Andrew Joung

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Jon M. Huntsman Building
3730 Walnut Street, Suite #500
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Education

Vassar College, Bachelor of Arts   September 2012 – May 2016| Poughkeepsie, NY
Major: Economics, *Minor*: Math,
GPA: 3.9/4.0; *Major GPA*: 3.9/4.0

Best Senior Thesis in Political Economy
Best Senior Thesis in American Economic History

Oxford University   October 2014 – June 2015 | Oxford, UK
Study Abroad Program in Economics and Math

Coursework: Intermediate Macroeconomics; Advanced Microeconomics; Econometrics; Modern Algebra; Real Analysis; Industrial Organization; Developmental Economics

Experience

The Wharton School at the University of Pennsylvania July 2017 – Present | Philadelphia, PA
Research Coordinator for Prof. Alexander Rees-Jones (Wharton) and Prof. Benjamin Lockwood (Wharton)
- Compiled and cleaned large publicly available datasets, and implemented a synthetic control analysis
  - Study on the differential impact on cigarette consumption between tax changes enacted by state legislatures and those enacted by popular ballot (100+ distinct tax changes)
  - **Data used**: NCHS' Vital Statistics Natality Birth Data, CDC STATE System, Behavioral Risk Factor Surveillance System, state legislative archives
- Experienced with building Qualtrics surveys and managing MTurk HITs
  - Experienced at using Javascript, HTML, and R to build and manage surveys
  - Implemented a series of MTurk studies on time inconsistent labor supply elicitation and willingness-to-pay for commitment
  - Implemented a MTurk study on willingness-to-pay to view or avoid viewing wage and tax information on a series of incentivized real-effort tasks

The Wharton School at the University of Pennsylvania   June 2016 – June 2017 | Philadelphia, PA
Research Coordinator for Prof. Katherine Milkman (Wharton) and Prof. John Beshears (HBS)
- Implemented IV regression framework and other analyses for a large field experiment (100,000 + obs.)
  - Study on impact of routine and flexible incentivize schemes on gym habit formation at *Fortune 500* tech company
  - As well as implementing IV framework, I prepared summary statistics, tables and figures for publication
- Assisted with the preparation for and launch of a large field experiment (~ 10,000 obs.)
  - Study on impact of different default rates on retirement savings rates at *Fortune 500* financial company
  - Assisted with power analyses, and econometric analysis for pilot tests

Vassar College   Jan 2014 – May 2016| Poughkeepsie, NY
Research Assistant for Prof. Ben Ho
- Developed econometric models to predict US state and CA provincial natural gas prices
- Assisted in a theoretical paper on why firms choose to publish new stories, using a modified Hotelling model of product differentiation

Authored Papers

Joung, Andrew, Benjamin Lockwood, and Alex Rees-Jones. (2018) "A Pilot Study of Uncertainty in Income Tax Forecasts." *Working Paper.*

Bachireddy, Chethan, **Andrew Joung**, Leslie K. John, Francesca Gino, Bradford Tuckfield, and Katherine Milkman. (2018) "Comparing Financial Incentive Structures for Promoting Physical Activity: A Randomized Controlled Trial." (*under review*)

Joung, Andrew. (2016) "Where Did the Time Go? A Preliminary Analysis of PROGRESA's Impact on Women's Time Allocation." *Senior Thesis.*

Acknowledgments of Research Assistance

Beshears, John, et al. (2017), "Creating Exercise Habits Using Incentives: The Tradeoff between Flexibility and Routinization." *Working Paper.*

Beshears, John, et al. (2017), "How Do Consumers Respond When Default Options Push the Envelope?" *Working Paper.*

Benartzi, Shlomo, et al. (2017), "Should governments invest more in nudging?." *Psychological science* 28.8. 1041-1055.

John, Leslie, et al. (2016), *"*The Ineffectiveness of Inconspicuous Incentives: A Field Experiment on Inattention.*" Working Paper.*

Ho, Benjamin, and Peng Liu. (2015), "Herd Journalism: Investment in Novelty and Popularity in Markets for News." *Information Economics and Policy* 31, 33-46.

Skills

Language: Native English, Beginner Korean, Beginner French
Programming Languages: STATA, R, Java, HTML
Computer Skills: Qualtrics, MTurk, LaTex, LyX, GitHub