

## NAVA ASHRAF

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### PROFESSIONAL EXPERIENCE AND AFFILIATIONS

- 2010 – present Associate Professor, Harvard Business School, Negotiation, Organizations and Markets Unit
- 2005 – 2010 Assistant Professor, Harvard Business School, Negotiation, Organizations and Markets Unit
- 2008 – present National Bureau of Economic Research (NBER), Faculty Research Fellow (LS)
- 2006 – present Bureau for Research and Economic Analysis of Development (BREAD), Affiliate
- 2005 – present M.I.T. Jameel Poverty Action Lab (J-PAL), Research Fellow
- 2007 The Initiative on Global Financial Markets, University of Chicago GSB, Visiting Fellow
- 1998 Founder & Director, *Rural Women's Training Institute*, Ivory Coast

### FIELDS OF INTEREST

Development Economics, Behavioral Economics (Psychology & Economics), Field Experiments, with applications in Global Health, Agriculture, and Microfinance

### EDUCATION

- 2005 Ph.D. Economics, Harvard University  
Dissertation: *Essays at the Intersection of Development and Behavioral Economics*
- 2003 M.A., Economics, Harvard University
- 1998 B.A., Economics, International Relations, Stanford University

### PUBLISHED PAPERS

"Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia." (with James Berry and Jesse Shapiro) August 2008, forthcoming, *American Economic Review*, December 2010.

"Finding Missing Markets: Evidence from an Export Crop Adoption and Marketing Intervention in Kenya." (with Xavier Giné and Dean Karlan), *American Journal of Agricultural Economics*. 91, no.4, November 2009.

"Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines." *American Economic Review* 99, no. 4, September 2009.

"Female Empowerment: Further Evidence From a Commitment Savings Product in the

Philippines.” (with Dean Karlan and Wesley Yin) *World Development*. 38, Issue 3, March 2010.

“Decomposing Trust and Trustworthiness.” (with Iris Bohnet and Nikita Piankov) *Experimental Economics* 9, no. 3, September 2006.

“Tying Odysseus to the Mast: Evidence from a Commitment Savings Product in the Philippines.” (with Dean Karlan and Wesley Yin) *Quarterly Journal of Economics* 121, no. 2, 2006.

“Deposit Collectors.” (with Dean Karlan and Wesley Yin) *Advances in Economic Analysis & Policy*, Vol. 6, No. 2, Article 5, March 2006.

“Adam Smith, Behavioral Economist.” (with Colin Camerer and George Loewenstein) *Journal of Economic Perspectives* 19, no. 3, Summer 2005.

### **WORKING PAPERS**

“Household Bargaining and Excess Fertility: An Experimental Study in Zambia.” (with Erica Field and Jean Lee).

“Remittances and the Problem of Control: A Field Experiment Among Migrants from El Salvador.” (with Diego Aycinena, Claudia Martinez A., and Dean Yang).

“Evaluating the Effects of Large Scale Health Interventions in Developing Countries: The Zambian Malaria Initiative.” (with Guenther Fink and David N. Weil), 2010.

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

### **ONGOING RESEARCH**

“No Margin, no mission? A field experiment on incentives for health promoters.” (with Oriana Bandiera and Kelsey Jack).

“Determinants of Fertility Demand (with Erica Field and Alessandra Voena).

“Encouraging adoption of Health Technology: The Case of RDTs in Zambia.” (with Marcella Alsan).

“Selection and Compensation of Community Health Workers in Zambia.” (with Oriana Bandiera and Scott Lee)

“Payments for Environmental Services in Bolivia.” (with Kelsey Jack).

### **TEACHING**

2010-present	HBS 2230: Managing Global Health: Design, Delivery and Evaluation of Global Health Programs
2009-present	Econ 2041/HBS 4430: <i>Field Experiments</i> , Harvard-wide Ph.D. course
2008	BREAD Summer School in Development Economics
2007-present	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>
2007-present	Executive Education in Randomized Program Evaluation, Massachusetts Institute of Technology Jameel Poverty Action Lab
2005-2009	First-year MBA <i>Negotiations</i>
2005	Econ 3030hf: <i>Psychology and Economics in the Field</i>
2004	Faculty, Russell Sage Foundation Behavioral Summer Institute
1994-1998	Public Speaking Instructor, Stanford University Engineering Department, Technical Communications Program

### **AWARDS AND HONORS**

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")
1996	Phi Beta Kappa awarded in Junior Year
1995	Youngest recipient ever of the Order of British Columbia

### **RESEARCH GRANTS**

2010	National Science Foundation (SES# 922514): "No Margin, No Mission? A field experiment on the role of incentives in the Distribution of Public Goods", 3ie : "No Margin, No Mission? A field experiment on the role of incentives in the Distribution of Public Goods" (with Oriana Bandiera and Kelsey Jack),
2009	3ie and Exxon WAPP research grants: "Experimental Approaches to Assessing Economic Determinants and Consequences of Contraceptive Adoption in Zambia" (with Erica Field). ATAI and IADB research grants: "Paying for Environmental Services: an Experimental Study in Bolivia" (with Kelsey Jack)
2008	Hewlett/PRB Global Teams of Research Excellence: "Experimental Approaches to Assessing Economic Determinants and Consequences of Contraceptive Adoption in Zambia" (with Erica Field)
2007 – 2008	Research grants from John D. and Catherine T. MacArthur Foundation, Inter-American Development Bank, Multilateral Investment Fund, National Science Foundation (SES# 721092), Empowerment Lab: "Financial Innovations to Stimulate Remittances and Savings: A Field Experiment Among Migrants from El Salvador" (with Dean Yang)

2007	National Science Foundation (SES# 725075) SGER grant and Women's Leadership Board grant: "Contraceptive Adoption and Household Wellbeing: A Field Experiment in Lusaka, Zambia" (with Erica Field)
2004 – 2005	National Science Foundation Dissertation Improvement Grant (SES #922511), Harvard Graduate Society Dissertation Completion Fellowship, Program on Negotiations Dissertation Fellowship
2004	Program on Negotiations Next Generation Research Grant
2004	Russell Sage Foundation Research Grant
2003 – 2004	Center for Basic Research in the Social Sciences (CBRSS) Dissertation Fellowship
2002 – 2003	Program on Justice, Welfare & Economics Dissertation Fellowship
2001 – 2002	Social Science Research Council Program in Applied Economics Fellow

### **PRACTITIONER PAPERS AND TEACHING MATERIALS**

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

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

"Deworming Kenya: Translating Research into Action," Harvard Business School Teaching Note 5-910-002 (2010), with Neil Buddy Shah and Rachel Gordon.

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

"Evaluating Microsavings Programs: Green Bank in the Philippines (A)," Harvard Business School Case 909-062 (2010), with Dean Karlan and Wesley Yin.

"Evaluating Microsavings Programs: Green Bank in the Philippines (B)," Harvard Business School Case N9-910-034 (2010), with Dean Karlan and Wesley Yin.

"Evaluating Microsavings Programs: Green Bank in the Philippines (C)," Harvard Business School Case N9-910-041(2010), with Dean Karlan and Wesley Yin.

"Evaluating Microsavings Programs: Green Bank of the Philippines," Harvard Business School Teaching Note 5-911-010 (2010).

"Uptake of Malaria Rapid Diagnostic Tests: A Development Challenge (A)," Harvard Business School Case N9-910-028.

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

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

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

## **REVIEWER**

American Economic Review, Quarterly Journal of Economics, Econometrica, Journal of Development Economics, International Economic Review, American Economic Journal, Journal of Economic Behavior and Organization, Economic Development and Culture Change, Review of Economic Studies, Economic Journal, Journal of the European Economic Association

## **INVITED PRESENTATIONS**

### ***2009-2010***

Behavioral Finance Conference, Washington, D.C.; Conference on Technology, Governance, and Global Development, Stanford University; Development Seminar, Bocconi University, Milan; London School of Economics, Economics Department Seminar; University of Oxford, Economics Department; University of Verona, Italy, Economics Department Seminar; Rethinking Human Nature Conference, Vancouver

### ***2008-2009***

Hewlett Foundation Research Conference on Population, Reproductive Health and Economic Development, Dublin, Ireland; EBBF/IEF Annual Conference, Netherlands; University of California San Diego, Rady School of Management; Scaling-Up Distribution of Water Treatment Technologies, Harvard Kennedy School; University of Zurich, IEW

### ***2007-2008***

American Economics Association, New Orleans, LA; NBER Africa Conference; Cambridge, MA; HBS NOM Seminar; WAPPP, Harvard; Program on NonProfit Organization, Yale; Water and Sustainability Conference, Harvard KSG; BREAD/London School of Economics; Behavioral Decision Research Seminar, Carnegie Mellon University; Yale Development Workshop

### ***2006-2007***

American Economics Association Experiments in Economic Development, Chicago, IL; Stanford University, SITE Conference; Gates Foundation, UC Berkeley Water Center Workshop; Treasurers of Nonprofit Organizations; Gerald R. Ford School of Public Policy Microfinance Symposium; LSE/UCL Development Seminar Series; UC Berkeley, Psychology and Economics Seminar; Harvard Business School, Negotiation, Organizations, and Markets Seminar; Harvard Business School International Seminar Series; Harvard Behavioral and Experimental Economics Workshop; MIT Economics Department, Development Seminar; Paris-Jourdan Development Seminar; Toulouse Department of Economics Seminar;

Wharton, University of Pennsylvania, Decision Processes Seminar Series

**2005-2006**

EBBF, Inspiring Responsible Business in a Globalizing Economy; American Public Policy Conference (APPAM), Fall 2005; American Economics Association, Boston, MA; Dartmouth and Tuck, Improving Financial Education; Harvard Kennedy School of Government, Gender and Negotiation Conference; Gerald R. Ford School of Public Policy, University of Michigan; Kellogg Business School, World Bank, Columbia Graduate School of Business; Dartmouth College; Carnegie Mellon/Heinz School of Public Policy; UC San Diego; University of Michigan Economics Department; University of Southern California; University of Wisconsin; Harvard Business School; Bocconi University; Oxford Said Business School

**2004-2005**

Harvard Kennedy School of Government; Northeastern University Development Consortium (NEUDC) Social Entrepreneurship; NBER Globalization and Policy Conference; American Public Policy Conference (APPAM); World Bank Institute, Values in Development

**LANGUAGES**

Native: English, Farsi  
Proficient: French, Spanish, Italian