

**CORINNE LOW**  
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318 Vance Hall  
The Wharton School, University of Pennsylvania

**Academic Positions:**

July 2014 – Present	Assistant Professor Business Economics and Public Policy Department The Wharton School, University of Pennsylvania
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**Education:**

2014	Ph.D. Economics	Columbia University
2006	B.S. Economics, Public Policy	Duke University

**Research Interests:** Labor, Development, Experimental, Family, Gender

**Publications:**

Kessler, Judd, Corinne Low, and Colin Sullivan. “Incentivized Resume Rating: Eliciting Employer Preferences without Deception,” forthcoming, *American Economic Review*.

Gross, Tal, Jeanne Lafortune, and Corinne Low. “What Happens the Morning After? The Costs and Benefits of Expanding Access to Emergency Contraception.” *Journal of Policy Analysis and Management*, 33(1), 2014. (Winner of the 2014 Vernon Memorial Award for best research article published in *JPAM*)

Huang, Jennie and Corinne Low. “Trumping Norms: Lab Evidence on Aggressive Communication, Before and After the 2016 Presidential Election.” *American Economic Review, Papers & Proceedings*, 2017.

Lafortune, Jeanne, and Corinne Low. “Tying the Double-Knot: The Role of Assets in Marriage Commitment.” *American Economic Review, Papers & Proceedings*, 2017.

**Working papers:**

“A ‘Reproductive Capital’ Model of Marriage Market Matching”  
R&R at the *Journal of Political Economy*

“Negotiating a Better Future: How Interpersonal Skills Facilitate Inter-Generational Investment,” with Nava Ashraf, Natalie Bau, and Kathleen McGinn  
R&R at the *Quarterly Journal of Economics*

“Older yet Fairer: How Extended Reproductive Time Horizons Reshaped Marriage Patterns in Israel,” with Naomi Gershoni  
R&R at *AEJ: Applied Economics*

“Collateralized Marriage,” with Jeanne Lafortune

“The Myth of the Male Negotiator: The Role of Gender in Negotiation Strategies and Outcomes,” with Jennie Huang

**Refereeing:**

American Economic Review, American Economic Journal: Microeconomics, Review of Economic Studies, Review of Economics of the Household, World Development, Journal of Law and Economics, Journal of Political Economy, Journal of Economic Development and Cultural Change, Journal of Human Resources, Journal of Public Economics, American Economic Journal: Applied Economics, Journal of Labor Economics, Quarterly Journal of Economics

**Invited Talks and Conferences**

2015: U.C. Santa Barbara, Penn Laboratory for Experimental Evolutionary Psychology, Barcelona GSE Summer Forum (Family Economics), University of Montreal Family Economics Workshop, University of Michigan H2D2 Conference  
2016: UT Dallas LBOE, New York Federal Reserve, NBER Summer Institute Labor and Children Joint Session  
2017: AEA meetings, University of British Columbia, University of Toronto, Harvard Kennedy School, Penn Population Studies Center  
2018: SOLE, NBER Summer Institute Labor and Real Estate, KU Leuven Conference in honor of the Collective Model, SITE Experimental, Berkeley, Simon Fraser University, Southern Economics Association, New York University  
2019: George Mason University, Harvard University, Fields Institute, Yale Cowles Foundation, Oxford, Michigan State University

**Honors, Affiliations, and Grants:**

Vernon Memorial Award for best research article published in *JPAM* (2014)  
“Negotiating a Better Future” funded by USAID Development Innovation Ventures, JPAL Youth Initiative, Grand Challenges Canada, Harvard Women and Public Policy Program, and the International Growth Center  
“Impact of Extended Reproductive Time Horizons” funded by TRIO pilot program  
“Paying for Marriage” funded by TRIO pilot program  
Affiliate, Columbia Center for Development Economics and Policy  
Affiliate, University of Pennsylvania Population Studies Center  
Harvard Program on Negotiation Graduate Research Fellow (August 2012 – May 2013)  
National Science Foundation Graduate Research Fellow (August 2008 – May 2011)

**Teaching and Advising:**

Managerial Economics, MBA Core, Fall 2014, Fall 2015, Fall 2016, Fall 2019  
2015 “Goes Above and Beyond the Call of Duty” teaching award  
2016 “Tough but We’ll Thank You in 5 Years” and “Teaching Commitment and Curricular Innovation” teaching awards  
PhD Student Research Seminar, Fall 2016-Spring 2017, Spring 2018, Fall 2019  
Co-organizer of Columbia-NYU-Wharton-Princeton Student Workshop on Experimental Economics Techniques  
Committee member for Amanda Chuan (2018, MSU), Toban Wiebe (2018, private sector), Colin Sullivan (Stanford post-doc), and Jennie Huang (Vanguard Research)