

# CORINNE LOW

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## Academic Positions:

2023 – Present	<i>Associate Professor</i>
2014 – 2023	<i>Assistant Professor</i> Business Economics and Public Policy Department The Wharton School, University of Pennsylvania
Fall 2020 – Spring 2021	<i>Visiting Research Scholar</i> Industrial Relations Section, Economics Department Princeton University

## Education:

2014	Ph.D.	Economics	Columbia University
2006	B.S.	Economics, Public Policy	Duke University

## Research Interests:

Labor, Family, Gender, Development, Experimental

## Publications (and accepted papers):

Litwin, Ashley, and Corinne Low. “Measuring Discrimination with Experiments.” In *Handbook of Experimental Methods in the Social Sciences*, edited by Alex Rees-Jones, Edward Elgar Publishing Ltd, forthcoming.

Kessler, Judd, Corinne Low, and Xiaoyue Shan. “Lowering the Playing Field: Discrimination through Sequential Spillover Effects.” *Review of Economics and Statistics* (2024): 1-28.

Chiappori, Pierre-André and Corinne Low. “Frictionless one-to-one matching with transfers: Theory.” In *Handbook of the Economics of Matching*, edited by Yeon-Koo Che, Pierre-André Chiappori, and Bernard Salanié, 1-39. North Holland, 2024.

Low, Corinne. “The Human Capital – ‘Reproductive Capital’ Tradeoff on the US Marriage Market.” *Journal of Political Economy* 132, no. 2 (2024): 337-721.

Low, Corinne. “Pricing the Biological Clock: The Marriage Market Costs of Aging to Women.” *Journal of Labor Economics* 42 no. 2 (2024): 395-426.

Lafortune, Jeanne and Corinne Low. “Collateralized Marriage.” *AEJ: Applied Economics* 15, no. 4 (2023): 252-291.

Huang, Jennie and Corinne Low. “The Myth of the Male Negotiator: Gender’s Effect on Negotiation Strategies and Outcomes.” *Journal of Economic Behavior and Organization* 202 (2022): 517-532.

Bau, Natalie, Gaurav Khanna, Corinne Low, Manisha Shah, Sreyashi Sharmin, and Alessandra Voena. “Women’s Wellbeing during a Pandemic and its Containment.” *Journal of Development Economics* 156 (2022): 102839.

Gershoni, Naomi and Corinne Low. "Older yet Fairer: How Extended Reproductive Time Horizons Reshaped Marriage Patterns in Israel." *AEJ: Applied Economics* 13, no. 1 (2021): 198-234.

Gershoni, Naomi and Corinne Low. "The Power of Time: The Impact of Free IVF on Women's Human Capital Investments." *European Economic Review* 133 (2021): 103645.

Kessler, Judd, Corinne Low and Monica Singhal. "Social Policy Instruments and the Compliance Environment." *Journal of Economic Behavior and Organization* 192 (2021): 248-267.

Ashraf, Nava, Natalie Bau, Corinne Low, and Kathleen McGinn. "Negotiating a Better Future: How Interpersonal Skills Facilitate Inter-Generational Investment." *Quarterly Journal of Economics* 135, no. 2 (2020): 1095-1151.

Kessler, Judd, Corinne Low, and Colin Sullivan. "Incentivized Resume Rating: Eliciting Employer Preferences without Deception." *American Economic Review* 109, no. 11 (2019, lead article): 3713-3744.

Gross, Tal, Jeanne Lafortune, and Corinne Low. "What Happens the Morning After? The Costs and Benefits of Expanding Access to Emergency Contraception." *Journal of Policy Analysis and Management* 33, no. 1 (2014): 70-93.

(Winner of the 2014 Vernon Memorial Award for best research article published in *JPAM*)

### **Invited Papers:**

Huang, Jennie and Corinne Low. "Trumping Norms: Lab Evidence on Aggressive Communication, Before and After the 2016 Presidential Election." *American Economic Review, Papers & Proceedings* 107, no. 5 (2017): 120-124.

Lafortune, Jeanne, and Corinne Low. "Tying the Double-Knot: The Role of Assets in Marriage Commitment." *American Economic Review, Papers & Proceedings* 107, no. 5 (2017): 163-167.

### **Working Papers:**

Hancock, Kyle, Jeanne Lafortune and Corinne Low. "Winning the Bread and Baking It Too: Gendered Frictions in the Allocation of Home Production." *NBER Working Paper* no. 33393 (2025).

Exley, Christine, Raymond Fisman, Judd Kessler, Louis-Pierre Lepage, Xiaomeng Li, Corinne Low, Xiaoyue Shan, Mattie Toma, and Basit Zafar. "Information-Optional Policies and the Gender Concealment Gap." *NBER Working Paper* no. 32350 (2024).

Bau, Natalie, Corinne Low, Bryce Steinberg, and David Henning. "Family Planning, Now and Later: Infertility Fears and Contraceptive Take-Up." *NBER Working Paper* no. 32735 (2024).

Bau, Natalie, Gaurav Khanna, Corinne Low, and Alessandra Voena. "Traditional Institutions in Modern Times: Dowries as Pensions when Sons Migrate." *NBER Working Paper* no. 31176 (2023).  
(R&R at The Quarterly Journal of Economics)

Botea, Ioana, Andrew Brudevold-Newman, Markus Goldstein, Corinne Low, and Gareth Roberts. “Supporting Women’s Livelihoods at Scale: Evidence from a Nationwide Multi-Faceted Program.” *NBER Working Paper no. 31625* (2023).

### **Journal Service:**

Associate editor at *American Economic Journal: Economic Policy* and *Journal of Labor Economics*.

Refereeing at *American Economic Review*, *American Economic Review: Insights*, *American Economic Journal: Microeconomics*, *Review of Economic Studies*, *Econometrica*, *Review of Economics of the Household*, *Journal of the European Economic Association*, *Journal of Law and Economics*, *Journal of Political Economy*, *Journal of Economic Development and Cultural Change*, *Journal of Human Resources*, *Journal of Public Economics*, *American Economic Journal: Applied Economics*, *Quarterly Journal of Economics*, and more.

### **Invited Talks and Conferences**

- 2024: Chicago Harris School, Barnard Economics of Gender Symposium, ASU Applied Microeconomics Conference, Paris Family Economics Workshop, Copenhagen LIFE Workshop, NYU, University of Houston, Rice University, University of Zurich Economics and Psychology Workshop
- 2023: University of Michigan Population Center, Harvard Business School, Brown University, University of Maryland, New Advances in Family Economics Conference, NBER SI, Drexel University, Cornell University, University of Pittsburgh
- 2022: Duke University, Stanford University, Harvard Kennedy School, Georgetown, Economic Science Association, Brookings, US Department of Labor, NBER SI Development, University of Michigan, Boston College, University of Virginia
- 2021: Dartmouth, Yale, University of Pittsburgh, US Census Bureau, Erasmus, UMass Boston, University of Toronto, Southern Economics Association.
- 2020: AEA meetings, Princeton, University of Southern California, Columbia University, Queens University, Syracuse University, UCSD, Science of Diversity and Inclusion, Advances with Field Experiments
- 2019: Harvard University, George Mason University, Fields Institute, Yale Cowles Foundation, SOLE, Oxford, Michigan State University
- 2018: UC Berkeley, SOLE, NBER Summer Institute Labor and Real Estate, KU Leuven Conference in honor of the Collective Model, SITE Experimental, Simon Fraser University, Southern Economics Association, New York University
- 2017: AEA meetings, University of British Columbia, University of Toronto, Harvard Kennedy School, Penn Population Studies Center
- 2016: UT Dallas LBOE, New York Federal Reserve, NBER Summer Institute Labor and Children Joint Session
- 2015: U.C. Santa Barbara, Penn Laboratory for Experimental Evolutionary Psychology, Barcelona GSE Summer Forum (Family Economics), University of Montreal Family Economics Workshop, University of Michigan H2D2 Conference

### **Honors and Affiliations**

National Bureau of Economic Research Faculty Research Associate  
2020 Coalition for the Homeless Compassionate Communities Award and NYC Public Advocate Housing Hero of the Year, for work with Open Hearts Initiative  
Vernon Memorial Award for best research article published in *JPAM* (2014)  
Research funding from National Science Foundation, USAID Development Innovation Ventures, JPAL, Grand Challenges Canada, the International Growth Center, Analytics at Wharton, The Agency Fund  
Affiliate, University of Pennsylvania Population Studies Center  
Harvard Program on Negotiation Graduate Research Fellow (August 2012 – May 2013)  
National Science Foundation Graduate Research Fellow (August 2008 – May 2011)

### **Teaching and Advising:**

Economics of Diversity and Discrimination: Spring 2022, 2023, 2024, 2025  
Managerial Economics (MBA Core): Fall 2014, Fall 2015, Fall 2016, Fall 2019  
PhD Student Research Seminar: Fall 2016-Spring 2017, Spring 2018, Fall 2019, Spring 2020, Fall 2021-Spring 2022, Fall 2022-Spring 2023, Fall 2023-Spring 2024  
Gender Economics, Princeton, Spring 2021

Co-organizer of Columbia-NYU-Wharton-Princeton Student Workshop on Experimental Economics Techniques  
Committee member for Amanda Chuan (MSU), Colin Sullivan (Stanford post-doc, Purdue, University of Pittsburgh), Jennie Huang (Vanguard Research), Xiaoyue Shan (NUS)

### **Teaching Awards**

2015 “Goes Above and Beyond the Call of Duty” teaching award  
2016 “Tough but We’ll Thank You in 5 Years” and “Teaching Commitment and Curricular Innovation” teaching awards  
2020, 2022, 2023, and 2024 Teaching Excellence Award