

McCourt School of Public Policy  
Georgetown University  
37th and O Streets, NW  
Washington, DC 20057

[andrew.zeitlin@georgetown.edu](mailto:andrew.zeitlin@georgetown.edu)   
[andrewzeitlin.io](http://andrewzeitlin.io)   
[github.com/andrewzeitlin](https://github.com/andrewzeitlin)   
[@andrewzeitlin](https://twitter.com/andrewzeitlin) 

## ANDREW FORREST ZEITLIN

### EMPLOYMENT

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

### OTHER APPOINTMENTS AND AFFILIATIONS

Affiliated faculty, Department of Economics, Georgetown University, 2019–Present.

Non-resident Fellow, Center for Global Development, 2013–Present.

Research Associate, Centre for the Study of African Economies, University of Oxford, 2012–Present.

### PRIOR APPOINTMENTS

Lead Academic, Rwanda Research Program, International Growth Centre, 2013–2020.

Postdoctoral Research Fellow, Center for Global Development, 2012–2013.

Research Officer, Centre for the Study of African Economies, Department of Economics, University of Oxford, 2008–2012.

### EDUCATION

D.Phil., Economics, University of Oxford, 2009.

M.Phil., Economics, University of Oxford, 2004. Distinction.

B.A., Ethics, Politics, and Economics, Yale University, 2001. Cum laude, with Distinction in Major.

### PAPERS

Clare Leaver, Owen Ozier, Pieter Serneels, and Andrew Zeitlin. “Recruitment, effort, and retention effects of performance contracts for civil servants: Experimental evidence from Rwandan primary schools.” Conditionally accepted, *American Economic Review*.

Media: [World Bank Development Impact Blog](#).

Craig McIntosh and Andrew Zeitlin. “Using household grants to benchmark the cost effectiveness of a USAID workforce readiness program.” Conditionally accepted, *Journal of Development Economics*, pre-results review.

Andrew Zeitlin. 2021. “Teacher turnover in Rwanda.” *Journal of African Economies*, 30:1, 81–102.

Jacobus Cilliers, Isaac Mbiti, and Andrew Zeitlin. “Can public rankings improve school performance? Evidence from a nationwide reform in Tanzania.” *Journal of Human Resources*, forthcoming.

- Jacobus Cilliers, Ibrahim Kasirye, Clare Leaver, Pieter Serneels, and Andrew Zeitlin. 2018. “Pay for locally monitored performance? A welfare analysis for teacher attendance in Ugandan primary schools.” *Journal of Public Economics*, 167, 69–90.
- Daniel Ayalew, Matthew Collin, Stefan Dercon, Klaus Deininger, and Justin Sandefur, and Andrew Zeitlin. 2016. “Small price incentives increase women’s access to land titles in Tanzania” *Journal of Development Economics*, 123:6, 107–122.
- Craig McIntosh and Andrew Zeitlin. “Benchmarking a child nutrition program against cash: Experimental evidence from Rwanda.”  
Media: [Boston Globe](#), [New York Times](#), [Washington Post](#), [NPR](#), [Vox](#), [Quartz](#), [Wired](#), [World Bank Development Impact Blog](#).
- Abigail Barr, Pieter Serneels, and Andrew Zeitlin. “The collective action mechanism in community-based monitoring: Field and lab evidence from Uganda.”
- Stefan Dercon, Jan Willem Gunning, and Andrew Zeitlin. “The demand for insurance under limited trust.” University of Oxford, CSAE Working Paper No. 2019-06.
- Andrew Zeitlin. “Understanding heterogeneity: Risk and learning in the adoption of agricultural technologies.”
- Nada Eissa and Andrew Zeitlin. “The adoption and impacts of Electronic Billing Machines for VAT.”

## BOOK

- Francis Teal, Mans Soderbom, Markus Eberthardt, Simon Quinn, and Andrew Zeitlin. 2014. *Empirical Development Economics*. London: Routledge Advance Texts in Economics and Finance.

## ONGOING PROJECTS

- “Impacts of an innovative audit strategy for VAT compliance in Rwanda,” with Nada Eissa (Georgetown) and Francois Gerard (Columbia).
- “Designing ‘The Match’ for Rwandan primary teachers,” with Christopher Neilson (Princeton).
- “Demand for and impacts of agricultural insurance in Kenya,” with Jacobus Cilliers (Georgetown) and William Jack (Georgetown).
- “Using household grants to benchmark the cost effectiveness of a USAID workforce readiness program,” with Craig McIntosh (UCSD).
- “Benchmarking a refugee livelihoods project with cash grants,” with Sana Khan (International Rescue Committee).

## GRANTS

- “Talent for government: Developing rigorous program evaluation opportunities in partnership with the federal government.”, Co-Principal Investigator, with Sebastian Jilke (PI), Nada Eissa, and Donald Moynihan. Arnold Ventures. 2021–Present. USD \$394,438.
- “An economic surveillance dashboard to inform post-Covid policy for Government of Rwanda”, Principal Investigator. International Growth Centre. 2020–Present. USD \$18,600.

- “Benchmarking a refugee livelihoods project with cash grants,” Principal Investigator, with Sana Khan (International Rescue Committee). BlackRock, subaward via IRC. 2019–Present. USD \$255,218.
- “Diagnosing teacher placement and turnover in Rwanda”, Principal Investigator. International Growth Center. 2019–Present. USD \$16,750.
- “Centralized teacher assignment mechanism design for Rwanda”, co-Principal Investigator, with Christopher Neilson (Princeton) and Felipe Saint-Jean (ConsiliumBots). International Growth Center. 2019. USD \$15,000.
- ‘Big Results Now! Research on education system reform in Tanzania’, Co-Principal Investigator, with James Habyarimana (PI) and other collaborators at Georgetown, University of Dar es Salaam, University of Virginia, VU University Amsterdam, 2016–Present. DFID *Research on Improving Systems of Education* program, USD \$5,000,000.
- “Household grant cost-effectiveness benchmarking,” Co-Principal Investigator, with Craig McIntosh (UCSD). USAID and Google.org. USD \$1,000,000.
- “Selection and motivation effects of pay-for-performance in Rwandan schools,” Principal Investigator, with David Johnson (Oxford), Clare Leaver (Oxford), Owen Ozier (World Bank), and Pieter Serneels (East Anglia).
- DFID *Economic Development Institutions*, 2017–Present. USD \$575,000.
  - World Bank *Results in Education for All* Trust Fund, 2015–2019. USD \$195,741.
  - World Bank *Strategic Impact Evaluation Fund*, 2014–2019. USD \$600,000.
  - International Growth Centre, 2014–2016. USD \$116,000.
- “Tax administration and tax compliance in Rwanda,” with Nada Eissa (Georgetown) and Francois Gerard (Columbia).
- Georgetown University, MDI Seed Grant (Principal Investigator), 2016–2018. USD \$38,000.
  - International Growth Centre (Co-Investigator), 2015–2018. USD \$198,000.

## TEACHING

### GRADUATE TEACHING AT GEORGETOWN

- “Social and Economic Development Policy.” Core course for *Masters in International Development Policy*, 2012–Present..
- “Behavioral Economics and Development Policy.” Optional course for Public Policy students, 2015–2017, 2019.
- “Regression Methods for Policy Analysis.” Core course for *Masters in Public Policy*, 2012–2015, 2017–Present.

### UNDERGRADUATE TEACHING AT GEORGETOWN

Undergraduate thesis advisor (Economics), Samuel Solomon, 2017.

### GRADUATE TEACHING AT OXFORD

- “Behavioral Development Economics,” module for Development Economics course, *M.Phil. in Economics* and *M.Sc. in Economics for Development*, 2011.

“Program Evaluation,” module for Quantitative Methods course, *M.Sc. in Economics for Development*, 2009–2011.

“Economics of Education,” *M.Sc. in Economics for Development*, 2008–2012.

Thesis supervisor, *M.Sc. in Economics for Development*, 2008–2012.

#### UNDERGRADUATE TEACHING AT OXFORD

“Microfinance,” module for Economics of Developing Countries, 2010–2012.

“Dual economies,” module for Economics of Developing Countries, 2006–2011.

Tutorial (class) teacher for students of degrees of *Economics and Management* and *Philosophy, Politics, and Economics*: Economics of Developing Countries, 2006–2008; Microeconomics, 2006, Macroeconomics, 2006–2008, and Mathematics, 2006.

#### INVITED SEMINARS AND CONFERENCE PRESENTATIONS (SINCE 2012)

- 2020 Innovations for Poverty Action, Fall Board Meeting.  
Econometric Society World Congress.  
Johns Hopkins, School of Advanced International Studies.  
Washington Area Labor Economics Symposium (George Washington University).  
NOVAFRICA Seminar, Nova School of Business and Economics, Universidade Nova de Lisboa—rescheduled.  
Innovations for Poverty Action, Annual Researcher Gathering (Northwestern University)—rescheduled.  
Centre for the Study of African Economies annual conference (University of Oxford)—rescheduled.
- 2019 University of Zurich, Conference on Public Finance in Developing Countries.  
NBER Development Economics/BREAD Fall 2019 Program Meeting.  
National Tax Association, Annual Meetings.  
Northeastern Universities Development Consortium Annual Conference (Northwestern University).  
University of Chicago, “Advances with Field Experiments.”  
NBER Summer Institute, Education Program.  
Center for Global Development, RISE Annual Conference.  
University of California, Berkeley, Symposium on Economic Experiments in Developing Countries.  
Bureau for Research and Economic Analysis of Development (BREAD) Pre-Conference (University of Maryland).  
Society for Research on Educational Effectiveness Annual Conference (Session Organizer).
- 2018 Harvard Kennedy School.  
Northeastern Universities Development Consortium Annual Conference (Cornell).  
Center for Global Development, RISE Annual Conference.  
University of California, Berkeley, “Economic Development and Institutions” Workshop.  
DC Health, Education, Labor, and Development Policy Day.
- 2017 Columbia University, School of International and Public Affairs.  
Center for Global Development, RISE Annual Conference.  
National Tax Association, Annual Meetings.  
Northwestern University, Innovations for Poverty Action Annual Researcher Gathering.

- 2016 World Bank, Development Research Group.
- 2015 Washington Area Development Economics Symposium.  
William and Mary, AidData Seminar.  
International Growth Centre, “Africa Growth Forum”.  
Stanford Institute for Theoretical Economics.  
International Food Policy Research Institute.  
NBER Summer Institute, Development Program.
- 2014 American Economic Association, Annual Meeting.  
Center for Global Development.  
International Growth Centre, “Growth Week”.  
First Annual DC Health, Education, Labor, and Development Policy Day.  
World Bank, Annual Bank Conference on Africa.  
Northeast Universities Development Consortium Annual Conference (Boston University).
- 2013 Northeast Universities Development Consortium (Harvard University).  
Washington Area Development Economics Symposium (George Washington University).  
RAND DC Applied Micro Seminar.  
Center for Global Development.  
Feedback Labs.  
USAID Center of Excellence on Democracy, Human Rights, and Governance.  
Yale University, Conference on “Corruption, Governance, and Accountability in Africa”.
- 2012 International Food Policy Research Institute.  
Northeast Universities Development Consortium (Dartmouth).  
Tilburg and Wageningen Universities Development Economics Workshop.  
Royal Economic Society Annual Meetings.

## FELLOWSHIPS, HONORS, AND AWARDS

Summer Academic Grant, Georgetown University, 2015.

Junior Faculty Research Fellowship, Georgetown University, 2014.

Presenter, Young Talent Session, Royal Economic Society Annual Conference, 2012.

Research Fellowship in Applied Microeconometrics, Lincoln College, University of Oxford, 2009–2010.

Junior Research Fellowship, St. Antony’s College, University of Oxford, 2008–2012.

Merit Award for Undergraduate Teaching, Department of Economics, University of Oxford.

Doctoral Studentship, Department of Economics, University of Oxford, 2004–2007.

Old Members’ Graudate Scholarship, Jesus College, University of Oxford, 2004.

Mellon Undergraduate Research Award, Trumbull College, Yale University, 2000.

## SERVICE

Referee: American Economic Journal: Applied Economics, American Economic Journal: Economic Policy, Economic Development and Cultural Change, Economics of Education Review, Journal of African Economies, Journal of Development Economics, Journal of Development Studies,

Journal of Economic Behavior and Organization, Journal of Economic Growth, Oxford Economic Papers, Quarterly Journal of Economics, Review of Economics and Statistics, World Development.

Co-organizer, Washington Area Development Economics Symposium, 2013–Present.

Co-organizer, Georgetown University Initiative on Innovation, Development, and Evaluation (*gui<sup>2</sup>de*) seminar series, Georgetown University, 2017–Present.

Co-organizer, Georgetown Mortara International Development seminar series, 2016–Present.

Faculty advisor, McCourt Policy in Practice, 2014–Present.

McCourt School of Public Policy, Thesis Review Committee, 2013–Present.

McCourt School of Public Policy, Admissions Committee, 2012–2017.

*Updated: January 2021*