, Washington, D.C., November 2005

*Mobilizing Savings through Products and Persuasion*, Dartmouth College, How to Increase the Effectiveness of Financial Education: Lessons from Economics and Psychology, October 2005

Harvard Kennedy School, Gender and Negotiation: Preferences, Stereotypes and Power Conference, October 2005 European Bahá'í Business Forum (EBBF), Inspiring Responsible Business in a Globalizing Economy, September 2005

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*, Stanford University, SITE Conference, August 2005

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*, Gender and Negotiation, Harvard Kennedy School, May 2005

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*, Columbia Graduate School of Business, Economics Department Seminar, March 2005

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*, University of California, San Diego, Economics Department Seminar, March 2005

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*, University of Michigan, Economics Department Seminar, March 2005

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*, University of Southern California, Economics Department Seminar, March 2005

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*, Harvard Business School, Negotiation, Organizations, and Markets Seminar, March 2005

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*, Bocconi University, Economics Department Seminar, March 2005

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*, Oxford Said Business School, Finance Group Seminar, March 2005

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*, Kellogg Business School, Northwestern University, Finance Department Seminar, February 2005

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*, Dartmouth College, Economic Department Seminar, February 2005

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*, Carnegie Mellon, Heinz School of Public Policy, February 2005

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*,  
University of Wisconsin - Madison, Department of Economics Workshop, February 2005

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*,  
Northeastern Universities Development Consortium (NEUDC) Social Entrepreneurship, Montreal,  
Canada, October 2004

*Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines*,  
American Public Policy Conference (APPAM), Atlanta, Georgia, October 2004

*My Policies or Yours: Does OECD Support for Agriculture Increase Poverty in Developing  
Countries?* NBER Globalization and Policy Conference, Cambridge, Massachusetts, September 2004

## LANGUAGES

Native: English, Farsi

Proficient: French, Spanish, Italian