

## ANDREW ZEITLIN

### **Contact information:**

McCourt School of Public Policy  
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### **Employment:**

2012 – present      Assistant Professor, McCourt School of Public Policy, Georgetown University

### **Other professional activities:**

2013 – present      Lead Academic, Rwanda Research Program, DFID/LSE/Oxford International Growth Centre  
2013 – present      Non-resident Fellow, Center for Global Development  
2012 – present      Research Associate, Centre for the Study of African Economies, Oxford University

### **Past employment**

2012 – 2013      Postdoctoral Research Fellow, Center for Global Development  
2008 – 2012      Research Officer, Centre for the Study of African Economies, Department of Economics, Oxford University  
2008 – 2012      Junior Research Fellow, St Antony's College, Oxford University  
2009 – 2010      Research Fellow in Applied Microeconometrics, Lincoln College, Oxford

### **Education:**

2009      D. Phil., Economics, University of Oxford  
2004      M. Phil., Economics, University of Oxford, with distinction  
2001      B.A., Ethics, Politics, and Economics, Yale University, cum laude with distinction in major

### **Research Fields:**

Development economics, applied microeconometrics, experimental economics

### **Publications:**

"Pay for locally monitored performance? A welfare analysis for teacher attendance in Ugandan primary schools" (with Jacobus Cilliers, Ibrahim Kasirye, Clare Leaver, and Pieter Serneels). Forthcoming, *Journal of Public Economics*.

"Small price incentives increase women's access to land titles in Tanzania" (with Daniel Ayalew, Matthew Collin, Stefan Dercon, Klaus Deininger, and Justin Sandefur). *Journal of Development Economics*.

### **Working papers:**

"Understanding heterogeneity: Risk and learning in the adoption of agricultural technologies". *Revise and resubmit, Journal of Development Economics*.

"Conflict of interest as a barrier to local accountability" (with Abigail Barr). Centre for the Study of African Economies Working Paper WPS/2011-13, 2011.

"Dictator games in the lab and in nature: External validity tested and investigated in Ugandan primary schools" (with Abigail Barr). Centre for the Study of African Economies Working Paper WPS/2010-11.

"The collective action mechanism in community-based monitoring: Field and lab experimental evidence from Uganda" (with Abigail Barr, Frederick Mugisha, and Pieter Serneels).

"The demand for insurance under limited trust" (with Stefan Dercon and Jan Willem Gunning).

"Identification and estimation of peer effects on endogenous affiliation networks: An application to Ghanaian agriculture".

"The adoption and impacts of Electronic Billing Machines for VAT" (with Nada Eissa and Sally Murray).

**Field experiments and related work in progress:**

"Just give them the money? Household grants as a benchmark for traditional aid" (with Craig McIntosh).

"Selection and motivation effects of pay-for-performance in Rwandan Schools" (with Clare Leaver, Owen Ozier, and Pieter Serneels).

"Impacts of an innovative audit strategy for VAT compliance in Rwanda" (with Nada Eissa and Francois Gerard).

"Effects of school ranking information in Tanzania" (Jacobus Cilliers and Isaac Mbiti).

**Book:**

Francis Teal, Mans Söderbom, Markus Eberhardt, Simon Quinn, and Andrew Zeitlin. *Empirical Development Economics*. London: Routledge Advanced Texts in Economics and Finance, September 2014.

**Policy papers:**

"Strengthening public sector performance contracts in Rwanda" (with Radhika Goyal, Clare Leaver, Sally Murray, and Pieter Serneels). International Growth Centre, July 2014.

"Improving education quality: Ideas for Rwanda" (with Radhika Goyal, Saahil Karpe, Clare Leaver, and Pieter Serneels), International Growth Centre, February 2014.

"Public Service Authorities" (with Tessa Bold and Paul Collier), 2010.

"In search of a strategy: Revisiting Agriculture-led growth in Ethiopia" (with Stefan Dercon and Ruth Hill). Synthesis Paper for study on *Agriculture and Growth in Ethiopia*, commissioned by the UK Department for International Development and the Economic Advisor to the Prime Minister of Ethiopia. 2009.

"Rethinking agriculture and growth in Ethiopia: A Conceptual Discussion" (with Stefan Dercon). Paper prepared for study on *Agriculture and Growth in Ethiopia*, commissioned by the UK Department for International Development and the Economic Advisor to the Prime Minister of Ethiopia, 2009.

**Miscellaneous published work:**

Co-editor of special issue on "Impact Evaluation in Africa" (with Marcel Fafchamps), *Journal of African Economies*, 2012.

"Dual Economies" (with David Vines) in Steven N. Durlauf and Lawrence E. Blume, eds., *The New Palgrave Dictionary of Economics*, 2<sup>nd</sup> edition, 2008.

**Selected research grants, by project:**

'Big Results Now! Research on education system reform in Tanzania', with James Habyarimana and Jacobus Cilliers (Georgetown) and collaborators at University of Dar es Salaam, UVA, Twaweza, VU University Amsterdam.

2016 – present            Research on Improving Systems of Education. GBP 4,200,000.

'Household Grant Cost-Effectiveness Benchmarking', with Craig McIntosh (UCSD) and Paul Niehaus (UCSD).

2015 – present            USAID and Google USD 1,000,000. (Grant also includes an additional USD 3 million for intervention costs.)

'Selection and motivation effects of pay-for-performance in Rwandan schools', with David Johnson (Oxford), Clare Leaver (Oxford), Owen Ozier (World Bank), and Pieter Serneels (East Anglia).

2017 – present            Economic Development Institutions, GBP 440,681.

2015 – present            World Bank *Results in Education for All Children (REACH) Trust Fund*. USD 195,741.

2014 – present            World Bank *Strategic Impact Evaluation Fund*. USD 600,000.

2014 – present            International Growth Centre. USD 116,000.

'Tax administration and tax compliance in Rwanda', with Nada Eissa (Georgetown) and Francois Gerard (Columbia).

2016 – present            Georgetown University, MDI Seed Grant, USD 38,000 (with Patrick McSharry, Oxford)

2015 – present            International Growth Centre. USD 198,000.

*'Impact evaluation of the Northern Uganda Social Action Fund'*, with Marguerite Duponchel (World Bank).  
2014 – present International Growth Centre, USD 47,000.

*Selected smaller grants and earlier projects*

2010 – 2013 International Growth Centre and World Bank Gender Trust Fund, 'Economic Impact of Urban Property Rights in Tanzania', with Daniel Ayalew (World Bank), Matthew Collin (Center for Global Development), Stefan Dercon (Oxford), Klaus Deininger (World Bank), and Justin Sandefur (Center for Global Development).  
2009 – 2012 ILO, Microinsurance Innovation Facility, 'Impact Evaluation of Composite Microinsurance and Consumer Education', with Stefan Dercon and Jan Willem Gunning.  
2008 – 2012 DFID Improving Institutions for Pro-Poor Growth Research Consortium, 'Management and Motivation in Ugandan Primary Schools', with Abigail Barr (Nottingham), Frederick Mugisha (Economic Policy Research Centre – Uganda), and Pieter Serneels (East Anglia). Renewed 2011-2012.

**Teaching Experience:**

*Graduate teaching at Georgetown*

2015 – present "Behavioral Economics and Development Policy", optional course for MIDP and MPP students.  
2012 – present "Social and Economic Development Policy", core course for Masters in International Development Policy.  
2012 – 2015, "Regression Methods for Development Policy", core course for Masters in Public Policy.  
2017 - present

*Undergraduate teaching at Georgetown*

2017 Economics 302 (Senior thesis), Samuel Solomon

*Graduate teaching at Oxford*

2011 – 2012 Lecturer, "Behavioral Development Economics", module for Development Economics course, M.Phil. in Economics/M.Sc. in Economics for Development, 2011. Three lecture sequence on methods and applications of behavioral economics to questions of development.  
2009 – 2012 Lecturer, "Program Evaluation", module for Quantitative Methods course in M.Sc. in Economics for Development, 2009 – 2011.  
Module comprised of three lectures and two accompanying Stata labs.  
2008 – 2012 Lecturer, "Economics of Education", M.Sc. in Economics for Development. Four-lecture sequence on the production of human capital.  
2008 – 2012 Thesis supervisor, M.Sc. in Economics for Development.  
Four students supervised.  
2006 Class teacher, Foundations of Economics, M.Phil. in Development Studies, 2006.

*Undergraduate teaching at Oxford*

2010 – 2012 Lecturer, "Microfinance", Economics of Developing Countries.  
Two-lecture module for final-year undergraduate course.  
2006 – 2011 Lecturer, "Dual Economies", Economics of Developing Countries  
Two-lecture module for final-year undergraduate course.  
2004 – 2008 Tutorial (class) teacher in Economics of Developing Countries (2006 – 08); Microeconomics (2006), Macroeconomics (2006 – 08), and Mathematics (2006) for students in degrees of Economics and Management and Philosophy, Politics, and Economics.

**Honors, Scholarships and Fellowships:**

2015 Summer Academic Grant, Georgetown University  
2014 Junior Faculty Research Fellowship, Georgetown University (Fall Semester)  
2012 Presenter, Young Talent Session, 2012 Royal Economic Society Annual Conference  
2009 – 2010 Research Fellowship in Applied Microeconometrics, Lincoln College, Oxford

2009	Merit Award for undergraduate teaching, Department of Economics, Oxford
2004 – 2007	Doctoral Studentship, Department of Economics, Oxford
2004	Old Members' Graduate Scholarship, Jesus College, Oxford
2000	Mellon Undergraduate Research Award, Trumbull College, Yale University

**Conferences and invited presentations:**

2018: Harvard Kennedy School; Center for Global Development.

2017: Columbia University, School of International and Public Affairs; RISE Annual Conference 2017; National Tax Association Annual Meetings 2017; Innovations for Poverty Action annual researcher gathering 2017.

2016: World Bank, Development Research Group.

2015: Washington Area Development Economics Symposium; AidData/William and Mary; International Growth Centre 'Africa Growth Forum'; Stanford Institute for Theoretical Economics; IFPRI; NBER Summer Institute.

2014: American Economic Association annual meeting; Center for Global Development; International Growth Centre 'Growth Week'; First Annual DC Health, Education, Labor & Development (HELD) Policy Day; World Bank Annual Bank Conference on Africa (ABCA); Northeast Universities Development Consortium (Boston University).

2013: Northeast Universities Development Consortium (Harvard), Washington Area Development Economics Symposium (George Washington University); RAND DC Applied Micro Seminar; Center for Global Development; Feedback Labs (inaugural seminar); World Bank ABCDE Conference (invited discussant); USAID Center of Excellence on Democracy, Human Rights and Governance (seminar); Conference on "Corruption, Governance, and Accountability in Africa" (Yale).

2012: 3ie-IFPRI Joint Seminar Series on Impact Evaluation; Symposium on Economic Experiments in Developing Countries (U.C. Berkeley); Northeast Universities Development Consortium Conference (Dartmouth); Tilburg and Wageningen Universities Development Economics Workshop; Royal Economic Society (special session on "Young Talent").

2011: North American Experimental Science Association Conference; Africa Growth Forum (Brookings Institute); Twelfth Annual Global Development Conference (Global Development Network, Bogotá, Colombia); Midwest International Economic Development Conference (University of Wisconsin); Centre for the Study of African Economies Annual Conference (Oxford).

2010: Northeast Universities Development Consortium Conference (MIT); 6<sup>th</sup> International Microinsurance Conference (Munich Re Foundation, Manila, Philippines); CEAR Workshop on Insurance for the Poor (Georgia State University); Institute for International Economic Studies, Stockholm University; University of Nottingham; CSAE Annual Conference (Oxford).

2009: 7<sup>th</sup> European Development Research Network Scientific Conference (Paris School of Economics); MIEDC (University of Minnesota); CSAE Annual Conference (Oxford); University of Nottingham.

**Professional service:**

*Service at Georgetown:*

2014 – present	Faculty advisor, McCourt Policy in Practice
2013 – present	MSPP Thesis Review Committee
2013 – 2014	Faculty advisor, MSPP Student International Development Club
2012 – present	MSPP Admissions Committee

*Referee:* Journal of African Economies, Journal of Development Economics, Journal of Development Studies, Economic Development and Cultural Change, Economics of Education Review, Journal of Economic Growth, Oxford Economic Papers, Review of Economics and Statistics, World Development.

**Conferences and invited presentations:**

2017: Columbia University, Dept. of Economics (scheduled).

2016: World Bank, Development Economics Research Group (scheduled); World Bank, Development Impact Evaluation Group (scheduled).

2015: Washington Area Development Economics Symposium; AidData/William and Mary; International Growth Centre 'Africa Growth Forum'; Stanford Institute for Theoretical Economics; IFPRI; NBER Summer Institute.

2014: American Economic Association annual meeting; Center for Global Development; International Growth Centre 'Growth Week'; First Annual DC Health, Education, Labor & Development (HELD) Policy Day; World Bank Annual Bank Conference on Africa (ABCA); Northeast Universities Development Consortium (Boston University).

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2011: North American Experimental Science Association Conference (scheduled); Africa Growth Forum (Brookings Institute); Twelfth Annual Global Development Conference (Global Development Network, Bogotá, Colombia); Midwest International Economic Development Conference (University of Wisconsin); Centre for the Study of African Economies Annual Conference (Oxford).

2010: Northeast Universities Development Consortium Conference (MIT); 6<sup>th</sup> International Microinsurance Conference (Munich Re Foundation, Manila, Philippines); CEAR Workshop on Insurance for the Poor (Georgia State University); Institute for International Economic Studies, Stockholm University; University of Nottingham; CSAE Annual Conference (Oxford).

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