

**Arman Rezaee**

**UNIVERSITY OF CALIFORNIA, SAN DIEGO**

Placement Officer:	Michelle White	(858) 534-2783	miwhite@ucsd.edu
Placement Assistant:	Jacqueline Tam	(858) 822-3502	jytam@ucsd.edu

**OFFICE ADDRESS AND TELEPHONE:**

Department of Economics, 0508  
University of California, San Diego  
9500 Gilman Drive  
La Jolla, CA 92093-0508  
arezaee@ucsd.edu

**DATE OF BIRTH:** March 26, 1985

**SEX:** M

**CITIZENSHIP:** USA

**UNDERGRADUATE STUDIES:**

Bachelor of Arts, University of California, Berkeley, with honors, 2007. Major: Rhetoric. Thesis: "The Language Surrounding Propositions 209 & 54 in California."

**MASTERS STUDIES:**

Master in Public Policy, John F. Kennedy School of Government, Harvard University, 2009. Thesis: "Developing a New Merit-Based Scholarship Program: Understanding Student Incentives in Order to Target Post-Enrollment Outcomes for Community College Students."

**GRADUATE STUDIES:**

PhD in economics, University of California, San Diego

EXPECTED COMPLETION DATE: June 2016

THESIS TITLE: Improving governance in fragile states through transparency: evidence from field and natural experiments

**THESIS COMMITTEE AND REFERENCES:**

Eli Berman (chair)  
UCSD economics  
(858) 534-2858  
elib@ucsd.edu

Michael Callen  
Harvard Kennedy School  
(617) 495-9965  
Michael\_Callen@hks.harvard.edu

Julie Cullen  
UCSD economics  
(858) 822-2056  
jbcullen@ucsd.edu

Clark Gibson  
UCSD political science  
(858) 822-5140  
ccgibson@ucsd.edu

Edward Miguel  
UC Berkeley economics  
(510) 642-4361  
emiguel@berkeley.edu

Karthik Muralidharan  
UCSD economics  
(858) 534-2425  
kamurali@ucsd.edu

**DESIRED TEACHING AND RESEARCH:**

Primary Fields: Development economics, public economics

Secondary Fields: Political economy, field experiments, comparative politics, quantitative methods

**TEACHING EXPERIENCE:**

2010-2011: TA, Intermediate Microeconomics, the Economics of Immigration

**Arman Rezaee**

2008-2009: TA, Economics Analysis of Public Policy, Markets and Market Failures advanced section (MPP courses at the John F. Kennedy School of Government)

**RELEVANT POSITIONS HELD:**

2012-present: RA, Eli Berman  
2011-2014: RA, Karthik Muralidharan  
2013: Consultant, World Bank  
2009-2010: RA, Edward Miguel  
2009-2010: RA, Eric Schickler  
2009: RA, Erzo Luttmer

**HONORS AND GRANTS:**

2015: Research grant from Policy Design and Evaluation Lab (PDEL), UC San Diego (Co-PI)  
2015: Exploratory grant from Private Enterprise Development for Low-Income Countries (PEDL) (Co-PI with Sarojini Hirshleifer and Benjamin Kachero)  
2015: 2015-16 Herb York Global Security Fellowship, UC Institute on Global Conflict and Cooperation  
2015: Clive Granger Research Fellowship, UCSD  
2015: Research grant from the East Africa Social Science Translation (EASST) Secretariat acting on behalf of the Center for Effective Global Action (CEGA) (Co-PI with Sarojini Hirshleifer and Benjamin Kachero)  
2015: Travel grant, J-PAL Governance Initiative  
2014: Graduate Student Association travel grant, UCSD  
2014: Exploratory grant from Private Enterprise Development for Low-Income Countries (PEDL) (Co-PI with Ali Hasanain)  
2014: Adoption grant from Agricultural Technology and Adoption Initiative (ATAI) (With Eli Berman and Michael Callen; led the design, implementation, analysis, and reporting)  
2013: Pilot grant from Agricultural Technology and Adoption Initiative (ATAI) (With Eli Berman and Michael Callen; led the design, implementation, analysis, and reporting)  
2013: Department travel award, UCSD  
2013: Visiting graduate researcher, Center for Effective Global Action (CEGA), UC Berkeley  
2012: Summer Graduate Research Fellowship, UCSD  
2011: Summer Graduate Research Fellowship, UCSD  
2010: Tuition Scholarship, UCSD  
2008: Calhoun Summer Fellowship, John F. Kennedy School of Government  
2007-2009: Public Policy and International Affairs (PPIA) Fellowship, John F. Kennedy School of Government  
2007: Phi Beta Kappa, UC Berkeley

**JOB MARKET PAPER:**

“Crowdsourcing government accountability: Experimental evidence from Pakistan” (Joint with Ali Hasanain and Yasir Khan)

We develop and implement a novel, mobile phone-based information clearinghouse, and experimentally evaluate its ability to overcome information asymmetries and improve public service delivery to farmers in Punjab, Pakistan. Like many crowdsourcing websites, our clearinghouse collects and disseminates ratings—here, on the success of government veterinarians in inseminating livestock. We find that, compared to control, farmers receiving ratings enjoy 27 percent higher insemination success. This effect is entirely due to increased veterinarian effort, rather than farmers switching veterinarians. Treatment farmers are also 33 percent more likely to return to a government veterinarian rather than seeking a private provider. These results suggest large welfare benefits from a low-cost information intervention, which holds out hope for improved government accountability for the poor using basic mobile technology.

**RESEARCH IN PROGRESS:**

“Choosing Ungoverned Space: Pakistan's Frontier Crimes Regulation” (Joint with Jacob Shapiro, Michael Callen, Saad Gulzar, and Yasir Khan)

Why do substantial swathes of territory within the boundaries of administratively competent states remain ungoverned for long periods of time? We explore this question in the context of a unique set of legal institutions in Pakistan that clearly demarcate spaces that are to be left ungoverned. During colonial rule, the British divided Pakistan into two distinct regions. The first was the Raj, where the British built modern political and bureaucratic institutions. In the second region, the British put a small number of political agents in charge of tribal areas and codified pre-colonial institutions in the Frontier Crimes Regulation (FCR). Legal decisions were left to customary law carried out by local tribal councils, or Jirgas. Though the area under FCR has steadily decreased, FCR is still in place in the tribal areas of Pakistan today. Pakistan therefore offers a prime case in why governments leave certain territory ungoverned. Using primary legal documents we create a dataset of when and where FCR applied in Pakistan between 1901 and 2012 at the sub-district level. We then exploit the differential impact of the Green Revolution on potential land revenue at the sub-district level to empirically test a simple model in which states extend governance to areas where the economic benefits of developing full institutions through taxation and resource extraction outweigh the costs of doing so. We find that sub districts that would see a disproportionate increase in potential land revenue as a result of the Green Revolution were disproportionately more likely to have FCR removed following the advent of the Green Revolution.

-----

"Increasing SME productivity in Uganda: Leveraging clusters to train and scale" (Joint with Sarojini Hirshleifer and Benjamin Kachero)

Low productivity is a major constraint to growth in developing countries (in both agricultural and nonagricultural sectors). Furthermore, recent micro-level evidence finds that small business owners and farmers do not fully understand how to optimize their production processes suggesting that knowledge may be a barrier to productivity growth. Small firms may also face challenges in reaching the scale required to access markets. Thus, the Ugandan Investment Authority in collaboration with Makerere University has developed a cluster-level intervention to help SMEs grow. The intervention: (i) provides technical training that is designed to increase productivity (as well as business training) and (ii) leverages bringing firms together as a cluster to help them reach the economies of scale needed to ship products to markets and/or negotiate input prices. This study seeks to answer whether jointly providing technical knowledge and assistance in reaching economies of scale can cost-effectively increase productivity growth of small and medium enterprises.

-----

“Crowd-sourced Air Pollution Monitoring in Pakistan” (Joint with Matthew Gibson)

In Pakistan, as in much of the developing world, air pollution continues unchecked at a level that is privately optimal for firms. In many Pakistani cities annual average PM10 concentrations exceed 200  $\mu\text{g}/\text{m}^3$ , well above the EPA's 24-hour standard of 150  $\mu\text{g}/\text{m}^3$  (Colbeck et al. 2010). While environmental enforcement in Pakistan is currently poor, the state has capacity that could be tapped to improve environmental quality. Citizens could be empowered to pressure government and firms. However, anecdotal evidence suggests that two important roadblocks stand in their way—1) a lack of information, and 2) collective action problems. We propose to implement a cross-cutting, randomized controlled trial across 160 villages of Sheikhupura, Punjab, Pakistan, with two interventions. The first intervention will ease information constraints through a cell-phone-based black carbon (BC) analysis method developed by Nexleaf Analytics. Through this very cost-effective method, citizens with a cell phone in project villages will receive instant BC readings via SMS, three times per week, informing them about a pollutant known to harm health (Janssen et al. 2012). The second intervention will address collective action issues by building on a proven model of community engagement from a successful health program in Uganda (Björkman and Svensson 2009).

-----  
"Integrating Isolated Communities: How Does First-Time Mobile Phone Access Affect Remote Communities in the Philippines?" (Joint with Joshua Blumenstock, Niall Keleher, and Erin Troland)

We have secured a unique opportunity to experimentally evaluate the impact of introducing greenfield cellular networks into several remote and hitherto-unconnected villages in the Philippines. Over the coming year, researchers at the University of Philippines, in collaboration with Endaga, a private technology company, will install 15 new cellular phone towers in remote barangays (villages) in the Philippines. These "community cellular networks" (CCN) are locally owned and operated networks that provide mobile phone connectivity to regions of the world that lack traditional mobile phone coverage. Since there are at least 30 candidate villages eligible to receive a CCN, random selection will ensure that there is a viable control group of barangays that never get a CCN (at least in the immediate future). We aim to answer three questions: 1) how does first-time access to mobile phone networks affect how people in remote communities communicate with, and form connections to, individuals outside of their home community?; 2) to what extent do these connections to the "outside world" provide community members with access to new information, new economic opportunities, and new modes of civic engagement?; and 3) what are the net social and economic impacts of providing first-time mobile phone network access to previously disconnected communities?

-----

"Quality Testing to Address a Market for Lemons in Pakistan" (Joint with Ali Hasanain and Yasir Khan)

Asymmetric information about quality should create a market for lemons (Akerlof 1970). We have completed a pilot study documenting that there is a lemons market for untreated milk in Lahore, Pakistan, due to informal, self-employed milkmen having asymmetric information about their milk's quality. At the same time, we piloted two technologies that allow households to measure milk quality at low costs along two different dimensions (watering down of milk and the adding specific adulterants). We next plan to introduce these technologies as a large-scale cross-cutting RCT. We seek to understand how sellers and consumers react to information about seller quality in a setting where the literature suggests that the impact of these technologies can both be beneficial (Chatterji and Toffel, 2010) and/or perverse (Espeland and Sauder, 2007). We also seek to study specific heterogeneities in milkmen's response to relieving asymmetric information.

#### **COMPLETED PAPERS:**

"Personalities and Public Sector Performance: Experimental Evidence from Pakistan" (Joint with Michael Callen, Saad Gulzar, Ali Hasanain, and Yasir Khan)

This paper provides evidence that the personality traits of policy actors matter for policy outcomes in the context of two large-scale experiments in Punjab, Pakistan. Three results support the relevance of personalities for policy outcomes. First, doctors with higher Big Five and Perry Public Sector Motivation scores attend work more and falsify inspection reports less. Second, health inspectors who score higher on these personality measures exhibit a larger treatment response to increased monitoring. Last, senior health officials with higher Big Five scores are more likely to respond to a report of an underperforming facility by compelling better subsequent staff attendance.

#### **CONFERENCE PRESENTATIONS:**

2015: Pacific Conference for Development Economics (PacDev), Empirical Studies of Conflict (ESOC) Annual Meeting, Summer School in Development Economics (SSDEV), Barcelona Graduate School of Economics (GSE) Summer Forum Political Institutions workshop, Berkeley Center for Economics and Politics (BCEP) 2015 Conference (poster), 2015 North-American Economic Science Association Conference, Northeast Universities Development Consortium Conference (NEUDC) (accepted, poster)

**Arman Rezaee**

2014: Pacific Conference for Development Economics (PacDev), Empirical Studies of Conflict (ESOC) Annual Meeting, International Growth Center (IGC) Political Economy Meeting, Lahore Economic Development Research Seminars (LEDERS), The Conference on Digital Experimentation at MIT (CODE@MIT), Northeast Universities Development Consortium Conference (NEUDC), Symposium on Economic Experiments in Developing Countries (SEEDEC)  
2013: Northeast Universities Development Consortium Conference (NEUDC)

Revised October 30, 2015