

GAUTAM RAO

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

EMPLOYMENT

Associate Professor, UC Berkeley Haas School of Business & Dept. of Economics	2024 onwards
Associate Professor of Economics, Harvard University	2019-2023
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 INTERESTS

Primary

Development Economics
Psychology and Economics

Secondary

Health Economics
Political Economics

PUBLICATIONS

- [1] “[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)
- [2] “[Voting to Tell Others](#)”
with Stefano DellaVigna, John List and Ulrike Malmendier.
(*Review of Economic Studies*, January 2017)
- [3] “[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)
- [4] “[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
- [5] “[Behavioral Development Economics](#)”
with Michael Kremer and Frank Schilbach
(*Handbook of Behavioral Economics*, 2019)
- [6] “[Poverty, Depression and Anxiety: Causal Evidence and Mechanisms](#)”
with Matthew Ridley, Frank Schilbach and Vikram Patel
(*Science*, December 2020)

- [7] [“How Research Affects Policy: Experimental Evidence from 2,150 Brazilian Municipalities”](#)
with Jonas Hjort, Diana Moreira and Juan Francisco Santini
(*American Economic Review*, May 2021)
- [8] [“The Economic Consequences of Increasing Sleep Among the Urban Poor”](#)
with Frank Schilbach, Heather Schofield, Mattie Toma and Pedro Tepedino
(*Quarterly Journal of Economics*, August 2021)
- [9] [“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*, December 2021)
- [10] [“Estimating Social Preferences and Gift Exchange at Work”](#)
with Stefano Della Vigna, John List and Ulrike Malmendier
(*American Economic Review*, March 2022)

SELECTED WORKING PAPERS AND WORK IN PROGRESS

- [11] [“Failing to Learn from Others”](#)
with John Conlon, Malavika Mani, Frank Schilbach and Matthew Ridley
(Revise & Resubmit, 2nd Round, *Econometrica*)
- [12] [“The Endowment Effect and Collateralized Loans”](#)
with Kevin Carney, Michael Kremer and Xinyue Lin
(Revise & Resubmit, *Econometrica*)
- [13] [“Learning in the Household”](#)
with John Conlon, Malavika Mani, Frank Schilbach and Matthew Ridley
- [14] [“The Long-Run Effects of Psychotherapy on Depression, Beliefs, and Economic Outcomes”](#)
with B. Bhat, Jon de Quidt, Johannes Haushofer, Vikram Patel, Frank Schilbach and Pierre-Luc Vautrey
(Submitted)
- [15] “The Long-Run Effects of Corporal Punishment in Schools”
with Maria Petrova and Brian Wheaton
(work in progress)

OTHER PEER-REVIEWED PUBLICATIONS

- [16] [“Informing policy through field experiments on sleep around the world”](#)
with Heather Schofield, Frank Schilbach, Mattie Toma and Susan Redline
(*Science*, October 2021)
Note: This is a peer-reviewed “policy perspectives” article.
- [17] “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.

SELECTED AWARDS & HONORS

Everett I. Mendelsohn Award for Excellence in Mentorship, Harvard University	2023
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	2011
Center for Equitable Growth Graduate Dissertation Fellowship	2012-13
Program in Psychological Economics Fellowship, UC Berkeley	2013
Outstanding Graduate Student Instructor Award, UC Berkeley	2011
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, 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

PROFESSIONAL ACTIVITIES

Associate Editor, <i>Journal of Political Economy</i>	2018- 2020
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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

TEACHING EXPERIENCE

UC Berkeley Econ 219B (PhD): Applications of Psychology and Economics	2024
MIT 14.160: Behavioral Economics (PhD), co-taught with Frank Schilbach	2017
Harvard Econ 2338: Behavioral Development Economics (PhD)	2016-2023
Harvard Econ 980EE: Behavioral Economics Applications to Poverty and Development	2017-2023
PSY 2112: Field Experiments in Psychology and Economics (PhD), co-taught with Liz Spelke	2020

ADVISING

In 2023, I received the Everett I. Mendelsohn Award for Excellence in Mentorship at Harvard University.

Graduated PhD Students (Year of graduation, First placement):

Guilherme Lichand (2016, University of Zurich)
Marc Kauffman (2017, Central European University)
Diana Moreira (2017, UC Davis)
Sarika Gupta (2018, World Bank)
Elizabeth Santorella (2018, QuantCo)
Sungoh Kwon (2018, Korea Institute of Public Finance)
Talia Gillis (2020, Columbia University)
Moya Chin (2020, IMF)
*M.R. Sharan (2020, University of Maryland)
Asad Liaqat (2020, Facebook)
*Brian Wheaton (2021, UCLA Anderson)
Felipe Jordan (2021, PUC Chile)
*Mattie Toma (2022, Warwick Business School)
*Kevin Carney (2022, University of Michigan)
Riako Granzier-Nakajima (2022, Uber)
*Arielle Bernhardt (2023, NYU)
*Awa Ambra Seck (2023, Harvard Business School)
Sagar Saxena (2023, Wharton)
John Conlon (2023, CMU)
* indicates dissertation committee chair or co-chair

PhD program placements of undergraduate students and RAs

Xinyue Lin (Harvard)
Yihong Huang (Harvard)
Parijat Lal (Columbia)
Advait Rajagopalan (Wharton)
João Pugliese (Stanford)
Gabriel Jardimovski (Northwestern)
Vivian Aluoch (UCSD)
Vinicius Schuabb (Bocconi)
Teresita Cruz Vital (UC Berkeley)
Ziqing Yan (Yale)
Jiemin Xu (U Wisconsin)
Myles Ellis (Brown)
Anahita Karandikar (UBC)
Camille Falezan (MIT)
Abigail Joseph (MIT)

Master's program placements of undergraduate students and RAs

Jane Marlen von Rabenau (Harvard Kennedy School)

Sangeetha Ramanathan (Columbia SIPA)

Dillon Bowen (Oxford MSc)

Siddhant Gokhale (Harvard Kennedy School)

PERSONAL INFORMATION

Affiliations: American Economic Association, National Bureau of Economic Research, Jameel Poverty Action Lab (J-PAL), The Bureau for Research and Economic Analysis of Development (BREAD)

Languages: English (fluent), Hindi (fluent), Punjabi (working)

Citizenship: India (US Permanent Resident)

Updated: May 2024