

## CURRICULUM VITAE

### MARIO MACIS

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#### EDUCATION

- Ph.D. Economics, University of Chicago, 2007.
- M.A. Economics, University of Chicago, 2003.
- *Laurea* in Economics and Social Disciplines (DES), *cum laude*, Bocconi University, 2000.

#### ACADEMIC POSITIONS

- Professor, Johns Hopkins University Carey Business School, 2020-present.
- Affiliate Faculty, Johns Hopkins Berman Institute of Bioethics, 2019-present.
- Academic Program Director, MS Health Care Management, Carey Business School, 2016-2019.
- Associate Professor, Johns Hopkins University Carey Business School, 2016-2020.
- Assistant Professor, Johns Hopkins University Carey Business School, 2010-2016.
- Assistant Professor, Business Economics and Public Policy, University of Michigan Ross School of Business, 2007-10.

#### PROFESSIONAL AFFILIATIONS

- Research Associate, National Bureau of Economic Research (NBER), 2020-present.
- Research Fellow, Institute for Labor Economics (IZA, Germany), 2008-present.
- Fellow, JHU Institute for Applied Economics, Global Health, and the Study of Business Enterprise, 2019-present.
- Fellow, Center for Economic Research North-South, Universities of Cagliari and Sassari (Italy), 2018-present.
- Research Affiliate, Ideas42 Behavioral Science Lab, 2016-present.

#### VISITING POSITIONS

- Visiting Professor, Johns Hopkins Bloomberg School of Public Health, Spring 2020.
- Visiting Scholar, Einaudi Institute for Economics and Finance (EIEF), Rome, Italy. June 2010.

#### OTHER APPOINTMENTS AND EXPERIENCE

- Committee member, *National Academies of Science, Engineering and Medicine* committee on “A Fairer and More Equitable, Cost-Effective, and Transparent System of Donor Organ Procurement, Allocation, and Distribution”, 2020-present
- Editorial Board member, *World Medical and Health Policy*, 2019-2021.
- Faculty Advisory Council member, Johns Hopkins University Research Administration (JHURA), 2017-present.
- Advisory Board member, Johns Hopkins Behavioral, Social and Systems Science TRC, 2016-present.
- Faculty Research Fellow, National Bureau of Economic Research (NBER), 2015-2020.
- Consultant, World Bank, 2018-2019, 2008, 2010, 2015-2016, 2018-2019.
- Consultant, United Nations Development Programme, 2016-2017.
- Consultant, Sardinia Region (Italy), Youth Entrepreneurship Program Design, 2016-2017.
- Consultant, National Marrow Donor Program (NMDP), 2015-2016.
- Consultant, International Labor Organization (ILO), 2013.
- Co-Editor, SSRN, Labor and Organizations & Markets Abstracts e-Journals, 2012-2016.

## PUBLICATIONS (including accepted/forthcoming)

- Incentivized peer referrals for tuberculosis screening: evidence from India, *American Economic Journal: Applied Economics*, Conditionally Accepted (with Jessica Goldberg and Pradeep Chintagunta).
- Management, supervision, and health care: a field experiment. *Journal of Economics and Management Strategy*, Accepted (with Felipe Dunsch, David Evans and Ezinne Eze-Ajoku).
- Providing Vouchers and Value Information for Already Free Eye Exams Increases Uptake Among a Low-Income Minority Population: A Randomized Trial. *Health Economics*, Accepted. (with Seema Kacker (first author), Prateek Gajwani, David S. Friedman).
- Financial incentives, not behavioral nudges, led to optimized HIV testing among pregnant women in a high burden urban population in Ecuador. *American Journal of Tropical Medicine & Hygiene*, Accepted (with Miguel Reina-Ortiz (first author), Michelle Grunauer, Erika Gutierrez, Ricardo Izurieta, Phillip Phan, Carlos Rosas, and Enrique Teran).
- Does it Matter Who Decides? Outcomes of Surrogate Decision-Making for Community-Dwelling, Cognitively Impaired Older Adults Near the End of Life. *Journal of Pain and Symptom Management* 2021 (with Micah Baum (first author), Joseph Gallo, Marie Nolan, Kenneth Langa, Scott Halpern, and Lauren Hersch Nicholas).
- Using incentives and nudging to improve non-targeted HIV testing in Ecuador: A randomized trial. *AIDS and Behavior*, 2021 (with Michelle Grunauer, Erika Gutierrez, Ricardo Izurieta, Phillip Phan, Miguel Reina-Ortiz, Carlos Rosas, and Enrique Teran).
- Removing All Financial Disincentives to Living Kidney Donation. In *1% Steps for Health Care Reform* (Zack Cooper and Fiona Scott Morton, editors). January 2021. <https://onepercentsteps.com/>
- Paying for Kidneys? A Randomized Survey and Choice Experiment. *American Economic Review* 2019, 109(8), pp. 2855-2888 (with Julio Elias and Nicola Lacetera).
- Do Female Executives Make a Difference? The Impact of Female Leadership on Firm Performance and Gender Gaps. *The Economic Journal* 2019, 129 (622), pp. 2390-2423 (with Luca Flabbi, Andrea Moro and Fabiano Schivardi).
- Bias in patient satisfaction surveys: a threat to measuring health care quality. *BMJ Global Health* 2018, 3:e000694 (with Felipe Dunsch, David Evans and Qiao Wang).
- Providing level-of-match information to perfectly matched unrelated stem cell donors: Evaluating acceptability and potential changes in donor availability. *Biology of Blood and Marrow Transplantation* 2018, 24(10), pp. 2110-2118 (with Galen Switzer (first author), Mary Amanda Dew, Rachel Fabi, Dennis Confer, et al.).
- Moral NIMBY-ism? Understanding Societal Support for Monetary Compensation to Plasma Donors in Canada. *Law and Contemporary Problems* 2018, 81, pp. 83-105 (with Nicola Lacetera).
- Motivating Cord Blood Donation with Information and Behavioral Nudges. *Scientific Reports* 2018, 8, 252 doi:10.1038/s41598-017-18679-y. (with Daniela Di Martino, Daniela Grieco and Nicola Lacetera).
- Economic Development and the Regulation of Morally Contentious Activities. *American Economic Review (Papers & Proceedings)* 2017, 107(5), pp. 76-80 (with Julio Elias, Nicola Lacetera and Paola Salardi).
- Understanding Repugnance: Implications for Public Policy. *World Medical and Health Policy* 2017, 9(4), pp. 489-504 (with Julio Elias and Nicola Lacetera).
- Exports and Wages: Rent Sharing, Workforce Composition or Returns to Skills? *Journal of Labor Economics* 2016, 34(4), pp. 945-978 (with Fabiano Schivardi).
- Viral Altruism? Charitable Giving and Social Contagion in Online Networks. *Sociological Science* 2016, 3, pp. 202-238 (with Nicola Lacetera and Angelo Mele).
- Sacred Values? The Effect of Information on Attitudes toward Payments for Human Organs. *American Economic Review (Papers & Proceedings)* 2015, 105(5), pp. 361-365 (with Julio Elias and Nicola Lacetera).
- Markets and Morals: An Experimental Survey Study. *PLoS ONE* 2015, 10(6): e0127069 (with Julio Elias and Nicola Lacetera).
- Removing Financial Barriers to Organ and Bone Marrow Donation: The Effect of Leave and Tax Legislation. *Journal of Health Economics* 2014, 33, pp. 43-56 (with Nicola Lacetera and Sarah Stith).
- Rewarding Volunteers: A Field Experiment. *Management Science* 2014, 60(5), pp. 1107-1129 (with Nicola Lacetera and Robert Slonim).
- Economic Rewards to Motivate Blood Donations. *Science* 2013, 340(6135), pp. 927-928 (with Nicola Lacetera and Robert Slonim).

- The Effects of Information, Social and Financial Incentives on Voluntary Undirected Blood Donations: A Field Experiment in Argentina. *Social Science and Medicine* 2013, 98, pp. 214-223 (with Victor Iajya, Nicola Lacetera and Robert Slonim).
- Time for Blood: The Effect of Paid Leave Legislation on Altruistic Behavior *Journal of Law, Economics and Organization* 2013, 29(6), pp. 1384-1420 (with Nicola Lacetera).
- Will there be Blood? Incentives and Displacement Effects in Pro-Social Behavior. *American Economic Journal: Economic Policy* 2012, 4(1), pp. 186-223 (with Nicola Lacetera and Robert Slonim).
- Do Unemployment Benefits Promote or Hinder Job Turnover? *Journal of Development Economics* 2010, 93(1), pp. 109-125 (with Tito Boeri).
- Social Image Concerns and Pro-Social Behavior: Field Evidence from a Nonlinear Incentive Scheme". *Journal of Law, Economics and Organization* 2013, 29(6), pp. 1384-1420 (with Nicola Lacetera).
- Do All Material Incentives for Pro-Social Activities Backfire? The Response to Cash and Non-Cash Incentives for Blood Donations *Journal of Economic Psychology* 2010, 31(4), pp. 738-748 (with Nicola Lacetera).
- Labor Market Conditions and Judges' Decisions on Unfair Dismissal Cases (in Italian). *Diritto delle Relazioni Industriali* (Industrial Relations Law Review) 2001, 2, pp. 269-284. Based on my Bocconi University undergraduate thesis, invited by the Editor (Prof. Marco Biagi).

#### BOOK EDITING

- Social Economics: Current and Emerging Avenues (co-editor with Joan Costa-i-Font). MIT Press and CES-Ifo, Cambridge, Massachusetts. January 2017. ISBN 9780262035651.

#### BOOK CHAPTERS

- Increasing Blood and Plasma Donations: Behavioral and Ethical Scalability. In *Behavioral Science in the Wild*. Edited by Nina Mazar and Dilip Soman. University of Toronto Press, forthcoming (with Nicola Lacetera).
- Organ Donation. In *Legislating Morality in America: Debating the Morality of Controversial U.S. Laws and Policies*. Edited by Don Haider-Markel for ABC-CLIO. 2020.
- Paid vs. Volunteer Donations: An Analysis of the Behavioral and Ethical Issues around Donor Incentives, in Domen R, ed. *Ethical Issues in Transfusion Medicine and Cellular Therapies*, Bethesda, MD: AABB Press, 2015 (with Nicola Lacetera).
- Labor and Social Protection Institutions: Recent Trends and Impact on Development - Employment Protection, Ch. 6, pp. 93-97, in *International Labor Organization World of Work Report*, 2014, 14(1) (with Paola Monti).

#### COMMENTS

- A critical comment on Niza, Tung and Marteau's "Incentivizing Blood Donation: Systematic Review and Meta-Analysis to Test Titmuss' Hypotheses". *Health Psychology*, Letter to the Editor, 2013 (with Nicola Lacetera and Robert Slonim).
- On the importance of unconditional rewards for blood donations. *Clinical Chemistry*, 2013, Letter to the Editor (with Nicola Lacetera and Robert Slonim).
- In Defense of WHO's Blood Donation Policy-Response. *Science*, 2013, 342(6159) (with Nicola Lacetera and Robert Slonim).
- The Value of Incentives in Blood Donation-Response. *Science*, 2013, 341(6142) (with Nicola Lacetera and Robert Slonim).

#### POLICY REPORTS AND REVIEW PIECES

- Socio-economic impact assessment of Zika virus in Latin America and the Caribbean. Report of the United Nations Development Programme. 2017 (with various other contributors).
- Gender Differences in Earnings and Leadership: Recent Evidence on Causes and Consequences". Ifo DICE Report 2017, 15(2), pp. 18-21 (with Mirco Tonin).
- Gender Differences in Wages and Leadership, *IZA World of Labor* 2017, Institute of Labor Economics.
- The Impact of Non-Wage Benefits on Job Quality and Labor Market Outcomes in the Developing World: What do we know? *World Bank Employment Policy Primer* 2009 (13), (with Brooke Helppie).

- Labor Regulations in Developing Countries: A Review of the Evidence and Directions for Future Research. **World Bank Social Protection Discussion Paper N. 0833**, 2008 (with Tito Boeri and Brooke Helppie).

## WORKING PAPERS

- Improving the availability of unrelated stem cell donors: Evidence from a major donor registry (with Michael Haylock, Patrick Kampkotter, Jürgen Sauter, Susanne Seitz, Robert Slonim, Daniel Wiesen, Alexander Schmidt).
- Expectations, reference points, and compliance with COVID-19 social-distancing measures (with Guglielmo Briscese, Nicola Lacetera and Mirco Tonin). **NBER WP 26916**.
- Peer Messaging to Reduce Covid-19 Transmission in Zambia (with Jessica Goldberg, Alfredo Burlando, Pradeep Chintagunta, Melissa Graboyes, Dean Karlan, Peter Hangoma, Silvia Prina).
- Enhancing organ donor registration rates through strengthening ServiceOntario customer representatives' motivations: observational studies and field interventions (with Nicola Lacetera, Julian House, Audrey Laporte, Frank Markel and Nina Mazar).

## WORK IN PROGRESS

- How Do Surrogates Make Treatment Decisions for Patients with Dementia: An Experimental Survey Study (with Lauren Nicholas)
- Social Support for markets in health and health care: Insights from the Covid-19 Pandemic (with Julio Elias and Nicola Lacetera)
- The empirics of repugnant exchanges (with Julio Elias and Nicola Lacetera).
- Evaluating the effects of university fundraiser incentives (with Michael Gibbs).
- Information acquisition and polarization (with Julio Elias and Nicola Lacetera).
- Altruism, ethics and markets: A behavioral and neuroscientific experimental study (with Vikram Chib, Jeffrey Kahn, and Nicola Lacetera).
- Economic Diversification and Poverty at the Household Level: Evidence from Sub-Saharan Africa (with Pierella Paci and Marco Ranzani).

## POPULAR PRESS ARTICLES AND POLICY BRIEFS

- “Moving the goalposts on lockdown end dates can affect compliance”, **VOXEU – CEPR Policy Portal**, May 16 2020 (with Guglielmo Briscese, Nicola Lacetera and Mirco Tonin).
- After the Lockdown: Italian Consumers Are Cautious About Returning to Normal”, **ProMarket.Org**, 15 May 2020 (with Guglielmo Briscese, Nicola Lacetera and Mirco Tonin).
- How states can promote compliance with social distancing, **The Hub**, May 6 2020
- Managing Expectations Is Critical to Ensure Compliance with Stay-at-Home Measures, **ProMarket.Org**, 2 April 2020 (with Guglielmo Briscese, Nicola Lacetera and Mirco Tonin).
- The Economic and Moral Foundations of Americans' Attitudes toward Paying Kidney Donors, **Cato Institute Research Brief in Economic Policy No. 172**, 17 July 2019 (with Julio Elias and Nicola Lacetera).
- Societal Support for Paying Plasma Donors in Canada, **Cato Institute Research Brief in Economic Policy No. 127**, 22 August 2018 (with Nicola Lacetera).
- The debate in Canada over paying plasma donors, **Policy Options – The Public Forum for the Public Good**, 28 May 2018 (with Nicola Lacetera).
- Better quality health care through consistent supervision, **VoxDev**, 17 November 2017 (with Felipe Dunsch, David Evans, and Ezinne Eze-Ajoku).
- Understanding moral repugnance: The case of the kidney market, **VOXEU – CEPR Policy Portal**, 15 October 2016 (with Julio Elias and Nicola Lacetera).
- Female executives and gender wage gaps, **VOXEU – CEPR Policy Portal**, 24 April 2015 (with Luca Flabbi, Andrea Moro, and Fabiano Schivardi).
- Incentives for altruism? The case of blood donations, **Vox – CEPR Policy Portal**, 4 November 2008 (with Nicola Lacetera).

## HONORS AND AWARDS

- Dean's Award for Faculty Excellence 2015-2018.
- Johns Hopkins University Early-Career "Catalyst" Award, 2015.
- Johns Hopkins University Alumni Association "Excellence in Teaching" Award, 2013.
- E. and T.W. Schultz Endowment Fund Dissertation Fellowship, University of Chicago, 2006-07.
- Ente Luigi Einaudi Scholarship for Graduate Studies, 2003-04.

## GRANTS

- National Institute on Aging RO1 AG059205, 2018-2023. "Understanding and Respecting End-of-Life Treatment Preferences Among Older Adults with Alzheimer's Disease and Related Dementias" Co-Investigator. PI: Lauren Nicholas.
- Hopkins Business of Health Initiative COVID-19 Seed Grant "Social Support for Markets in Health and Health Care: Insights from the Covid-19 Pandemic". \$11,000, 2020 (PI with Julio Elias and Nicola Lacetera).  
JHU Alliance for a Healthier World Impact Grant. "Advancing the health of rural communities in Uganda through strong community health programs". \$250,000, 2020-21 (Co-PI w/ Smisha Agarwal and Tanvi Nagpal).
- Global Established Multidisciplinary Sites (GEMS) grant. "Developing a contingency management program for smoking cessation for people with HIV and/or TB". \$30,000, 2019-2020 (Co-PI; PI: Jonathan Golub).
- JHU Alliance for a Healthier World Implementation Grant \$250,000, 2018-20 (Co-I; PI: Richard Chaisson).
- Johns Hopkins University "Discovery Award" Grant. "A Mobile Directly Observed Therapy Smartphone App for Immunosuppression Adherence in Transplant Patients". \$150,000, 2018-19 (Co-I; PI: Macey Henderson).
- Creative and Novel Ideas in HIV Research (CNIHR) Award (NIH Office of AIDS Research and Centers for AIDS Research) for "Behavioral Nudges, Information and Incentives for HIV Testing: A Field Experiment in Ecuador", \$308,000, 2016-18, PI.
- Johns Hopkins University "Discovery Award" Grant. "Understanding Motivators and Barriers to Blood Donation in Minorities: A Pilot Randomized Trial with the American Red Cross". \$60,000, 2016-17 (PI; with Patricia Brunker, Aaron Tobian, Nicola Lacetera, Robert Slonim).
- Government Partnership Initiative (J-PAL), "Leveraging Patients' Social Networks to Overcome Tuberculosis Under-detection in India" \$48,965, 2016-17 (PI, with J. Goldberg (PI) and P. Chintagunta).
- Johns Hopkins University "Exploration of Practical Ethics" Grant \$58,000, 2016-17 (PI, with V. Chib, J. Kahn and N. Lacetera).
- International Growth Center India Central Grant. "Leveraging Patients' Social Networks to Overcome Tuberculosis Under-detection in India". GBP 20,294, 2016-17 (PI, with J. Goldberg and P. Chintagunta).
- World Bank Strategic Impact Evaluation Fund (SIEF) Grant. "Leveraging Patients' Social Networks to Overcome Tuberculosis Under-detection in India". \$555,162, 2015-17 (PI, with J. Goldberg (PI) and P. Chintagunta).
- Sloan Foundation "Economics of Knowledge Contribution and Distribution" sub-grant \$ 10,000, 2015-16 (Co-PI, with N. Lacetera and J. Elias).
- Science of Philanthropy grant, \$36,340, 2014-15 (Co-PI, with D. Grieco and N. Lacetera).
- Johns Hopkins Center for Global Health Faculty Grant in Global Health Research. "Leveraging Patients' Social Networks to Overcome Tuberculosis Under-detection in India". \$47,844, 2014-15 (PI, with J. Goldberg, J. Farley and P. Chintagunta).
- International Growth Center India Central Grant. "Leveraging Patients' Social Networks to Overcome Tuberculosis Under-detection in India". GBP 10,000, 2013-14 (PI, with J. Goldberg and P. Chintagunta).
- Maryland Population Research Center Seed Grant. "Leveraging Patients' Social Networks to Overcome Tuberculosis Under-detection in India". \$15,000, 2013-14 (Co-PI, with J. Goldberg (PI)).
- NET Institute Summer Grant 2012, \$7,500, Net Institute, NYU Stern (Co-PI, with A. Mele and N. Lacetera).
- JHU Carey Business School Dean's Grant, 2011, \$5,000.
- National Science Foundation (NSF) grant. "Field Experiments on the Provision of Incentives for Blood Donation." PI, with N. Lacetera (PI on collaborative grant) and R. Slonim), 2009-11, \$308,000.
- Social Sciences and Humanities Research Council of Canada grant (Co-PI, with V. Iajya, N. Lacetera and R. Slonim), 2010-11, \$42,000.

- Mitsui Life Financial Research Center Grant. “Understanding the link between exports and wages”. 2008-2010, \$5,000 (PI).
- Ross School of Business Dean’s Grant, 2008-09, \$10,000.
- Russell Sage Foundation Grant for Young Scholars. “Field Experiments on the Provision of Incentives for Blood Donation”. (Co-PI, with N. Lacetera and R. Slonim), 2008-09, \$5,000.

## INVITED SEMINARS (including scheduled)

2021/22: George Washington University, Department of Economics; University of Illinois at Urbana-Champaign; University of Genoa (Italy).

2020/21: Stanford University Economics of Transplantation Workshop; Free University of Bozen-Bolzano (Italy); Ball State University; Johns Hopkins Medicine, Transplants group; Universities of Berlin and Munich (joint seminar); Universität Hamburg (Germany).

2019/20: University of Pittsburgh; Boston University Questrom School of Business; University of Economics (Prague, Czech Republic).

2018/19: London School of Economics (UK); Erasmus University Rotterdam (Netherlands); American University (US); Università degli Studi di Milano (Italy); University of Pennsylvania (US); Universidad del CEMA (Argentina); University of Alabama (US); Università degli Studi di Cagliari (Italy).

2017/18: University of South Florida College of Public Health (US); Johns Hopkins Medicine, Department of Psychiatry (US).

2016/17: Pontificia Universidad Católica de Chile (Chile); University of Maryland (US); University of Louisville (US); Center for Global Development (Washington DC); International Monetary Fund.

2015/16: Washington University St. Louis, Olin Business School; Duke University, School of Law; University of Bologna; University of Bristol; University of Essex; Copenhagen Business School; Ideas 42 (New York).

2014/15: University of Toronto Rotman School of Management; George Mason University; University of Cagliari.

2013/14: World Health Organization, TB & M/XDR-TB Control Programme, Division of Communicable Diseases, Health Security, and Environment, Regional Office for Europe (Webinar); University of New Mexico, Economics Department.

2012/13: World Bank, Development Impact Evaluation Initiative; George Washington University, Dept. of Economics; Inter-American Development Bank Research Department; Trinity College (Ireland).

2011/12: Columbia University, Graduate School of Business; Johns Hopkins Armstrong Institute for Patient Safety and Quality; Center for Global Development (Washington DC).

2010/11: Yale University, Department of Economics; Yale School of Management; University of Maryland, Dept. of Economics; Johns Hopkins University, Bloomberg School of Public Health; Johns Hopkins University, Dept. of Economics.

2009/10: University of Maryland Business School; Einaudi Institute for Economics and Finance-EIEF (Rome, Italy); Johns Hopkins University Carey Business School.

2008/09: Georgetown University; Stockholm School of Economics; Universidad de Chile; UC Santa Barbara; University of Cagliari.

2007/08: Northwestern University; Indiana University; University of Rochester; UC Irvine; University of Michigan; University of Edinburgh; Oxford University; University of Illinois at Urbana-Champaign; Case Western Reserve University; Federal Reserve Board; RAND Corporation; Duke University.

## CONFERENCE PRESENTATIONS

2020/21: Challenges and Opportunities in Organ Allocation (MIT – virtual); Advances with Field Experiments (University of Chicago - virtual).

2019/20: Advances with Field Experiments (University of Chicago).

2018/19: Advances with Field Experiments (Boston University); American Economic Association Meeting (Atlanta); American Society of Health Economists Meeting (Washington, DC).

2017/18: Altruism, Community and Markets Conference, American Enterprise Institute (Washington DC); Creative and Novel Ideas in HIV Research Workshop (NIH).

2016/17: Harvard-MIT-Stanford Empirical Management Conference (MIT); Jobs and Development Conference (World Bank); Creative and Novel Ideas in HIV Research Workshop (NIH); Advances with Field Experiments (University of Chicago); Asociacion Argentina de Economia Politica Meeting (Argentina); American Economic Association Meeting (Chicago).

2015/16: American Society of Health Economists (ASHE) Meeting (Philadelphia); Conference on “The Ethics of Bodily Commodification” (College of New Jersey); Southern Economic Association Meeting; Natural Experiments and Controlled Field Studies Workshop, Ammersee (Germany).

2014/15: American Economic Association Annual Meeting; Colloquium on Personnel Economics (COPE), University of Vienna (Austria); Workshop on Morality, Incentives and Unethical Behavior (UC San Diego); Eastern Economic Association Meeting; 5<sup>th</sup> Workshop of Fondazione Debenedetti Fellows (Bologna, Italy); American Law and Economics Association Meetings (Columbia University); World Bank workshop on “Quality of Health Services & Products in Low Income Countries” (Washington, DC); Science of Philanthropy Initiative Conference.

2013/14: American Economic Association Annual Meeting; CESifo conference on Social Economics (Munich, Germany); Society of Labor Economists Meetings; Natural Experiments and Controlled Field Studies Workshop, Ammersee (Germany); INFORMS;

2012/13: Institute for Compensation Studies Emerging Scholars Conference (Cornell University); Workshop on Giving and Wellbeing (Warwick University, UK); International Plasma Protein Congress (Dublin).

2011/12: NBER Summer Institute, Labor/Public Economics; IZA-SLOAN Economics of Leadership conference; Plasma Protein Forum (Washington, DC); 11<sup>th</sup> IZA/SOLE Transatlantic Meeting of Labor Economists (Buch/Ammersee, Germany); CEPR Public Policy Conference on Altruism and Charitable Giving (Paris, France); American Economic Association Meetings.

2010/11: American Economic Association Meetings; Midwest Health Economics Conference; fRDB Fellows and Affiliates Workshop (Italy), 2011 China India Consumer Insights Conference (New Delhi, India).

2009/10: NBER Summer Institute, Labor/Personnel Economics; Advances with Field Experiments, Wharton; Association for Public Economic Theory Annual Conference (Istanbul); American Society of Health Economists; IZA-World Bank Conference on Employment and Development (Cape Town, South Africa).

2008/09: IZA-World Bank Workshop on Active Labor Market Policies (Bonn); Association for Public Economic Theory Conference (Ireland), Society for Judgment and Decision Making Meeting (Boston).

2007/08: American Economic Association Meetings; American Society of Health Economists; IZA-World Bank Conference on Employment and Development (Bonn); Society of Labor Economists Meetings.

2006/07: Society of Labor Economists Meetings; Midwest Economics Association; Eastern Economics Association; American Economic Association Meetings (Philadelphia), International Comparative Analysis of Enterprise Data Conference; Frontier Research in Economics, University of the Thai Chamber of Commerce (Bangkok, Thailand).

## DISCUSSIONS

Southern Economic Association Meeting, 2019; American Society of Health Economists annual meeting (ASHEcon) 2019; Southern Economic Association Meeting, 2018; International Monetary Fund conference on Financial Inclusion and Growth, 2018; NBER Culture & Institutions Meeting, 2017; American Economic Association Meeting, 2017; American Economic Association Meeting, 2015; World Bank Workshop on “Higher Education in Latin America”, 2015; American Economic Association Meeting, 2014; American Economic Association Meetings, 2010; Econometric Society, 2009; World Bank conference on “Female Entrepreneurship: Constraints and Opportunities”, 2009.

## CONFERENCE/SEMINAR ORGANIZATION

- Johns Hopkins – London School of Economics Conference on Experimental Insights from Behavioral Economics on COVID-19, February 12 and 19, 2021 (co-organizer with Matteo Galizzi, LSE).
- Johns Hopkins Interdisciplinary Zoom Webinar Series, Advancing evidence-based decision making for COVID-19 (co-organizer).
- AEA Meetings, session on “Sex, Drugs, Kidneys and Migrants: Economic Analyses of Morally Contested Transactions”, January 2019 (co-organizer).
- IBEO Health Economics Workshop, Alghero (Italy), June 2018 (co-organizer).
- Hopkins Health, Labor, Education and Development Conference (H2LED), Johns Hopkins University, May 2017; May 2018 (co-organizer).
- Panel on “Markets for Body Parts: Exploitation or Opportunity”, Festival of Economics, Trento, June 2017.

- Session on “The economics of organ donation and transplantation”, American Society of Health Economics (ASHE) meetings, Philadelphia, June 2016.
- Symposium and Workshop on “Everything for Sale? The Ethics and Economics of Compensation for Body Parts” (co-organizer with Jeffrey Kahn, JHU Berman Institute of Bioethics), May 2015.
- American Economic Association Meetings, session on “Moral Values and Economic Behavior” (selected for the AER Papers & Proceedings), January 2015.
- CES-Ifo conference on “Social Economics”, Munich (co-organizer with Joan Costa-i-Font), March 2013.
- AEA Meetings, session on “Field Experiments in Health Economics”, January 2011.
- AEA Meetings, session on “Extrinsic Incentives and Pro-Social Behavior”, January 2009.

#### KEYNOTES, PUBLIC LECTURES AND PANELS

- **Keynote:** Field experiments to inform public and organizational policy. CRC Summer School: Science-Based Policy Advice. University of Munich, May 27, 2021.
- **Panelist**, “Impact Panel Discussion”, Society of Philanthropy Initiative Conference 2020.
- **Panelist**, “Epidemiology and Economics - A new normal?” (with Phil Phan) Webinar series “Covid-19 en el Ecuador y el mundo, Academia Ecuatoriana de Medicina y Universidad San Francisco de Quito (Ecuador), June 17 2020.
- **Presenter**, “Economics & Ethics in the Allocation of Scarce Resources”, JHU “Hopkins at Home” webinar series. June 4, 2020
- **Presenter**, “The logic of cooperation: rules, social distancing, and reopening”, Dialoghi di Economia Civile, Scuola di Economia Civile (Italy), May 25 2020.
- **Presenter**, “How long is too long? Communication, expectations and compliance with COVID-19 stay-at-home orders” Hopkins at Home series (inaugural lecture). April 7, 2020.
- **Panelist**, “The economic impact of COVID-19”, Johns Hopkins Carey Business School, February 17 2020.
- **Invited panelist**, “Where are Our Donors? Examining the Need for Increased Social Science Research”, America’s Blood Centers Annual Meeting, March 9, 2020.
- **Invited panelist**, Johns Hopkins Bayview Research Symposium on Improving Health Care Outcomes with Behavioral Economics. December 6, 2019.
- **Invited speaker**, Understanding Social Support for Morally Contested Transactions, Social Policy Speaker Series, University of Pennsylvania, November 14 2019.
- **Expert panelist** at Congressional staff briefing on “The kidney shortage: short-term salves and long-term solutions,” Rayburn House Office Building, October 4, 2019.
- **Invited panelist**, Plasma Protein Forum, panel on “Motivation Crowding Out”, June 19 2019.
- **Faculty presenter** at “Hopkins on the Hill”, US Congress, Rayburn House Office Building, Washington DC, June 12, 2019.
- **Keynote Speaker**, Annual meeting of the Association of Donor Relations Professionals (ADRP), May 16 2019, Indianapolis.
- **“Landsteiner Lecture”**, Sanquin - National Blood Agency of the Netherlands, February 18, 2019 (Amsterdam, Netherlands).
- **“Masterclass”**, Sanquin - National Blood Agency of the Netherlands, February 18, 2019 (Amsterdam, Netherlands).
- **Public Lecture** on “Euros for your organs?”, organized by Erasmus University and Arminius (Rotterdam, Netherlands). February 14, 2019.
- **Keynote speaker**, University of Michigan Ross School of Business, annual PhD symposium, Business Economics and Public Policy, November 9, 2019.
- **Invited panelist**, National Blood Foundation CORD Summit, October 15, 2018 (Boston).
- **Guest**, Economics Detective Podcast, August 12, 2018.
- **Expert panelist** at Congressional staff briefing on the legal, ethical and economic issues surrounding compensation for bone marrow, Russell Senate Office Building, November 15, 2016.
- **Invited panelist** at “Centro Único Coordinador de Ablación e Implante” (Organ Procurement and Transplant Center), San Miguel de Tucuman (Argentina). December 22, 2015.
- **TEDx Speaker** on “Economic Incentives for Body Parts?” TEDx Johns Hopkins University, March 2015.



- **Panelist** at JHU Berman Institute of Bioethics seminar on “Rationality and Bias in the Consent Process: Perspectives from Behavioral Economics and the Social Sciences”, January 26 2015.
- **Expert panelist** at Congressional staff briefing on Compensation to Bone Marrow donors, Rayburn House Office Building, March 14 2014.
- **Panelist** at Academy of Management symposium on “Do High-Powered Incentives for Knowledge and Creative Workers Work?”, Philadelphia, August 5, 2014.
- Inside Higher Ed’s *Academic Minute*: “Economics and the Blood Supply”, February 22 2012.
- **Panelist** at World Bank forum on “Promoting Jobs in the Recovery for Men and Women: What Works, What Doesn’t and Why?” Washington DC, April 27 2010.

## TEACHING

### *Johns Hopkins Carey Business School (2010-present)*

- Microeconomics and Market Design (Full-time MBA); Applied and Behavioral Health Economics (Full-time MBA, MS Elective); Behavioral Economics for Health Care (Executive Education); Business Microeconomics (Full-time MBA); Strategic Human Resources (Executive MBA, Flex MBA, Full-time MBA); Economics for Decision Making (Full-Time MS Finance, Flex MBA); course lead since 2011.

### *University of Michigan Ross School of Business (2007-2010)*

- Topics in Personnel and Organizational Economics (Ph.D. seminar); Incentives and Productivity (Full-time MBA); Applied Microeconomics (Undergraduate - BBA Core course); course coordinator in 2008-2009.

### *Guest Lecturing*

- Cases in Workplace Ethics (undergraduate course, April 6, 2021, Johns Hopkins Homewood Center for Leadership Education); Ethics and Decision-Making in Clinical Practice (Graduate course, December 6 2018, Johns Hopkins School of Public Health and Berman Institute of Bioethics); Ethics in Business and Science (Graduate course, November 26 2018, Johns Hopkins Homewood Center for Leadership Education); Cases in Business Ethics (undergraduate course, April 3 2017, Johns Hopkins Homewood Center for Leadership Education); Cases in Business Ethics (undergraduate course, April 3 2018, Johns Hopkins Homewood Center for Leadership Education).
- Invited Ph.D. lecture on Field Experiments, University of Copenhagen, Faculty of Science (Denmark). August 18, 2016.
- Lecture on Conducting Randomized Controlled Trials at World Bank - Nigeria Impact Evaluation Community of Practice, Abuja (Nigeria), November 2013.

## STUDENT ADVISING AND RELATED SERVICE

### PhD Committee member

- Sarah S. Stith, PhD, University of Michigan Ross School of Business (currently Assistant Professor, University of New Mexico, Department of Economics).
- Danielle Edwards, PhD program in Bioethics and Health Policy, Johns Hopkins University Bloomberg School of Public Health/Berman Institute of Bioethics (3<sup>rd</sup> year).
- Seema Kacker, MD/PHD program, Johns Hopkins Bloomberg School of Public Health/Johns Hopkins School of Medicine.

Graduate Board Oral Examination committee chair (external): Shaiza Qayyum (JHU Department of Economics, May 2018), Ding Xuan Ng (JHU Department of Economics, September 2018), Kyungmin Kang (JHU Department of Economics, May 2019).

## REVIEWING

**Economics and Management Journals:** American Economic Review; Journal of Political Economy; Quarterly Journal of Economics; Review of Economic Studies; Management Science; Journal of the European Economic Association; American Economic Journal: Applied Economics; Journal of Development Economics; Journal of Labor Economics; Journal of Health Economics; Health Economics; American Economic Journal: Economic Policy; American Economic Journal: Microeconomics; Marketing Science; B.E. Journal of Economic Analysis and Policy; CESifo Economic Studies; Contemporary Economics; Economica; Economic Journal; Economics and Human Biology; European Economic Review; Environmental and Resource Economics; Games and Economic Behavior; Industrial and Labor

Relations Review; Industrial Relations; International Economic Review; German Economic Review; International Journal of Manpower; Journal of Applied Econometrics; Journal of Benefit-Cost Analysis; Journal of Economic Behavior and Organization; Journal of Economic Psychology; Journal of Economics & Management Strategy; Journal of the Economic Science Association; Journal of Law, Economics, and Organization; Journal of Nonprofit & Public Sector Marketing; Journal of Policy Analysis and Management; Journal of Public Economics; Journal of Socio-Economics; Labour; Labour Economics; National Tax Journal; Review of Economics of the Household; Small Business Economics; Social Science and Medicine; Inter-American Development Bank Working Papers.

**Other Disciplines:** Proceedings of the National Academy of Science (PNAS); Workshop Proceedings of the National Academy of Science; Annals of Internal Medicine; Nature Human Behavior; BMJ Global Health; Journal of Medical Ethics; American Journal of Preventive Medicine; AIDS and Behavior; Journal of Blood Medicine; Journal of Patient Safety and Risk Management; Medicina; World Health Organization Public Health Panorama; World Medical & Health Policy.

**Publishers/Funding Agencies:** Cambridge University Press; National Science Foundation (NSF); Robert Wood Johnson Foundation; Italian Ministry of Education, University and Research “PRIN”; Italian Ministry of Education, University and Research “Young Researchers Awards Rita Levi Montalcini”; World Bank Human Development Network (HDN); World Bank Development Impact Evaluation Unit (DECIE); German-Israeli Foundation for Scientific Research and Development; JHU Center for Global Health.

## OTHER SERVICE

**Johns Hopkins Carey Business School:** member of the Hopkins Business of Health Leadership Team (2020-present); member of the Hopkins Business of Health Design Team (2019); Member of Faculty Diversity Initiative committee (2016-present); Research Seminar Series Coordinator (2013-2016); Course lead for Strategic Human Resources (GMBA, EMBA, 2015-present); Course lead for Economics for Decision Making (2011-present); Member of the Diversity and Inclusion committee (2013-2015); Member of the Admissions committee (2014-2016).

**University of Michigan Ross School of Business:** Business Economics and Public Policy Seminar Series organizer (2008-2010); Course coordinator for Applied Microeconomics (2008-2009); Member of the PhD program Admissions committee (2008-2010).

**Community service:** Member of Patient Advisory Board, JHU Community Physicians, Bethesda MD (2015-2016).

## SELECTED MEDIA COVERAGE

- This could be a long fight. People should be told the truth. **Washington Post**. April 6, 2020.
- A quirk in the law means that America's kidney shortage costs taxpayers. **The Economist**. February 22, 2020.
- Paying for a kidney: desirable or not? **The Algemeen Dagblad** (Netherlands), February 2019.
- When Women Run Companies, **The Atlantic**, December 2016.
- How a Woman CEO Affects Sales and Salaries, **Wall Street Journal**, December 2016.
- Without Matching Bone Marrow Donors, 3,000 Americans Die Each Year, **Forbes**, August 2016.
- Why you get paid to donate plasma but not blood, **STAT** (Boston Globe Media), January 2016.
- How To Convince People To Solve The Organ Shortage, **Forbes**, January 2015.
- Need a Kidney? Not Iranian? You'll Wait, **The New York Times**, July 2015.
- How much can you get for selling your body (parts)?, **The Guardian**, January 2015.
- Is There a Moral Way to Fix America's Kidney Shortage?, **The Atlantic**, January 2015.
- Should monetary incentives be offered for blood donation? Study says yes, **Fox News**, May 2013.
- Noncash Incentives Boost Blood Donations without Risking Supply, **Globe and Mail**, May 2013.
- Blood donation is valuable, so why not pay donors?, **The Los Angeles Times**, May 2013.
- Should blood donors be rewarded?, **Sydney Morning Herald**, June 25 2013.
- Does the altruism theory help anyone at all?, **Financial Times**, 2012.