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PRINCIPAL CURRENT POSITION

London School of Economics: Reader (Associate Professor) of Economics
STICERD, LSE: Co-Director, Economic Organisation and Public Policy Programme.

FIELDS OF INTEREST

Applied Microeconomics: Contracts, Development, Labor and Public Policy.

EDUCATION

Boston College, Boston, MA Ph.D. in Economics, May 2000
Universita' L.Bocconi, Milan, Italy Masters in Economics, July 1994
Universita' L.Bocconi, Milan, Italy Laurea in Economia Politica, October 1993

RESEARCH PAPERS

PUBLISHED/FORTHCOMING

- "Social Incentives in the Workplace" with Iwan Barankay and Imran Rasul (forthcoming *Review of Economic Studies*)
- "Social Connections and Incentives in the Workplace: Evidence from Personnel Data" with Iwan Barankay and Imran Rasul (forthcoming *Econometrica*)
- "Active and Passive Waste in Government Spending: Evidence from a Policy Experiment." with Andrea Prat and Tommaso Valletti (forthcoming, *American Economic Review*)
- "Contract Duration and Investment Incentives: Evidence from Land Tenancy Agreements in 19th century Italy." *Journal of the European Economic Association* September 2007
- "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

- “Land Distribution, Incentives and the Choice of Production Techniques: Theory and Evidence from Rural Nicaragua.” *World Bank Economic Review* , May 2007
- “Social Networks and the Adoption of New Technology in Northern Mozambique” with Imran Rasul. **Lead article** *Economic Journal* October 2006
- “Traders, Cops and Robbers” with James Anderson. *Journal of International Economics*, September 2006
- “The Evolution of Cooperative Norms: Evidence from a Field Experiment” with Iwan Barankay and Imran Rasul. **Lead article** *Advances to Economic Analysis & Policy, special issue on Field Experiments* John A. List (ed), April 2006
- “Social Preferences and the Response to Incentives: Evidence from Personnel Data” with Imran Rasul and Iwan Barankay. *Quarterly Journal of Economics* August 2005 This paper was featured in the Times of London Newspaper, the Economist, and the Business Times of Singapore.
- "Cooperation in Collective Action" with Imran Rasul and Iwan Barankay. *Economics of Transition Special Issue: Symposium on Institutions and economic performance, Banerjee, A. and Ghatak, M. (eds)* July 2005
- “Private Enforcement and Social Efficiency” with James Anderson. *Journal of Development Economics*, 2005
- “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
- “Does Financial Liberalisation Raise or Reduce Savings?” with G.Caprio, P.Honohan, F.Schiantarelli, *Review of Economics and Statistics*, May 2000

WORK IN PROGRESS

- “The Heterogeneous Effect of Class Size: New Evidence from a Panel of University Students” with Valentino Larcinese and Imran Rasul (revise and resubmit, *Economic Journal*)
- “Matching Firms, Managers and Incentives” with Lugi Guiso, Andrea Prat and Raffaella Sadun CEPR Discussion Paper 7207
- “Team Incentives: Evidence from a Field Experiment.” with Iwan Barankay and Imran Rasul (submitted April 09)
- “The Diminishing Effect of Democracy in Diverse Societies” with Gilat Levy (submitted, February 08)
- “Blissful Ignorance? The Effect of Feedback on Performance” with Valentino Larcinese and Imran Rasul (submitted, July 08)
- “New Methods for Poverty Reduction: a Randomized Evaluation of the Ultra-Poor Programme in Bangladesh” (currently on the field) with Robin Burgess, Selim Gulesci and Imran Rasul

- “Girls Empowerment: a Randomized Evaluation of the Adolescent Development Program in Uganda and Tanzania” (currently on the field) with Robin Burgess, Markus Goldstein Selim Gulesci and Imran Rasul
- “No margin, No mission? Experimental Evidence on Incentives and Productivity in a Non-Profit Organization” (currently on the field) with Nava Ashraf and Kelsey Jack
- “A Day in the Life of a CEO: New Evidence from a Time Use Survey” (in progress) with Lugi Guiso, Andrea Prat and Raffaella Sadun

SELECTED SCHOLARSHIPS GRANTS AND AWARDS

British Academy: Research Development Award, September 2008-June 2010
IZA Young Labor Economist Award 2007 for “Social Preferences and the Response to Incentives: Evidence from Personnel Data” with Imran Rasul and Iwan Barankay.
Quarterly Journal of Economics August 2005
ESRC teaching buy-out research grant, January 2007-April 2008
LSE teaching prize, February 2005
ESRC teaching buy-out research grant, January 2005-April 2006
STICERD-London School of Economics, research grant, February 2003
ESRC teaching buy-out research grant, November 2000-November 2001
STICERD-London School of Economics, research grant, February 2000

PREVIOUS ACADEMIC APPOINTMENTS

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
Yale University, Department of Economics. April 2005: Visiting Assistant Professor
Universita’ Bocconi, Milan. March 2005: Visiting Assistant Professor
IIES, Stockholm. April 2004: Visiting Assistant Professor
New York University, Department of Economics. January-March 2004: Visiting Assistant Professor
University of Chicago, GSB January-March 2003: Visiting Assistant Professor
LSE Summer School. August 2000-present: Lecturer- Principles of Microeconomics.

OTHER PROFESSIONAL ACTIVITIES

Co-Editor, *BE Journal of Economic Analysis and Policy*
 Director, State Capabilities Research Programme, International Growth Centre.

Associate Editor, *Economic Journal*
Associate Editor, *Economica*
Research Affiliate, JPAL Europe.
Research Affiliate, Center for Economic Policy Research (CEPR).
Research Affiliate, Bureau for the Analysis of Economic Development (BREAD).
Research Fellow, European Development Research Network (EUDN).
Research Fellow, IZA
Co-organiser LSE Development and Growth Seminar.
Committee member, Annual Conference of the European Economic Association
Committee member, Annual Conference of the Royal Economic Society
Referee for *American Economic Review*, *Quarterly Journal of Economics*, *Journal of Political Economy*, *Review of Economic Studies*, *Journal of Public Economics*, *Journal of Development Economics*, *Journal of the European Economic Association*, *Economic Journal*, *Journal of Law, Economics and Organization*, *Journal of African Economies*, *NSF*, *Economic Development and Cultural Change*

SEMINAR AND CONFERENCES PRESENTATIONS

2008: Labor Seminar, Department of Economics Oxford; Labor Seminar, Tinbergen Institute, Amsterdam; Development Seminar, PSE; Development Seminar Toulouse.

2007: American Economic Association Conference, Chicago; Princeton University, Department of Economics; Stanford University, Graduate School of Business; Boston College, Department of Economics, NBER Political Economy Meetings; NBER Summer Institute Personnel and Labor Studies Workshop; Northwestern University, Department of Economics and Kellogg Business School, Pompeu Fabra, Department of Economics; Universitat Autònoma Barcelona, Department of Economics; Oxford University, Centre for the Study of African Economies

2006: CERGE-EI Prague; CESifo Venice Summer Institute, Conference on the Microeconomics of Institutions; Venice University, Department of Economics; Torino University, Department of Economics, University of Bristol, Networks in Industry Workshop; University of Leicester, Department of Economics; Erasmus University, Rotterdam; University College London, Lab and Field Experiment Conference; Institute for International Economic Studies, Stockholm; Stockholm School of Economics, Department of Economics; Utah Winter Business Economics Conference, Salt Lake City, "Social Connections and Incentives in the Workplace: Evidence from Personnel Data"

2005: WBZ Berlin Department of Economics; Yale University, Department of Economics; Bocconi University, Department of Economics; University College London, Lab and Field Experiment Conference; European University Institute, Florence, Department of Economics; University of Kent, Department of Economics

2004: CEPR Public Policy Symposium, Stockholm; IIES Institute for International Economic Studies, Stockholm; Georgetown University, Department of Economics, Washington DC; Columbia University, Department of Economics; New York University, Department of Economics,

2003: University of Essex, ISER; University of California Berkeley, Department of Economics; Stanford University, Department of Economics; Boston University, Department of Economics; Boston College, Department of Economics; University of Toronto, Department of Economics, University of California Los Angeles, Department of Economics; University of Southampton, Department of Economics; Oxford University, Centre for the Study of African Economies

2002: Bocconi University, Department of Economics; Oxford University, Department of Sociology; CEPR Public Policy Symposium, La Coruna; New York University, Department of Economics; World Bank, Research Division; Royal Holloway, Department of Economics; DELTA, Paris.

GRADUATE STUDENTS AND PLACEMENT

Kumar Aniket, New Hall & Trinity College, University of Cambridge, Cambridge, UK
Irma Clots-Figueras, Universidad Carlos III, Madrid, Spain

TEACHING EXPERIENCE

Development Economics (graduate and undergraduate)
Contracts and Organizations (graduate)
Microeconomics for Public Policy (graduate, MPA)
Economic History (graduate)
Principles of Microeconomics (undergraduate)