

# Jack Willis

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## Office Contact Information

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## Personal Information

Born: 12 March 1984  
Citizenship: British, French

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## Employment

Columbia University, Jan 2018 -  
Assistant Professor, Department of Economics  
  
Sciences Po, Sep 2023 - Dec 2023  
Visiting Professor, Alliance Exchange Program, Department of Economics  
  
Paris School of Economics, Jul - Dec 2017, Jan 2024 – June 2024  
Visiting Researcher, Department of Economics

## Education

Harvard University, 2011 – 2017  
Ph.D. in Economics  
Thesis: “Essays in Development Economics”  
  
Paris School of Economics, Université Paris 1, 2007 - 2009  
Masters in Economics (ETE-QEM)  
  
Cambridge University, Trinity College, 2002 - 2006  
Masters (Part III) and B.A. in Mathematics

## Affiliations

2022 - BREAD, J-PAL  
2019 - CDEP, CEPR, NBER

## Publications

“Converging to Convergence” (with Michael Kremer, Yang You), *NBER Macro Annual*, 2021  
“Time vs. State in Insurance: Experimental Evidence from Contract Farming in Kenya” (with Lorenzo Casaburi), *American Economic Review*, 2018  
Reviews / non-peer reviewed:  
“Value Chain Microfinance” (with Lorenzo Casaburi), *Oxford Review of Economic Policy*, 2024  
“Guns, Latrines, and Land Reform: Dynamic Pigouvian Taxation” (with Michael Kremer), *American Economic Review Papers & Proceedings*, 2016

## Working papers

“Land Rental Markets: Experimental Evidence from Kenya” (with Michelle Acampora, Lorenzo Casaburi), *conditionally accepted at American Economic Review*  
“Learning vs. Unlearning: An Experiment on Retractions” (with Duarte Gonçalves, Jonathan Libgober), *conditionally accepted at Review of Economic Studies*

“Targeting Dynamic Poverty” (with Eric Teschke)

### **Selected Research in Progress**

“Health Insurance Subsidies and Asymmetric Information: Experimental Evidence from Kenya”  
(with Lorenzo Casaburi, Kim Cramer)

“Frictions in Information Diffusion Among Smallholder Farmers” (with Raissa Fabregas)

“The Impact of Contract Farming” (with Lorenzo Casaburi)

“Private vs. Public Infrastructure” (with Ben Krause and Michael Kremer)

“Decentralized Escrow” (with Duarte Gonçalves and Jonathan de Quidt)

“ICT for Environmental Adaptation: Mitigating Arsenic Exposure in Bangladesh” (with Lex Van Geen, Prabhat Barnwal, Michael Best)

“CSR and Selection in Digital Finance” (with Harrison Hong)

“Crop Insurance at Scale” (with Lorenzo Casaburi and Ricardo Pomer Munoz)

### **Teaching**

#### Instructor:

2024 - Senior Seminar in Applied Micro Development (undergraduate), ECON 4291, Columbia  
2020 - Topics in Micro Development (Ph.D.), ECON 6290, Columbia  
2018 - Development Economics (undergraduate), ECON 4321, Columbia  
2023 The Economics of Poverty (masters), IFCO 2730, Sciences Po

#### Teaching Fellow:

2015 Development Economics (Ph.D.), Ec 2390, Harvard University  
2014, 13 Development Policy Strategy (masters), PED-309, Harvard Kennedy School  
2014 Intermediate Microeconomics (undergraduate), Ec 1010a, Harvard University  
2014 Development Macroeconomics (Ph.D.), Ec 2390c, Harvard University  
2013 International Trade (Ph.D.), Ec 2530a, Harvard University  
2009 Advanced Analysis (masters), Université Paris 1  
2008 Multivariate Calculus (masters), Université Paris 1

### **Professional Activities**

#### Presentations

2024 CREST, King’s College London, Rutgers University  
2023 Cambridge University, Paris School of Economics, Sciences Po, Toulouse School of Economics  
2022 BREAD development (co-author), CEPR / Misum / SITE development, CEPR  
WEFIDEV annual workshop, NOVAFRICA conference, University of Chicago, U.C. Berkeley joint development-macro  
2021 Hong Kong University of Science and Technology, IMF research seminar, NBER / BREAD development, NBER macro annual meeting, New York University, Trinity College Dublin, Yale University, U.C. Berkeley, UK FCDO research seminar  
2020 Columbia University, NEUDC, University of Southern California  
2019 New York University, NYC-area junior development  
2018 EIEF Rome Junior Applied Microeconomics Conference, CEAR/MRIC workshop, NYC-area junior development, University of Wisconsin-Madison Emerging Scholars conference  
2017 ABCA World Bank conference, Cambridge University, Columbia University, Cornell University, CREST, DIAL conference, Early Career Behavioral Economics conference, Institute for International Economic Studies, INSEAD, Lindau meetings, NBER / BREAD development, NBER insurance, Paris School of Economics, Princeton

University, Sciences Po, Toulouse School of Economics, University College London,  
U.C. San Diego  
2016 NEUDC, BREAD / LEAP pre-conference, NOVAFRICA conference  
2015 CSAE conference, SAET conference  
2013 SAET conference

Referee (papers and grants):

*American Economic Journal: Applied Economics, American Economic Journal: Microeconomics, American Economic Review, American Economic Review: Insights, American Journal of Agricultural Economics, Econometrica, Economic Development and Cultural Change, Economic Journal, Economics of Transition, Food Policy, Journal of Development Economics, Journal of the European Economic Association, Journal of Public Economics, Journal of Political Economy, Journal of Risk and Insurance, NSF, Oxford Bulletin of Economics and Statistics, PEDL, PNAS, Quarterly Journal of Economics, Review of Economics and Statistics, Review of Economic Studies, 3ie*

**Research Grants**

2024 Weiss, “Health insurance terms, healthcare use, and household outcomes: Experimental evidence from Uganda” (with Lorenzo Casaburi, Kim Cramer)  
2024 Lenfest, Columbia, “Decentralized Escrow” (with Duarte Gonçalves)  
2024 STEG, “Private vs. Public Infrastructure” (with Michael Kremer)  
2023 Weiss Fund, “Decentralized Escrow” (with Duarte Gonçalves)  
2023 NBER Social Learning, “Understanding Information Diffusion in Poor and Rural Environments” (with Raissa Fabregas)  
2023 USAID DIV, “Crop Insurance at Scale” (with Lorenzo Casaburi)  
2020 USAID DIV, “Nolkup: an app to access low arsenic water in Bangladesh” (with Lex Van Geen, Prabhat Barnwal, Michael Best)  
2020 ISERP, Columbia, “Incentivizing Un(der)banked Households to Socially Distance Through Conditional Digital Loan Forgiveness.” (with Harrison Hong, Neng Wang)  
2020 NBER Social Learning, “Understanding Information Diffusion in Poor and Rural Environments” (with Raissa Fabregas)  
2019 IC2, UT Austin, “Understanding Information Diffusion in Poor and Rural Environments” (with Raissa Fabregas)  
2019 SwissRe, “Health Insurance, Impact and Price Effects: Experimental Evidence from Kenya” (with Lorenzo Casaburi)  
2018 PEDL, “The Impact of Contract Farming: Experimental Evidence from Kenya” (with Lorenzo Casaburi)  
2018 ATAI, “The Impact of Contract Farming: Experimental Evidence from Kenya” (with Lorenzo Casaburi)  
2016 ATAI, “Time vs. State in Insurance: Experimental Evidence from India” (with Lorenzo Casaburi, Bheeshm Chaudhary, Siddharth George)  
2015 Weiss Fund, “Time vs. State in Insurance: Experimental Evidence from India” (with Lorenzo Casaburi, Bheeshm Chaudhary, Siddharth George)  
2014 World Bank Big Data Innovation Challenge, “Targeting Poverty by Predicting Poverty: Using Machine Learning in Targeted Transfer Programs” (with Melissa Adelman, Sendhil Mullainathan, Paul Niehaus)  
2012 Weiss Fund, “The Causes and Effects of Improved Health Supply: Evidence from Rwanda” (with Martin Rotemberg)

**Supervising**

Graduate students (my role; first placement)

2025 Matthew Davis (letter writer; TBD)  
Akanksha Vardani (letter writer; TBD)

2024	Dian Jiao (letter writer; Economist at Amazon)
	Utkarsh Kumar (letter writer; Economist at Amazon)
	Parijat Lal (letter writer; Postdoc at Columbia Business School)
2023	Kyle Coombs (letter writer; AP at Bates College)
2022	Kim Fe Cramer (letter writer; AP at London School of Economics)
	Louise Guillouet (letter writer; Economist at OECD)
2021	Ye Zhang (co-sponsor; AP at Stockholm School of Economics)
2020	Han Huynh (letter writer; Economist at Bates White)
	Suanna Oh (letter writer; AP at Paris School of Economics)
2019	Qiuying Qu (letter writer; Economist at Capital One)
<u>Pre-docs</u> (first placement)	
2023	Muhammad Bashir (PhD at Berkeley Econ)
2021	Malavika Mani (PhD at Warwick Econ)
2019	Hamza Husain (PhD at Berkeley ARE)

### **Awards**

2023	Long-term Faculty Exchange, Alliance Program, Columbia University – Sciences Po
2017	Padma Desai Dissertation Prize in Economic Science, Harvard University
2007 - 09	Paris School of Economics Scholarship
2003 - 05	Junior and Senior Scholarships, Cambridge University

### **Languages**

English (native), French (fluent)