

## CORINNE LOW

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The Wharton School, University of Pennsylvania  
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Citizenship: US

### Academic Positions:

July 2014 – Present	Assistant Professor Business Economics and Public Policy Department The Wharton School, University of Pennsylvania
Fall 2020 – Spring 2021	Visiting Research Scholar Industrial Relations Section, Economics Department Princeton University

### Education:

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

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

### Publications (and accepted papers):

Low, Corinne. “The Human Capital – ‘Reproductive Capital’ Tradeoff on the US Marriage Market.” Accepted at *Journal of Political Economy*, latest draft 3/11/22.  
Previously circulated / cited as combined paper “Pricing the Biological Clock: Reproductive Capital on the US Marriage Market.”

Low, Corinne. “Pricing the Biological Clock: The Marriage Market Costs of Aging to Women.” Accepted at *Journal of Labor Economics*, latest draft 8/4/22.  
Previously circulated / cited as combined paper “Pricing the Biological Clock: Reproductive Capital on the US Marriage Market.”

Lafortune, Jeanne and Corinne Low. “Collateralized Marriage.” Conditionally Accepted at *AEJ: Applied Economics*, latest draft 7/19/2022.

Huang, Jennie and Corinne Low. “The Myth of the Male Negotiator: The Role of Gender in Negotiation Strategies and Outcomes.” Forthcoming at *Journal of Economic Behavior and Organization*.

Bau, Natalie, Gaurav Khanna, Corinne Low, Manisha Shah, and Alessandra Voena. “Women’s Wellbeing during a Pandemic and its Containment.” *Journal of Development Economics*, 156: 102839, 2022.

Gershoni, Naomi and Corinne Low. “Older yet Fairer: How Extended Reproductive Time Horizons Reshaped Marriage Patterns in Israel,” *AEJ: Applied Economics*, 13(1): 198-234, 2021.

Gershoni, Naomi and Corinne Low. “The Power of Time: The Impact of Free IVF on Women’s Human Capital Investments,” *European Economic Review*, 133: 103645, 2021.

Kessler, Judd, Corinne Low and Monica Singhal. "Social Policy Instruments and the Compliance Environment." *Journal of Economic Behavior and Organization*, 192: 248-267, 2021.

Ashraf, Nava, Natalie Bau, Corinne Low, and Kathleen McGinn. "Negotiating a Better Future: How Interpersonal Skills Facilitate Inter-Generational Investment," *Quarterly Journal of Economics*, 135(2): 1095-1151, 2020.

Kessler, Judd, Corinne Low, and Colin Sullivan. "Incentivized Resume Rating: Eliciting Employer Preferences without Deception," *American Economic Review*, 109(11), 2019 (lead article).

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*)

### **Articles Under Revision at Journals:**

Exley, Christine, Ray Fisman, Judd Kessler, Corinne Low, Mattie Toma, and Xiaoyue Shan. "The Transparency Gap." Revision submitted to *Nature* 9/8/22.

### **Invited Papers:**

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:**

Kessler, Judd, Corinne Low, and Xiaoyue Shan. "Lowering the Playing Field: Discrimination through Sequential Spillover Effects." 8/24/22.

Bau, Natalie, Gaurav Khanna, Corinne Low, and Alessandra Voena. "Traditional Institutions in Modern Times: Dowries as Pensions when Sons Migrate." 7/23/22.

Botea, Ioana, Markus Goldstein, Corinne Low, and Gareth Roberts. "Supporting Women's Livelihoods at Scale: Evidence from a Nationwide Graduation Program." 11/4/21.

### **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, American Economic Journal: Economic Policy.

### **Invited Talks and Conferences**

2022: Duke University, Economic Science Association, Brookings, US Department of Labor, NBER Summer Institute Development, University of Michigan (planned),

Georgetown (planned), Boston College (planned), Harvard Kennedy School (planned).

2021: Dartmouth, Yale, University of Pittsburgh, US Census Bureau, Erasmus, UMass Boston, University of Toronto, Southern Economics Association.

2020: AEA meetings, Princeton, University of Southern California, Columbia University, Queens University, Syracuse University, UCSD, Science of Diversity and Inclusion, Advances with Field Experiments

2019: Harvard University, George Mason University, Fields Institute, Yale Cowles Foundation, SOLE, Oxford, Michigan State University

2018: UC Berkeley, SOLE, NBER Summer Institute Labor and Real Estate, KU Leuven Conference in honor of the Collective Model, SITE Experimental, Simon Fraser University, Southern Economics Association, New York University

2017: AEA meetings, University of British Columbia, University of Toronto, Harvard Kennedy School, Penn Population Studies Center

2016: UT Dallas LBOE, New York Federal Reserve, NBER Summer Institute Labor and Children Joint Session

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

### **Honors and Affiliations**

Analytics at Wharton support for “Incentivized Resume Rating”

2020 Coalition for the Homeless Compassionate Communities Award and NYC Public Advocate Housing Hero of the Year, for work with Open Hearts Initiative

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

“Reproductive Disability” funded by Quartet pilot program.

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:**

Economics of Diversity and Discrimination (newly developed course), Spring 2022

Managerial Economics, MBA Core, Fall 2014, Fall 2015, Fall 2016, Fall 2019

PhD Student Research Seminar, Fall 2016-Spring 2017, Spring 2018, Fall 2019, Spring 2020, Fall 2021-Spring 2022, Fall 2022

Gender Economics, Princeton, Spring 2021

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

2020 Teaching Excellence Award

Co-organizer of Columbia-NYU-Wharton-Princeton Student Workshop on Experimental Economics Techniques

Committee member for Amanda Chuan (MSU), Toban Wiebe (private sector), Colin Sullivan (Stanford post-doc, Purdue), and Jennie Huang (Vanguard Research)