

publications

- “Poverty traps” with Robin Burgess, Anton Heil and Munshi Sulaiman, forthcoming Handbook of Development Economics
- “Safe Spaces for Teenage Girls in a Time of Crisis”, with Niklas Buehren, Markus Goldstein and Andrea Smurra, Journal of the European Economic Association
- The Search for Good Jobs: Evidence from a Six-Year Experiment in Uganda” with V. Bassi, Robin Burgess, Imran Rasul, Munshi Sulaiman and Anna Vitali, Journal of Labor Economics
- ["Graduation"](#) with R. Burgess, A. Heil, M. Sulaiman forthcoming in the “Handbook of Social Protection” 2025
- “Social incentives, delivery agents, and the effectiveness of development interventions” with R Burgess, E Deserranno, R Morel, M Sulaiman, I Rasul, Journal of Political Economy Microeconomics 1 (1), 2023
- “Economic Development and the Organisation of Labour: Evidence from the Jobs of the World Project”, with A Elsayed, A Heil, A Smurra, Presidential address, Journal of the European Economic Association 20 (6), 2226-2270 2022
- “Microfinance and Diversification” with R Burgess, E Deserranno, R Morel, I Rasul, M Sulaiman, Economica 89, S239-S275, Centenary Issue 2022
- “Men are from Mars, and Women Too: A Bayesian Meta-analysis of Overconfidence Experiments”, with N Parekh, B Petrongolo, M Rao, Economica 89, S38-S70, Centenary Issue, 2022
- “Young adults and labor markets in Africa” with A Elsayed, A Smurra, C Zipfel Journal of Economic Perspectives 36 (1), 81-100
- “Why do people stay poor?” with Clare Balboni, Robin Burgess, Anton Heil and Maitreesh Ghatak, Quarterly Journal of Economics 2021
- The Allocation of Authority in Organizations:A Field Experiment with Bureaucrats” with Michael Best, Adnan Khan and Andrea Prat, Quarterly Journal of Economics 2021
- "Do women respond less to performance pay? Building evidence from multiple experiments" with Greg Fischer Andrea Prat and Erina Ytsma AER: Insights 2021

- "Tackling Youth Unemployment: Evidence from a Labour Market Experiment in Uganda" with Livia Alfonsi, Vittorio Bassi, Robin Burgess, Imran Rasul, Munshi Sulaiman and Anna Vitali 2020, *Econometrica*
- "The Distinctive Values of Bankers" with Nava Ashraf and Alexia Delfino, 2020 *American Economic Review P&P*
- "Losing Prosociality in the Quest for Talent?" with Nava Ashraf, Ed Davenport and Scott Lee, 2020, *American Economic Review* *Arrow Award
- "CEO Behavior and Firm Performance" with Stephen Hansen, Andrea Prat and Raffaella Sadun, 2019 *Journal of Political Economy*
- "Women's Empowerment in Action: Evidence from a Randomized Control Trial in Africa", with Niklas Buehren, Robin Burgess, Markus Goldstein, Selim Gulesci, Imran Rasul and Munshi Sulaiman, 2019 *AEJ:Applied*
- "Social Incentives" with Nava Ashraf 2018 *Annual Reviews of Economics*
- "Nation-Building Through Compulsory Schooling During the Age of Mass Migration" with Imran Rasul, Myra Mohnen and Martina Viarengo 2018 *Economic Journal*
- "Managing the Family Firm: Evidence from CEOs at Work", with Renata Lemos, Andrea Prat & Raffaella Sadun. *Review of Financial Studies* 2018 EDITOR'S CHOICE
- "Altruistic Capital" with Nava Ashraf *American Economic Review P&P* 2017
- "Labor Markets and Poverty in Village Economies" with Robin Burgess, Narayan Das, Selim Gulesci, Imran Rasul and Munshi Sulaiman. *Quarterly Journal of Economics* 2017
- "No margin, no mission? a field experiment on incentives for public service delivery." with Nava Ashraf and Kelsey Jack, *Journal of Public Economics* 2014
- "Matching Firms, Managers and Incentives" with Lugi Guiso, Andrea Prat and Raffaella Sadun *Journal of Labor Economics* 2015
- "Active and Passive Waste in Government Spending: Evidence from a Policy Experiment." with Andrea Prat and Tommaso Valletti *American Economic Review*, September 2009, 99: 1278-1308
- "Social Connections and Incentives in the Workplace: Evidence from Personnel Data" with Iwan Barankay and Imran Rasul *Econometrica*, July 2009, 77: 1047-94.
- "Social capital in the workplace: Evidence on its formation and consequences" with Imran Rasul and Iwan Barankay, invited

submission Labour Economics, August 2008, vol. 15(4), pages 724-748

- “Contract Duration and Investment Incentives: Evidence from Land Tenancy Agreements in 19th century Italy.” Journal of the European Economic Association, September 2007: vol. 5(5), pages 953-986.
- “Incentives for Managers and Inequality Among Workers: Evidence from a Firm Level Experiment” with Imran Rasul and Iwan Barankay. Quarterly Journal of Economics May 2007 122: 729-75.
- “Land Distribution, Incentives and the Choice of Production Techniques: Theory and Evidence from Rural Nicaragua.” World Bank Economic Review, May 2007: 21(3):487-508
- “Social Networks and the Adoption of New Technology in Northern Mozambique” with Imran Rasul. Lead article Economic Journal October 2006: 116: 862-902.
- “Traders, Cops and Robbers” with James Anderson. Journal of International Economics, September 2006 vol. 70(1), pages 197-215
- “The Evolution of Cooperative Norms: Evidence from a Field Experiment” with Iwan Barankay and Imran Rasul. Lead article, Invited Submission, Advances to Economic Analysis & Policy, special issue on Field Experiments John A. List (ed), April 2006, vol. 6(2).
- “Social Preferences and the Response to Incentives: Evidence from Personnel Data” with Imran Rasul and Iwan Barankay. Quarterly Journal of Economics August 2005 vol. 120(3), pages 917-962
- “Cooperation in Collective Action” with Imran Rasul and Iwan Barankay. Invited Submission Economics of Transition Special Issue: Symposium on Institutions and economic performance, Banerjee,A. and Ghatak, M. (eds) July 2005, vol. 13(3), pages 473-498
- “Private Enforcement and Social Efficiency” with James Anderson. Journal of Development Economics, 2005 vol. 77(2), pages 341-366
- “Robin Hood's Compromise: the Economics of Moderate Land Reforms” with Gilat Levy. Contributions to Economic Analysis & Policy: Vol. 3: No. 1, Article 19. 2004
- “Private States and the Enforcement of Property Rights: Theory and evidence on the origins of the Sicilian mafia”- Journal of Law, Economics and Organization, Spring 2003: vol. 19(1), pages 218-244

- “Does Financial Liberalisation Raise or Reduce Savings?” with G.Caprio, P.Honohan, F.Schiantarelli, Review of Economics and Statistics, May 2000: vol. 82(2), pages 239-263

Awards

Honorary foreign member, American Economic Association 2022
 Honorary Doctorate, University of Munich 2021
 IHEA Arrow award, best paper in health economics 2021
 LSE SU Teaching Award, for innovative teaching 2020
 Yrjö Jahnsson Award, joint with Imran Rasul for outstanding contribution to economics in Europe 2019
 Ester Boserup Prize for Research on Development: for outstanding social science research on development and economic history 2018
 Carlo Alberto Medal: Awarded biennially to an outstanding Italian economist under the age of 40; 2011
 IZA Young Labor Economist Award for “Social Preferences and the Response to Incentives: Evidence from Personnel Data” with Imran Rasul and Iwan Barankay. Quarterly Journal of Economics; 2007
 American Economic Review “Excellence in Refereeing” 2009, 2011, 2012, 2014

Selected Talks

Masterclass, Royal Economic Society 2025
 Simon Kuznet Lecture, Yale, March 2025
 Presidential address, European Economic Association 2022
 Griliches lectures, The Econometric Society 2020

other positions

Econometrica: co-Editor 2019-2023
 European Economic Association: president 2022
 International Growth Centre: Member of the Board.
 Fellow: British Academy; Econometric Society; Centre for Economic Policy Research (CEPR); Bureau for the Analysis of Economic Development (BREAD); IZA; CESifo; Innovation for poverty action (IPA); JPAL Europe; European Development Research Network (EUDN) .

graduate students first placement

1. Gabriel Leite Mariante, AP CEMFI
2. Gabriela Deschamps, AP, Gotenburg
3. Philipp Barteska, PostDoc HKS, AP HKU

4. Gaia Dossi, PostDoc UCL, AP Centro Einaudi
5. Veronica Salazar- Restrepo, AP IIIES Stockholm
6. Maria Ventura, AP, Department of Economics, University of Edinburgh
7. Takafumi Kawakubo, Assistant Professor, Osaka University
8. Virginia Minni, Assistant Professor, Booth GSB, University of Chicago
9. Anna Vitali, Assistant Professor, Department of Economics NYU
10. Amanda Dahlstrand, Assistant Professor, University of Zurich
11. Martina Zanella, Assistant Professor, Trinity College Dublin
12. Yusuke Kuroishi, Hitoshubashi University
13. Celine Zipfel, Assistant Professor, Stockholm School of Economics
14. Antonella Bancalari, Assistant Professor, University of St. Andrews
15. Alexia Delfino, Assistant Professor, Universita' Bocconi
16. Jay Lee, Assistant Professor, Stockholm University
17. Niclas Moneke, Assistant Professor, University of Oxford
18. Shan Aman Rana, Assistant Professor, Department of Economics, UVA
19. Clare Balboni, 3M Assistant Professor, Department of Economics MIT
20. Roberto Sormani, Young Professional Program, World Bank
21. Torsten Walter, Assistant Professor, NYU Abu Dhabi
22. Florian Blum, Young Professional Program, World Bank
23. Nicola Limodio, Assistant Professor, Universita' Bocconi
24. Guo Xu, Assistant Professor, Haas, UC Berkeley
25. Anders Jensen, Assistant Professor, Kennedy School of Government, Harvard University
26. Giulia Zane, Post Doctoral Fellow, Department of Economics, Harvard University
27. Erika Deserranno, Assistant Professor, Kellogg MEDS, Northwestern University
28. Laura Derksen, Assistant Professor, Rotman School of Management, University of Toronto
29. Erina Ytsma, Post Doctoral Fellow, Sloan School of Management, MIT
30. Michael Best, Post Doctoral Fellow, Stanford SIEPR
31. Anett Hoffman, Assistant Professor, CREST, Paris
32. Daniel Metzger, Assistant Professor, Stockholm School of Economics
33. Yanhui Wu, Assistant Professor, USC
34. Selim Gulesci, Assistant Professor, Universita' Bocconi

35. Prakarsh Singh, Assistant Professor, Umass Amherst
36. Sanchari Roy, Post Doctoral Fellow, University of Warwick.
37. Stefanie Sieber, Young Professional Program, World Bank
38. Sonia Goncalves, King's College
39. Jin Wang, Hong Kong University of Science and Technology, Hong Kong
40. Ameet Morjaria, Post Doctoral Fellow, Kennedy School of Government and Harvard Academy Junior Scholar, Weatherhead Centre for International Affairs, Harvard University
41. Kumar Aniket, New Hall & Trinity College, University of Cambridge, Cambridge, UK
42. Irma Clots-Figueras, Universidad Carlos III, Madrid, Spain