

# FARAH SAID

---

CONTACT INFORMATION	Faculty of Finance and Economics Georg-August-Universität Göttingen Platz der Göttinger Sieben 3 37073 Göttingen	✉: farah.said@wiwi.uni-goettingen.de ☎: (+49) 0551 39-27190 (Ext: 28068)
EDUCATION	<b>Lahore School of Economics</b> , Lahore, Pakistan Ph.D. in Economics (Distinction)	2019
	<b>Chartered Financial Analyst</b>	2014
	<b>University of Oxford</b> , Oxford, UK MSc. Financial Economics (Dean's list)	2009
	<b>Lahore University of Management Sciences</b> , Lahore, Pakistan BSc. (hons.) Economics (Gold Medal)	2008
PROFESSIONAL EXPERIENCE	<b>Georg-August-Universität Göttingen</b> , Göttingen, Germany Stephan Klasen Postdoctoral Research Fellow	2021 - Present
	<b>Lahore School of Economics</b> , Lahore, Pakistan <i>Department of Economics</i> Assistant Professor	2013 - 2021
	Teaching Fellow	2011 - 2013
	<b>Centre for Research in Economics and Business (CREB)</b> , Lahore, Pakistan Research Fellow	2011 - 2021
	<b>Lahore University of Management Sciences</b> , Lahore, Pakistan <i>Suleman Dawood School of Business</i> Teaching Fellow	October 2009 - June 2011
ACADEMIC PUBLICATIONS	Afzal, U., d'Adda, G., Fafchamps and Said, F. 2018. Intrahousehold Consumption Allocation and Demand for Agency: A Triple Experimental Investigation, <i>American Economic Journal: Applied Economics</i> (forthcoming).	
	Said, F., Mahmud, M., d'Adda, G and Chaudhry, A. Home-based Enterprises: Experimental Evidence on Female Preferences from Pakistan, <i>Economic Development and Cultural Change</i> (forthcoming).	
	Malik, K., Meki, M., Morduch, J., Ogden, T., Quinn, S., and Said, F. 2020. COVID-19 and the Future of Microfinance: Evidence and Insights from Pakistan. <i>Oxford Review of Economic Policy</i> , 36, S138 - S168.	
	Said, F., Mahmud, M., d'Adda, G and Chaudhry, A. 2019. It is not power, but how you use it: Experimental evidence on altruism from households in Pakistan. <i>Applied Economics Letters</i> , 27 (5), 426 - 431.	
	Afzal, U., d'Adda, G., Fafchamps, M., Quinn, S. and Said, F. 2018. Two Sides of the Same Rupee? Comparing Demand for Microcredit and Microsaving in a Framed Field Experiment in Rural Pakistan. <i>Economic Journal</i> , 128 (614), 2161 - 2190.	

	Hussain, S. and Said, F. 2017. Diversification on small farms: An empirical investigation of panel data for 2001-10. <i>The Lahore Journal of Economics</i> , 22:SE (September 2017), 233 - 250.
	Said, F. (2016). Access to Finance and Agency: An Overview of the Constraints to Female-Run Enterprises. <i>The Lahore Journal of Economics</i> , 21: SE (September 2016), 331 - 349.
	Said, F., Afzal, U. and Turner, G. 2015. Risk Taking and Risk Learning after a rare event: Evidence from a field experiment in Pakistan. <i>Journal of Economic Behavior and Organization</i> , 118 (October), 167 - 183.
	Turner, G., Said, F. and Afzal, U. 2014. Microinsurance Demand after a Rare Event: Evidence from a field experiment in Pakistan. <i>The Geneva Papers on Risk and Insurance - Issues and Practice</i> , 39 (2), 201 - 223.
	Ahmed, H. and Said, F. 2012. Determinants of Export Performance in the wake of the Global Financial Crisis: Evidence from South Asia. <i>Pakistan Development Review</i> , 51 (4), 227 - 243.
	Said, F., Musaddiq, T. and Mahmud M. 2011. Macro Level Determinants of Poverty: Investigation through Poverty Mapping of Districts of Pakistan. <i>Pakistan Development Review</i> , 50 (4), 895 - 911.
	Mahmud, M., Musaddiq, T. and Said, F. 2010. Internal Migration Patterns in Pakistan: Case for fiscal decentralization. <i>Pakistan Development Review</i> , 49 (4), 593 - 607.
SELECTED WORKING PAPERS	Bonan, J., d'Adda, G., Mahmud, M. and Said, F. The Role of Flexibility and Planning in Repayment Discipline: Evidence from a Field Experiment on Pay-as-You-Go Off-Grid Electricity, RFF-CMCC Working Paper No. 20-14. ( <i>Revise &amp; Resubmit, Journal of Economic Behavior and Organization</i> ).
	Afzal, U., d'Adda, G., Fafchamps, Quinn S. and Said, F. Implicit and Explicit Commitment in Credit and Savings Contracts: A field experiment, NBER Working Paper No. 25802, 2019. ( <i>Reject &amp; Resubmit, The Economic Journal</i> )
	Afzal, U; Turner, G. and Said, F. 2015. Natural Disasters and Social Capital: Evidence from a Field Experiment in Pakistan, CREB Working Paper No. 02-15.
OTHER PUBLICATIONS	Cai, J., Meki, M., Quinn, S., Field, E., Kinnan, C., Morduch, J., de Quidt, J, and Said, F. 2021. <i>Microfinance</i> , VoxDevLit, 3(1), May 2021
	Meki, M., Morduch, J., Ogden, T., Quinn, S. and Said, F. 2020. <i>How will coronavirus change the global microfinance industry?</i> Economics Observatory, Aid International Development Blog , Sept 2020.
	Turner, G., Said, F., Afzal, U. and Campbell, K. 2014. <i>The Effect of Early Flood Warnings on Mitigation and Recovery during the 2010 Pakistan Floods</i> in Preventing Disaster: Early Warning Systems for Climate Change, United Nations Environmental Programme.
RESEARCH IN PROGRESS	Long run Effects of Secondary Schooling for Girls in Pakistan with Tareena Musaddiq - working paper.
	Electricity reliability and small business performance with Jacopo Bonan, Giovanna d'Adda and Simon Quinn - fieldwork completed January 2020.
	The Role of Non-Cognitive Skills in Improving Academic Performance with Maryiam Haroon and Mahniya Zafar - fieldwork completed April 2021.

RESEARCH  
GRANTS

Constraints to female entrepreneurship in Pakistan: the role of women's goals and aspirations with Giovanna d'Adda, Mahreen Mahmud and Diego Ubfal - in field.

Overcoming constraints to female labor force entry with Hamna Ahmed, Mahreen Mahmud and Zunia Tirmazee - in field.

Education equity and quality in Afghanistan and Pakistan (EEQAP) with Jean-Francois Trani, Peter Hovmand, Parul Bakhshi, Juanita Vasquez-Escallon, Sheretta Barnes, Nidhi Singal, Amin Mayel and Muhammad Tahir Waqar - in field.

**J-Pal Gender and Economic Agency Initiative (GEA) \$56,787:** Increasing female employment in the transportation sector in Pakistan (with Kashif Malik, Muhammad Meki and Simon Quinn).

**GLM-LIC and PEDL (€188,000):** Overcoming Constraints on Female Labor Force Entry (with Hamna Ahmed, Naved Hamid, Mahreen Mahmud and Zunia Saif Tirmazee).

**IGC (£50,000):** Constraints to Female Entrepreneurship in Pakistan: The role of women's goals and aspirations (with Giovanna d'Adda, Mahreen Mahmud and Diego Ubfal).

**IGC (£39,884):** Impact assessment of start up loans to female run micro-enterprises (with Azam Chaudhry, Giovanna d'Adda, Naved Hamid and Mahreen Mahmud).

**IGC (£46,611):** Pressures from peers and spouses and self-control problems as constraints to microenterprise growth (with Uzma Afzal, Marcel Fafchamps and Giovanna d'Adda).

**ESRC-DFID and IGC (£522,000):** Comparing Demand for Microcredit and Microsaving in Pakistan (with Uzma Afzal, Giovanna d'Adda, Marcel Fafchamps and Simon Quinn).

**ESRC-DFID and Washington University in St.Louis (\$936,668):** Strengthening Rural Community-Based Schools' Social Accountability (with Jean-Francois Trani, Peter Hovmand, Parul Bakhshi, Juanita Vasquez-Escallon, Sheretta Barnes, Nidhi Singal, Amin Mayel and Muhamad Tahir Waqar).

**IGC and PEDL (£89,992):** Electricity Reliability and Small Business Performance: Evidence from Pakistan (with Jacopo Bonan, Giovanna d'Adda and Massimo Tavoni).

**IGC (£17,084):** Breaking the cycle: Reducing non-payment for electricity (with Jacopo Bonan, Giovanna d'Adda, Mahreen Mahmud and Massimo Tavoni).

**IGC (£30,000):** Access to solar electricity in rural Sindh: Role of payment schedule and planning (with Jacopo Bonan, Giovanna d'Adda, Mahreen Mahmud and Massimo Tavoni).

**Lahore School Research Development Fund (\$5,000):** Political consequences of reliable electricity (with Jacopo Bonan, Giovanna d'Adda and Luke Sonnet).

**Lahore School Research Development Fund (\$5,000):** The role of non-cognitive skills in improving academic performance (with Maryiam Haroon).

**University of Essex (£10,000):** Behavioral insights for evidence-based policy making (with Sonia Balhotra, Utteeyo Dasgupta and Joseph Vecchi).

RESEARCH  
PRESENTATIONS  
(LAST 5 YEARS)

- German Institute for Global and Area Studies (GIGA), University of Hamburg (online), 2021.
- Ahmedabad University's 2nd Annual Economics Conference: Economics in Challenging Times (online), 2021. Conference on Informality and COVID19 in South Asia, World Bank South Asia Office (online), 2020.
- Microfinance and COVID-19 in Pakistan: What Happens After Lockdown? Organized by FinDev Gateway and IPA (online) 2020.
- Impact of COVID-19 on Microfinance Clients and Providers, organized by Pakistan Microfinance Network (online) 2020.
- Nudges for Development, Ministry of Planning, Development and Reforms, UNDP Pakistan and the Swiss Development Cooperation, Islamabad, Pakistan 2020.
- Conference on Randomised Controlled Trials, Melbourne, Australia 2019.
- G<sup>2</sup>LM| LIC Labor Markets in South Asia: Evidence and Policy Lesson, Kathmandu, Nepal 2019.
- Second International Conference on Applied Development Economics, Lahore, Pakistan 2019.
- American Economic Association (AEA) Annual Meeting, Atlanta, USA 2019.
- First International Conference on Applied Development Economics, Lahore, Pakistan 2018.
- Empirical Study of Gender (EGEN), Lahore, Pakistan 2018.
- Royal Economic Society Conference, Brighton, UK 2018.
- CSAE Conference, Oxford, UK 2018.
- Lahore School of Economics and University of Oxford Conference on Microfinance Products and Processes, Lahore, Pakistan 2017.
- What Works Global Summit, London, UK 2016.
- Health and Gender: Global and Economic Perspectives, Essex, UK 2016.
- Advances with Field Experiments, Chicago, USA 2016.
- Symposium on Economic Experiments in Developing Countries (SEEDDEC), Nairobi, Kenya 2016.

PROFESSIONAL  
SERVICE

- Team member, Sentinel Project on documenting crisis management and Covid-19 recovery in the global microfinance sector, in partner MasterCard Centre for Inclusive Growth, 2021 - *present*.
- Advisory on behavior change for immunization through mobile phones, Bill & Milanda Gates Foundation and Viamo PBC, 2021 - *present*.
- Advisory on improving HPV vaccination uptake in schools, WHO Behavioural Team, 2020-2021.
- Trainer on M & E Bootcamp with the Centre for Economic Research in Pakistan (online) 2021.
- Advisory on improving HPV vaccination uptake in schools, WHO Behavioural Team, 2020-2021.

Trainer on the Evidence-Based Policy Design Training of the Executive Education Program with the Centre for Economic Research in Pakistan (online) 2020.

Speaker (with Muhammad Meki) on Measuring Risk and Time Preferences in the Field, in collaboration with the Mind and Behaviour Lab, University of Oxford (online) 2020.

Trainer (with Maryiam Haroon) on Impact Evaluation Methods, in collaboration with CERP Pakistan for the GLocal Evaluation week (online) 2020.

Trainer (with Hamna Ahmed) on Behavioral Insights for Policy Making, National School of Public Policy, Lahore, Pakistan 2019 & 2020.

Co-convener, Applied Development Economics Seminar Series (online), Lahore School of Economics 2020.

Co-convener, Applied Development Economics Conference, Lahore School of Economics 2018 & 2019.

Co-convener, Symposium on Behavioural Economics in Policy Making, Lahore, Pakistan 2019.

Co-convener, Workshop on Microfinance Products and Processes: Lessons from the field, Lahore School of Economics 2017.

Co-convener, Workshop on Microfinance and Enterprise Development: Research Prospects and Challenges, Lahore School of Economics 2015.

Designed and conducted workshops on ethics of research and electric data collection, Lahore School of Economics, 2017 & 2018.

#### REVIEWER FOR

Journal of Human Resources; Journal of Development Economics; The World Bank Economic Review; Journal of Economics Behavior and Organization; Economic Development and Cultural Change; Oxford Development Studies; The Geneva Papers on Risk and Insurance - Issues and Practice; Journal of Economics and Management Strategy, Lahore Journal of Economics.

#### ADDITIONAL TRAINING

Microeconometrics and Policy evaluation; Experimental Economics held at the Paris School of Economics, Paris, France (June 2018).

Global School in Empirical Research Methods (GSERM), held at University of St. Gallen, Switzerland (June, 2017).

Mastering 'Metrics: An empirical strategies workshop, conducted by Joshua D. Angrist, Ravello, Italy (June, 2015).

Making Impact Evaluation Matter: Better evidence for effective policies and programmes, conducted by 3ie and Asian Development Bank, Manila, Philippines (September, 2014).

Project and Data Management, conducted by the Centre for Economic Research in Pakistan and Center for Learning on Evaluation and Results, Lahore, Pakistan (July, 2012).

Monitoring and Evaluation, conducted by the Centre for Economic Research in Pakistan, Center for Learning on Evaluation and Results and J-Pal, Lahore, Pakistan (November, 2011).