

## publications

- + "Do women respond less to performance pay? Building evidence from multiple experiments" with Greg Fischer Andrea Prat and Erina Ytsma 2020 *AER: Insights*
- + "Tackling Youth Unemployment: Evidence from a Labour Market Experiment in Uganda" with Livia Alfonsi, Vittorio Bassi, Robin Burgess, Imran Rasul, Munshi Sulaiman and Anna Vitali 2020, *Econometrica*
- + "The Distinctive Values of Bankers" with Nava Ashraf and Alexia Delfino, 2020 *American Economic Review P&P*
- + "Losing Prosociality in the Quest for Talent?" with Nava Ashraf, Ed Davenport and Scott Lee, 2020, *American Economic Review*
- + "CEO Behavior and Firm Performance" with Stephen Hansen, Andrea Prat and Raffaella Sadun, 2019 *Journal of Political Economy*
- + "Women's Empowerment in Action: Evidence from a Randomized Control Trial in Africa", with Niklas Buehren, Robin Burgess, Markus Goldstein, Selim Gulesci, Imran Rasul and Munshi Sulaiman, 2019 *AEJ:Applied*
- + "Social Incentives" with Nava Ashraf 2018 *Annual Reviews of Economics*
- + "Nation-Building Through Compulsory Schooling During the Age of Mass Migration" with Imran Rasul, Myra Mohnen and Martina Viarengo 2018 *Economic Journal*
- + "Managing the Family Firm: Evidence from CEOs at Work", with Renata Lemos, Andrea Prat & Raffaella Sadun. *Review of Financial Studies* 2018 EDITOR'S CHOICE
- + "Altruistic Capital" with Nava Ashraf *American Economic Review P&P* 2017
- + "Labor Markets and Poverty in Village Economies" with Robin Burgess, Narayan Das, Selim Gulesci, Imran Rasul and Munshi Sulaiman. *Quarterly Journal of Economics* 2017
- + "No margin, no mission? a field experiment on incentives for public service delivery." with Nava Ashraf and Kelsey Jack, *Journal of Public Economics* 2014
- + "Matching Firms, Managers and Incentives" with Lugi Guiso, Andrea Prat and Raffaella Sadun CEPR Discussion Paper 7207 *Journal of Labor Economics* 2015
- + "Active and Passive Waste in Government Spending: Evidence from a Policy Experiment." with Andrea Prat and Tommaso Valletti *American Economic Review*, September 2009, 99: 1278-1308
- + "Social Connections and Incentives in the Workplace: Evidence from Personnel Data" with wan Barankay and Imran Rasul *Econometrica*, July 2009, 77: 1047-94.

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- + “Social capital in the workplace: Evidence on its formation and consequences” with Imran Rasul and Iwan Barankay, invited submission *Labour Economics*, August 2008, vol. 15(4), pages 724-748
- + “Contract Duration and Investment Incentives: Evidence from Land Tenancy Agreements in 19th century Italy.” *Journal of the European Economic Association*, September 2007: vol. 5(5), pages 953-986.
- “Incentives for Managers and Inequality Among Workers: Evidence from a Firm Level Experiment” with Imran Rasul and Iwan Barankay. *Quarterly Journal of Economics* May 2007 122: 729-75.
- “Land Distribution, Incentives and the Choice of Production Techniques: Theory and Evidence from Rural Nicaragua.” *World Bank Economic Review*, May 2007: 21(3):487-508
- “Social Networks and the Adoption of New Technology in Northern Mozambique” with Imran Rasul. Lead article *Economic Journal* October 2006: 116: 862-902.
- “Traders, Cops and Robbers” with James Anderson. *Journal of International Economics*, September 2006 vol. 70(1), pages 197-215
- “The Evolution of Cooperative Norms: Evidence from a Field Experiment” with Iwan Barankay and Imran Rasul. Lead article, Invited Submission, *Advances to Economic Analysis & Policy*, special issue on Field Experiments John A. List (ed), April 2006, vol. 6(2).
- “Social Preferences and the Response to Incentives: Evidence from Personnel Data” with Imran Rasul and Iwan Barankay. *Quarterly Journal of Economics* August 2005 vol. 120(3), pages 917-962
- “Cooperation in Collective Action” with Imran Rasul and Iwan Barankay. Invited Submission *Economics of Transition Special Issue: Symposium on Institutions and economic performance*, Banerjee, A. and Ghatak, M. (eds) July 2005, vol. 13(3), pages 473-498
- “Private Enforcement and Social Efficiency” with James Anderson. *Journal of Development Economics*, 2005 vol. 77(2), pages 341-366
- “Robin Hood's Compromise: the Economics of Moderate Land Reforms” with Gilat Levy. *Contributions to Economic Analysis & Policy: Vol. 3: No. 1, Article 19*. 2004
- “Private States and the Enforcement of Property Rights: Theory and evidence on the origins of the Sicilian mafia”- *Journal of Law, Economics and Organization*, Spring 2003: vol. 19(1), pages 218-244
- “Does Financial Liberalisation Raise or Reduce Savings?” with G.Caprio, P.Honohan, F.Schiantarelli, *Review of Economics and Statistics*, May 2000: vol. 82(2), pages 239-263

## awards

*LSE SU Teaching Award*, for innovative teaching 2020

*Yrjö Jahnsson Award*, joint with Imran Rasul for outstanding contribution to economics in Europe 2019

*Ester Boserup Prize for Research on Development*: for outstanding social science research on development and economic history 2018

*Carlo Alberto Medal*: Awarded biennially to an outstanding Italian economist under the age of 40; 2011

*IZA Young Labor Economist Award* for “Social Preferences and the Response to Incentives: Evidence from Personnel Data” with Imran Rasul and Iwan Barankay. *Quarterly Journal of Economics*; 2007

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*American Economic Review* "Excellence in Refereering" 2009, 2011, 2012, 2014

## **other positions**

Econometrica: co-Editor

International Growth Centre: Co-Director, State Capabilities Programme and Member of the Board.

Fellow: British Academy;\_Econometric Society;\_Centre for Economic Policy Research (CEPR); Bureau for the Analysis of Economic Development (BREAD);\_IZA; CESifo; Innovation for poverty action (IPA); JPAL Europe; European Development Research Network (EUDN).

## **previous academic appointments**

LSE Department of Economics. August 2007-July 2010: Reader in Economics

LSE Department of Economics. September 1999-July 2007: Lecturer in Economics

Northwestern University, Department of Economics and CSIO. March-May 2007: Visiting Assistant Professor.

IIES, Stockholm. March 2006: Visiting Assistant Professor

## **graduate students first placement**

- Antonella Bancalari, Assistant Professor, University of St. Andrews
- Alexia Delfino, Assistant Professor, Università Bocconi
- Jay Lee, Assistant Professor, Stockholm School of Economics
- Niclas Moneke, Assistant Professor, University of Oxford
- Shan Aman Rana, Assistant Professor, Department of Economics, UVA
- Clare Balboni, 3M Assistant Professor, Department of Economics MIT
- Roberto Sormani, Young Professional Program, World Bank
- Torsten Walter, Assistant Professor, NYU Abu Dhabi
- Florian Blum, Young Professional Program, World Bank
- Nicola Limodio, Assistant Professor, Università Bocconi
- Guo Xu, Assistant Professor, Haas, UC Berkeley
- Anders Jensen, Assistant Professor, Kennedy School of Government, Harvard University
- Giulia Zane, Post Doctoral Fellow, Department of Economics, Harvard University
- Erika Deserranno, Assistant Professor, Kellogg MEDS, Northwestern University
- Laura Derksen, Assistant Professor, Rotman School of Management, University of Toronto
- Erina Ytsma, Post Doctoral Fellow, Sloan School of Management, MIT
- Michael Best, Post Doctoral Fellow, Stanford SIEPR
- Anett Hoffman, Assistant Professor, CREST, Paris
- Daniel Metzger, Assistant Professor, Stockholm School of Economics
- Yanhui Wu, Assistant Professor, USC
- Selim Gulesci, Assistant Professor, Università Bocconi
- Prakarsh Singh, Assistant Professor, UMass Amherst
- Sanchari Roy, Post Doctoral Fellow, University of Warwick.

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- Stefanie Sieber, Young Professional Program, World Bank
- Sonia Goncalves, King's College
- Jin Wang, Hong Kong University of Science and Technology, Hong Kong
- Ameet Morjaria, Post Doctoral Fellow, Kennedy School of Government and Harvard Academy Junior Scholar, Weatherhead Centre for International Affairs, Harvard University
- Kumar Aniket, New Hall & Trinity College, University of Cambridge, Cambridge, UK
- Irma Clots-Figueras, Universidad Carlos III, Madrid, Spain