

Department of Economics  
Littauer Center M-30, Harvard University  
Cambridge, MA 02138

[grao@fas.harvard.edu](mailto:grao@fas.harvard.edu)  
Tel: 734-846-7754

## GAUTAM RAO

<https://gautam-rao.com/>

### EMPLOYMENT

Associate Professor of Economics, Harvard University	2019-present
Assistant Professor of Economics, Harvard University	2015-2019
Visiting Assistant Professor of Economics, MIT	2017-18
Faculty Affiliate, Harvard Medical School (Division of Sleep Medicine)	2018-present
Faculty Research Fellow, National Bureau of Economic Research (NBER)	2015-present
Faculty Affiliate, The Abdul Latif Jameel Poverty Action Lab (JPAL)	2015-present
Postdoctoral Research Fellow, Microsoft Research New England	2014-15

### EDUCATION

Ph.D. in Economics, University of California, Berkeley	2014
M.S. in Environmental Policy, University of Michigan, Ann Arbor	2008
B.E. in Electronics Engineering, University of Delhi	2006

### RESEARCH AND TEACHING INTERESTS

#### *Primary*

Development Economics  
Psychology and Economics

#### *Secondary*

Health Economics  
Political Economics

### PUBLICATIONS (IN ECONOMICS)

“Self-Control and Demand for Preventive Care: Evidence from Hypertension in India”  
with Liang Bai, Benjamin Handel and Edward Miguel  
*Review of Economics and Statistics*, Accepted.

“Familiarity Does *Not* Breed Contempt: Generosity, Discrimination and Diversity in Delhi Schools”  
*American Economic Review*, 2019.  
*Winner of the 2016 CESifo Award for Best Paper in Behavioral Economics*

“Status Goods: Experimental Evidence from Platinum Credit Cards in Indonesia”  
with Leonardo Bursztyn, Bruno Ferman, Stefano Fiorin, and Martin Kanz.  
*Quarterly Journal of Economics*, August 2018.

“Voting to Tell Others”  
with Stefano DellaVigna, John List and Ulrike Malmendier.  
*Review of Economic Studies*, January 2017.

“The Importance of Being Marginal: Gender Differences in Social Preferences”  
with Stefano DellaVigna, John List and Ulrike Malmendier,  
*American Economic Review, Papers and Proceedings*, May 2013.

### SELECTED WORKING PAPERS AND WORK IN PROGRESS

“How Research Affects Policy: Experimental Evidence from 2,150 Brazilian Municipalities”  
with Jonas Hjort, Diana Moreira and Juan Francisco Santini  
(Revise and Resubmit, *American Economic Review*)

- “The Economic Consequences of Increasing Sleep Among the Urban Poor”  
with Frank Schilbach, Heather Schofield, Mattie Toma and Pedro Tepedino  
(Revise and Resubmit, *Quarterly Journal of Economics*)
- “Estimating Social Preferences and Gift Exchange at Work”  
with Stefano DellaVigna, John List and Ulrike Malmendier  
(Reject and Resubmit, *American Economic Review*)
- “Poverty, Depression and Anxiety: Causal Evidence and Mechanisms”  
with Matthew Ridley, Frank Schilbach and Vikram Patel  
(Revise and Resubmit, *Science*)
- “The Endowment Effect and Collateralized Loans”  
with Kevin Carney, Michael Kremer and Xinyue Lin  
(draft available upon request)
- “The Economic Consequences of Depression”  
with Frank Schilbach, Pierre-Luc Vautrey, Johannes Haushofer and Jon de Quidt  
(work in progress)
- “The Long-Run Effects of Corporal Punishment in Schools”  
with Maria Petrova and Brian Wheaton  
(work in progress)

## OTHER PEER-REVIEWED PUBLICATIONS

- “Interactions between Organizations and Networks in Common-Pool Resource Governance”  
with Arun Agrawal, Dan Brown, Rick Riolo, Derek Robinson and Michael Bommarito II.  
*Environmental Science & Policy*, January 2013.  
Note: The work for this paper was done while I was a master’s student in environment policy at U Michigan.

## SELECTED AWARDS & HONORS

CESifo Distinguished Affiliate Award in Behavioral Economics	2016
Norman Buchanan Prize for Best Dissertation in 4 Years, UC Berkeley	2016
Kavli Foundations of Science Junior Fellow, National Academy of Sciences	2015
Review of Economic Studies (REStud) Tour Participant	2014
Journal of Development Economics Award for Best Dissertation in Economics, UC Berkeley	2014
Spencer Foundation / National Academy of Education Dissertation Fellowship (\$25,000)	2011
Center for Equitable Growth Graduate Dissertation Fellowship (\$36,000)	2012-13
Program in Psychological Economics Fellowship, UC Berkeley (\$10,000)	2013
Outstanding Graduate Student Instructor Award, UC Berkeley	2011
Levin Family Fellowship, Center for Evaluation of Global Action (\$5000)	2011
CIDER graduate fellow, UC Berkeley	2008
National Merit Scholar (top 0.1% of India in Mathematics, Physics and Computer Science)	2001

## SELECTED RESEARCH GRANTS

MRR Grant (\$600,000)	2020
Lemann Foundation Brazil Research Grant (\$102,000)	2018
Weiss Foundation Development Research Grant (\$75,000)	2018
Foundations of Human Behavior Grant, Harvard University (\$40,000)	2018
Mind Brain and Behavior Initiative, Harvard (\$50,000)	2017
Govt. of Tamil Nadu, India – JPAL Partnership (\$600,000)	2017
Weiss Foundation Development Research Grant (\$75,000)	2017
PEDL Exploratory Grant (\$43,000)	2016
Lemann Foundation Brazil Research Grant (\$125,000)	2016

Weiss Foundation Development Research Grant (\$75,000)	2016
Mind Brain and Behavior Grant, Harvard University (\$50,000)	2016
JPAL-North America Pilot Grant (\$50,000)	2015
Foundations of Human Behavior Grant, Harvard University (\$40,000)	2014
Weiss Foundation Development Research Grant (\$63,000)	2014
USAID DIV Grant, with Edward Miguel and Benjamin Handel PIs, USAID (\$1,000,000, declined)	2013
Center for Equitable Growth Research Grant (\$10,000)	2012-13
ATAI Pilot Grant (with Dean Karlan PI), Gates Foundation (\$25,000)	2010

## TEACHING EXPERIENCE

MIT 14.160: Behavioral Economics (PhD), co-taught with Frank Schilbach	2017
EC 2338: Behavioral Development Economics (PhD)	2016, 2017
EC 980EE: Behavioral Economics Applications to Poverty and Development (Junior Seminar)	2017

## PROFESSIONAL ACTIVITIES

Associate Editor, <i>Journal of Political Economy</i>	2018- present
---	---------------

Selected Invited Seminar Talks (including job talks): Harvard Economics, Harvard Business School (NOM), MIT, Boston University, Microsoft Research, U Michigan, Princeton, Chicago Economics, Chicago Booth School of Business, Yale SoM, Yale Economics, Northwestern, Stanford Economics, Stanford GSB, Berkeley Haas, Columbia, Duke, Cornell, Toronto, World Bank, Stockholm University, Bocconi, UCL, Warwick, U Conn, CEU Budapest, UPF Barcelona, Wharton, Zurich, LSE, Tufts, University of Illinois, UC Davis, UC Santa Barbara, USC, UCLA.

Invited Referee for the National Science Foundation, *American Economic Review*, *Econometrica*, *Journal of Political Economy*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *Journal of Public Economics*, *Journal of Economic Literature*, *Journal of the European Economic Association*, *World Bank Economic Review*, *Journal of Comparative Economics*, *Economics of Education Review*, *Science*, *Proceedings of the National Academy of Sciences*.

Participant in Review of Economic Studies (REStud) Tour of Europe, 2014. Talks at University of Cambridge, UK; INSEAD, France and Collegio Carlo Alberto, Turin, Italy.

Participant, Russell Sage Foundation Summer Institute in Behavioral Economics, Trento, Italy, July 2010

## PERSONAL INFORMATION

Affiliations:	American Economic Association, National Bureau of Economic Research, JPAL
Languages:	English (fluent), Hindi (fluent), Punjabi (working)
Citizenship:	India

*Updated: April 2020*