

## ANDREW ZEITLIN

### **Contact information:**

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### **Employment:**

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

### **Other professional activities:**

2013 – present      Non-resident Fellow, Center for Global Development  
2013 – present      Lead Academic, Rwanda Research Program, DFID/LSE/Oxford International Growth Centre  
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). *Journal of Public Economics*, 167, pp. 69 - 90, November 2018.

"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, pp. 107 - 122, November 2016.

### **Working papers:**

"Benchmarking a child nutrition program against cash: Experimental evidence from Rwanda" (with Craig McIntosh).

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

"Can public rankings improve school performance? Evidence from a nationwide reform in Tanzania" (with Jacobus Cilliers and Isaac Mbiti).

"Understanding heterogeneity: Risk and learning in the adoption of agricultural technologies"

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

"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).

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

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

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

“Using cash grants to understand the value of refugee services” (with Sana Kahn).

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

#### **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:**

‘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 Economic Development Institutions.

2015 World Bank *Results in Education for All Children (REACH) Trust Fund*.

2014 World Bank *Strategic Impact Evaluation Fund*.

2014 International Growth Centre.

‘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 Research on Improving Systems of Education.

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

2015 USAID and Google.org

*'Tax administration and tax compliance in Rwanda'*, with Nada Eissa (Georgetown) and Francois Gerard (Columbia).  
 2016 Georgetown University, MDI Seed Grant, USD 38,000 (with Patrick McSharry, Oxford)  
 2015 International Growth Centre. USD 198,000.

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

*Selected smaller grants and earlier projects*

2010 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 ILO, Microinsurance Innovation Facility, 'Impact Evaluation of Composite Microinsurance and Consumer Education', with Stefan Dercon and Jan Willem Gunning.  
 2008 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*

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

- 2019: Society for Research on Educational Effectiveness Spring Conference; BREAD 37<sup>th</sup> Meeting "Pre-conference"; SEEDC (scheduled); RISE Annual Conference 2019 (scheduled).
- 2018: Harvard Kennedy School; Center for Global Development; RISE Annual Conference 2018; CEGA 'Economic Development and Institutions Workshop, UC Berkeley; DC Health, Education, Labor, and Development Policy Day.
- 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:*

2017 – present	Co-organizer, <i>gui2de</i> seminar series
2016 – present	Co-organizer, Mortara International Development seminar series
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:* Economic Development and Cultural Change, Economics of Education Review, Journal of African Economies, Journal of Development Economics, Journal of Development Studies, Journal of Economic Growth, Oxford Economic Papers, Review of Economics and Statistics, World Development.