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## ANDREW FORREST ZEITLIN

### EMPLOYMENT

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

### OTHER APPOINTMENTS AND AFFILIATIONS

Affiliated Professor, Abdul Latif Jameel Poverty Action Lab (J-PAL), 2022–Present.

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.

### PUBLICATIONS

“Using household grants to benchmark the cost effectiveness of a USAID workforce readiness program,” with Craig McIntosh. *Journal of Development Economics*, 157, 102875, 2022. [\[link\]](#)

Media: [Vox](#), [Devex](#).

“Recruitment, effort, and retention effects of performance contracts for civil servants: Experimental evidence from Rwandan primary schools,” with Clare Leaver, Owen Ozier, and Pieter Serneels. *American Economic Review*, 111(7), 2213–2246, 2021. [\[link\]](#)

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

“Teacher turnover in Rwanda,” *Journal of African Economies*, 30(1), 81–102, 2021. [\[link\]](#)

“Can public rankings improve school performance? Evidence from a nationwide reform in Tanzania,” with Jacobus Cilliers and Isaac Mbiti. *Journal of Human Resources*, 56, 655–685, 2021. [\[link\]](#)

“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. *Journal of Public Economics*, 167, 69–90, 2018. [\[link\]](#)

“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*, 123(6), 107–122, 2016. [\[link\]](#)

## BOOK AND BOOK CHAPTER

*Empirical Development Economics*, with Francis Teal, Mans Soderbom, Markus Eberthardt, and Simon Quinn. London: Rutledge Advance Texts in Economics and Finance, 2014.

“Dual Economies,” with David Vines. In Steven N. Durlauf and Lawrence Blume, editors, *The New Palgrave Dictionary of Economics*, 2nd ed. New York: Palgrave Macmillan, 2008.

## WORKING PAPERS

“Benchmarking a child nutrition program against cash: Experimental evidence from Rwanda,” with Craig McIntosh. Submitted. [\[link\]](#)

Media: [Boston Globe](#), [New York Times](#), [Washington Post](#), [NPR](#), [Vox](#), [Quartz](#), [Wired](#), [World Bank Development Impact Blog](#).

“Information and collective action in in community-based monitoring of schools: Field and lab evidence from Uganda,” with Abigail Barr, Frederick Mugisha, and Pieter Serneels. Submitted. [\[link\]](#)

“The demand for insurance under limited trust,” with Stefan Dercon and Jan Willem Gunning. [\[link\]](#)

“Dictator games in the lab and in nature: External validity tested and investigated in Ugandan primary schools”, with Abigail Barr. [\[link\]](#)

“Understanding heterogeneity: Risk and learning in the adoption of agricultural technologies.” [\[link\]](#)

## SELECTED POLICY PAPERS AND REPORTS

“Fiscal impacts of a presumptive tax for microenterprises in Rwanda”, with Nada Eissa and Sally Murray. International Growth Centre, 2017. [\[link\]](#)

“The incidence and impact of Electronic Billing Machines for VAT,” with Nada Eissa, Saahil Karpe, and Sally Murray. International Growth Centre, 2014. [\[link\]](#)

“In search of a strategy: Rethinking agriculture-led growth in Ethiopia”, with Stefan Dercon and Ruth Vargas Hill. Synthesis paper prepared for study on Agriculture and Growth in Ethiopia, DFID, 2009. [\[link\]](#)

## ONGOING PROJECTS

“Re:Build: Refugee economic and social integration in East Africa,” with Travis Baseler (Rochester), Thomas Ginn (CGD), Ibrahim Kasirye (EPRC), Sana Khan (Princeton), and Betsy Levy Paluck (Princeton).

- “Designing ‘The Match’ for Rwandan primary teachers,” with Claudia Allende (Stanford), Susan Athey (Stanford), and Christopher Neilson (Princeton).
- “Scaling the STARS teacher pay-for-performance program in Rwandan schools,” with Clare Leaver (Oxford), Owen Ozier (Williams), and Pieter Serneels (East Anglia).
- “Impacts of an innovative audit strategy for VAT compliance in Rwanda,” with Nada Eissa (Georgetown) and Francois Gerard (Queen Mary, University of London).
- “Demand for and impacts of agricultural insurance in Kenya,” with Jacobus Cilliers (Georgetown) and William Jack (Georgetown).
- “Incidence and impacts of Rwanda’s Economic Recovery Fund,” Principal Investigator, with Dominique Ntirushwamaboko, Violette Mahororo, Jean de Dieu Gisa Murera, and Juste Nyirimana (National Bank of Rwanda).

## GRANTS

- “Scaling the STARS teacher pay-for-performance program in Rwandan schools,” Principal Investigator, with Clare Leaver (Oxford), Owen Ozier (Williams), and Pieter Serneels (East Anglia).  
 - Agence Française de Développement, Fund for Innovation in Development, “Stage 3 (Transition to Scale)” award. 2022–Present. USD \$1,800,000.  
 - United States Agency for International Development, Development Innovation Ventures, “Stage 3 Transition to Scale)” award. 2022–Present. USD \$1,510,000.
- “Refugees in East Africa; Boosting Urban Innovations for Livelihoods Development (Re:Build),” Co-Principal Investigator, with Travis Baseler (Rochester), Thomas Ginn (CGD), Ibrahim Kasirye (EPRC), Sana Khan (Princeton), and Betsy Levy Paluck (Princeton). IKEA Foundation. 2021–Present. USD \$2,387,000.
- “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.
- “Incidence and impacts of Rwanda’s Economic Recovery Fund,” Principal Investigator, with Dominique Ntirushwamaboko, Violette Mahororo, Jean de Dieu Gisa Murera, and Juste Nyirimana (National Bank of Rwanda). 2021–Present. International Growth Centre. USD \$5,920.
- “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. 2019–2022. USD \$255,218.
- “Diagnosing teacher placement and turnover in Rwanda,” Principal Investigator. International Growth Center. 2019–2020. 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), 2016–Present. 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*, 2017–2019. 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

Ph.D. thesis committee member (Economics), Maria Hernandez de Benito, Georgetown University, 2021.

“Social and Economic Development Policy.” Core course for *Masters in International Development Policy*, Georgetown University, 2012–Present.

“Behavioral Economics and Development Policy.” Optional course for Public Policy students, Georgetown University, 2015–2017, 2019.

“Regression Methods for Policy Analysis.” Core course for *Masters in Public Policy*, Georgetown University, 2012–2015, 2017–Present.

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

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

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

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

### UNDERGRADUATE TEACHING

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

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

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

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

## INVITED SEMINARS AND CONFERENCE PRESENTATIONS

- 2022 Western Economic Association International, APPAM panel on “Development Economics and Public Policy”—scheduled.  
Advances with Field Experiments (University of Chicago).  
George Mason University.  
Allied Social Science Association (session co-organizer and presenter).
- 2021 Centre for the Study of African Economies annual conference (University of Oxford).  
NOVAFRICA Seminar, Nova School of Business and Economics, Universidade Nova de Lisboa.  
University of Pittsburgh.
- 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).  
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’ Graduate 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 and Human Biology, 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, Journal of Health Economics, Oxford Economic Papers, Social Science and Medicine, 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.