

# CURRICULUM VITAE

## MARIO MACIS

Johns Hopkins University Carey Business School  
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### EDUCATION

- Ph.D. in Economics, University of Chicago, 2007.
- M.A. in Economics, University of Chicago, 2003.
- *Laurea* in Economics and Social Disciplines (DES), 110/110 *cum laude*, Bocconi University, 2000.

### ACADEMIC POSITIONS

- Professor, Johns Hopkins University Carey Business School, 2020-present.
- Visiting Professor, Johns Hopkins Bloomberg School of Public Health, Spring 2020.
- Affiliate Faculty, Johns Hopkins Berman Institute of Bioethics, 2019-present.
- Associate Professor, Johns Hopkins University Carey Business School, 2016-2020.
- Visiting Scholar, Einaudi Institute for Economics and Finance (EIEF), Rome, Italy. June 2010.
- Assistant Professor, Johns Hopkins University Carey Business School, 2010–2016.
- Assistant Professor, Business Economics and Public Policy, University of Michigan Ross School of Business, 2007-2010.

### PROFESSIONAL AFFILIATIONS AND APPOINTMENTS

- Editorial Board Member, *Italian Economic Journal*, 2023-present.
- Johns Hopkins Carey Faculty Advisory Council (CFAC), August 2023-present.
- Johns Hopkins Carey Curriculum Committee, Chair of Health Care Curriculum Sub-Committee, August 2023-present.
- Johns Hopkins University Faculty Budget Advisory Committee (FBAC), committee member, 2022-present.
- *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”, Member, 2020-2022.
- Research Associate, National Bureau of Economic Research (NBER), 2020-present.
- Fellow, JHU Institute for Applied Economics, Global Health, and the Study of Business Enterprise, 2019-present.
- Editorial Board Member, *World Medical and Health Policy*, 2019-2021.
- Fellow, Center for Economic Research North-South, Universities of Cagliari and Sassari (Italy), 2018-present.
- Johns Hopkins University Research Administration Faculty Advisory Council, committee member, 2017-2022.
- Academic Program Director, MS Health Care Management, Carey Business School, 2016-2019.
- Research Affiliate, Ideas42 Behavioral Science Lab, 2016-present.
- Advisory Board member, Johns Hopkins Behavioral, Social and Systems Science TRC, 2016-2019.
- Faculty Research Fellow, National Bureau of Economic Research (NBER), 2015-2020.
- Co-Editor, SSRN, Labor and Organizations & Markets Abstracts e-Journals, 2012-2016.
- Research Fellow, Institute for Labor Economics (IZA, Germany), 2008-present.
- Research Assistant, Fondazione Rodolfo De Benedetti, Bocconi University, 2000-2001.

### NON-ACADEMIC APPOINTMENTS AND DISCLOSURES

- Consultant, United Nations Development Program - Pakistan, 2023-present.
- Consultant, de-bi, Co. (formerly Heny, Inc.), 2023-present.

- Consultant, World Bank, 2018-2019, 2008, 2010, 2015-2016, 2018-2019.
- Consultant, United Nations Development Program, 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.

## PUBLICATIONS (including forthcoming)

### Economics and other Social Sciences

- Incentivized peer referrals for tuberculosis screening: evidence from India, *American Economic Journal: Applied Economics*, 2023 (with Jessica Goldberg and Pradeep Chintagunta).
- Expectations, reference points, and compliance with COVID-19 social-distancing measures, *Journal of Behavioral and Experimental Economics*, 2023 (with Guglielmo Briscese, Nicola Lacetera and Mirco Tonin).
- Management, supervision, and health care: a field experiment. *Journal of Economics and Management Strategy*, 2022, (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*, Vol 31 (3), March 2022 (with Seema Kacker (first author), Prateek Gajwani, David S. Friedman).
- 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).
- 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).
- 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).
- 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).

- Do Unemployment Benefits Promote or Hinder Job Turnover? *Journal of Development Economics* 2010, 93(1), pp. 109-125 (with Tito Boeri).
- 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).

### Public Health and Medicine

- Treatment preferences among adults with normal cognition and cognitive impairment. *Journal of the American Geriatrics Society*, 2022 (with Kelsey Owsley (first author), Ken Langa, and Lauren Nicholas).
- 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*, 2022 (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, 62(6), pp. 1126-1134 (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, 25, pp. 2542-2550 (with Michelle Grunauer, Erika Gutierrez, Ricardo Izurieta, Phillip Phan, Miguel Reina-Ortiz, Carlos Rosas, and Enrique Teran).
- 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.).
- Understanding Repugnance: Implications for Public Policy. *World Medical and Health Policy* 2017, 9(4), pp. 489-504 (with Julio Elias and Nicola Lacetera).

### 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, 2022 (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 PAPERS, REPORTS AND REVIEW PIECES

- Help People Understand the Benefits of Donation, *Regulation*, 45, Summer 2022.
- Realizing the Promise of Equity in the Organ Transplantation System. Washington (DC): *National Academies Press* (US); 2022. PMID: 35226429. Co-author as member of the committee on A Fairer and More Equitable, Cost-Effective, and Transparent System of Donor Organ Procurement, Allocation, and Distribution (Chair: Kenneth Kizer).
- 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/>
- 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

- Passing the Message: Peer Outreach about COVID-19 Precautions in Zambia (with Jessica Goldberg, Alfredo Burlando, Pradeep Chintagunta, Melissa Graboyes, Dean Karlan, Peter Hangoma, Silvia Prina). NBER WP 30414. **Conditionally accepted, *Journal of Development Economics*.**
- How Surrogates Make Treatment Decisions for Patients with Dementia: An Experimental Survey Study (with Lauren Nicholas, Kenneth Langa, and Scott Halpern), **Revise and Resubmit, *Health Economics*.**
- Improving the availability of unrelated stem cell donors: Evidence from a major donor registry (with Michael Haylock, Patrick Kampkotter, Jurgen Sauter, Susanne Seitz, Robert Slonim, Daniel Wiesen, Alexander Schmidt). NBER WP 29857. **Revise and Resubmit, *American Journal of Health Economics*.**
- "Incentives and mindset: Motivating prosocial behavior" (with Vikram Chib, Jeffrey Kahn, Nicola Lacetera and Grace Stewart).
- Is the Price Right? The Role of Economic Tradeoffs in Explaining Reactions to Price Surges (with Julio Elias and Nicola Lacetera), NBER WP 29963.
- Nudging the nudger: The effect of providing performance feedback to customer service representatives on organ donor Do registrations (with Nicola Lacetera, Julian House, Audrey Laporte, Frank Markel and Nina Mazar). NBER WP 30547.

## WORK IN PROGRESS

- Trust in Health Care (with Michael Darden and Jack Iwashyna)
- Evaluating the effects of university fundraiser incentives (with Michael Gibbs).
- The empirics of repugnant exchanges (with Julio Elias and Nicola Lacetera).
- Information acquisition and polarization (with Julio Elias 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

- Leveraging social networks in the fight against infectious diseases, **VoxDev**, 19 October 2023 (with Pradeep Chintagunta and Jessica Goldberg).
- "Reducing the unavailability of stem cell donors," **VOXEU – CEPR Policy Portal**, 02 July 2022. (with Michael Haylock, Patrick Kampkotter, Robert Slonim, Daniel Wiesen).
- "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

- Dutch Research Council Grant. "Investigating Public Opinions on Financial (Dis)Incentives for Organ Donation in Europe." \$60,000 (Co-PI with Frederike Ambagtsheer and Eline Bunnik), 2023.
- Hopkins Business of Health Initiative Pilot Grant: "The Hopkins Health System Trust Index". \$21,000 (Co-PI with Michael Darden and Jack Iwashyna), 2022.
- Emerson Collective Grant. "Non-Fungible Tokens (NTFs) for Ethical, Efficient Biospecimen Use". \$600,000. (Co-investigator with Jeffrey Kahn (PI), Marielle Gross, Amelia Hood).
- 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 Bruncker, 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)

2022/23: University of Geneva (Switzerland); University of Maryland Agricultural Economics Department; United States Naval Academy, Annapolis; Fundação Getulio Vargas (Brazil), University of Duisburg-Essen (Germany).

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 Workgroup; 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

2022/23: NBER Summer Institute 2023, Aging (Cambridge); Annual Conference on Markets and Society (George Mason University).

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 Política 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 (Bonn/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 ORGANIZATION

- “Antonio Pigliaru” Workshop on Cultural Codes and Social Norms. Cagliari (Italy), June 25, 2022 (co-organizer with Alberto Bisin, Claudio Deiana, Luigi Guiso, Marco Nieddu, Francesco Pigliaru).
- 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, London School of Economics).
- Johns Hopkins Interdisciplinary Zoom Webinar Series: Advancing evidence-based decision-making for COVID-19 (co-organizer), 2020-2021.
- AEA Meetings, session on “Sex, Drugs, Kidneys, and Migrants: Economic Analyses of Morally Contested Transactions”, January 2019 (co-organizer with Nicola Lacetera).
- IBEO Health Economics Workshop, Alghero (Italy), June 2018 (co-organizer with Sivia Balia).
- Hopkins Health, Labor, Education and Development Conference (H2LED), Johns Hopkins University, May 2017; May 2018 (co-organizer with Lauren Nicholas and Nick Papageorge).
- 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

- **Co-organizer and moderator**, Hopkins Business of Health webinar on “Physician Non-Competes: Workforce Integrity & Patient Access”, November 17, 2023, with Amit Jain, Martin Gaynor, Stephanie Quinn, Barak Richman.
- **Moderator**, Panel on “Causal Inference to inform COVID-19 Policy – An Interdisciplinary Perspective”, American Society of Health Economists, June 13, 2023, with Zoe McLaren, Noah Haber, and Sebastian Calonico.
- **Co-organizer and moderator**, Hopkins Business of Health webinar on “Blood Matters: Challenges and Opportunities in the Market for Blood and Blood Components”, June 2, 2023, with Kathy McDonald, Meghan Delaney, Joshua Penrod, Paul Sullivan.
- **Organizer and moderator**, Hopkins Business of Health webinar on “Whose Business is Health? Corporate Social Responsibility and the Health of Americans”, October 14, 2022, with Steven Downs, Thomas Goetz, Sara Singer and Luigi Zingales.
- **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, 2018.
- **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)*

- Applied Behavioral Strategy for Organizational Performance and Societal Impact (Full-time MBA); 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*

- Washington DC Health Policy Residential (Graduate-level course, University of Michigan Ross School of Business), May 6 2022).
- 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).
- Ph.D. lecture on Field Experiments, University of Copenhagen, Faculty of Science (Denmark). August 18, 2016.
- 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 Associate Professor, University of New Mexico, Department of Economics).
- Mark Meiselbach, PhD in Health Economics and Policy, Johns Hopkins University Bloomberg School of Public Health (currently Assistant Professor, Johns Hopkins Bloomberg School of Public Health, Department of Health Policy and Management).
- Danielle Edwards, PhD in Bioethics and Health Policy, Johns Hopkins University Bloomberg School of Public Health/Berman Institute of Bioethics.
- 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).

## PEER REVIEWING

**Economics and Management Journals:** American Economic Review; Econometrica; 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; Review of Economics and Statistics; 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; European Journal of Political Economy; 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); Nature; 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; Trends in Cognitive Sciences; 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; Swiss National Science Foundation.

## OTHER SERVICE

**Johns Hopkins Carey Business School:** Co-chair, Faculty Reputation Workgroup (2022); 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 Ph.D. 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.