

## Muhammad Yasir Khan

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EDUCATION	UNIVERSITY OF CALIFORNIA, BERKELEY - HAAS SCHOOL OF BUSINESS Ph.D in Business and Public Policy	exp-2021
	Primary Fields: Applied Microeconomics, Development Economics, Personnel Economics Secondary Fields: Behavioral Economics, Political Economy, Health Economics	
	COMMITTEE	
	<u>Professor Ernesto Dal Bó</u> +1-510-643-1606 <a href="mailto:edalbo@berkeley.edu">edalbo@berkeley.edu</a> Haas School of Business	<u>Professor Frederico Finan</u> +1-510-642-7284 <a href="mailto:ffinan@berkeley.edu">ffinan@berkeley.edu</a> Haas School of Business
		<u>Professor Edward Miguel</u> +1-510-642-4361 <a href="mailto:emiguel@berkeley.edu">emiguel@berkeley.edu</a> Department of Economics
	<u>Professor Noam Yuchtman</u> +44-020-7955-1262 <a href="mailto:n.yuchtman@lse.ac.uk">n.yuchtman@lse.ac.uk</a> London School of Economics	
	COLUMBIA UNIVERSITY – NATIONAL UNIVERSITY OF SINGAPORE Dual Degree MPA – MPP	2009
	LAHORE UNIVERSITY OF MANAGEMENT SCIENCES (LUMS) B.Sc. (honors) in Economics	2007
JOB MARKET PAPER	<b>“Mission Motivation and Public Sector Performance: Experimental Evidence from Pakistan”</b> <a href="#">[Updated Version Here]</a> This paper studies how an organization’s mission affects the performance of workers. I implement a field experiment in partnership with the Department of Health in Pakistan, where I randomly emphasize the public health mission to community health workers, provide performance-linked financial incentives, or do both. The mission treatment improves worker performance across incentivized (home visits) and non-incentivized tasks, while financial incentives improve performance only on incentivized task. Financial incentives also become less effective at increasing home visits when combined with the mission treatment. Finally, the mission treatment improves downstream child health outcomes—there is lower prevalence of diarrhea and higher vaccination rates. These results highlight that promoting an organization’s mission can be a powerful motivator for public workers, especially in weakly institutionalized environments.	
PUBLICATIONS	<b>“Data and Policy Decisions: Experimental Evidence from Pakistan”</b> , with Michael Callen, Saad Gulzar, Ali Hasanain and Arman Rezaee, <i>Journal of Development Economics</i> (2020)	
WORKING PAPERS	<b>“Using Preference Estimates to Customize Incentives: An Application to Polio Vaccination Drives in Pakistan”</b> , with James Andreoni, Michael Callen, Karrar Hussain and Charles Sprenger ( <i>Revise &amp; Resubmit at the Journal of European Economic Association</i> ) <b>“Social Motivations, Political Candidacy, and Performance: Experimental Evidence from Pakistan”</b> , with Saad Gulzar <b>“Norms, Beliefs, and Networks: Descriptive Findings on Women’s Political Participation in Pakistan”</b> , with Saad Gulzar and Luke Sonnet <b>“The Political Economy of Public Employee Absence: Experimental Evidence from Pakistan</b> , with Michael Callen, Ali Hasanain and Saad Gulzar, NBER Working Paper No. 22340	

	<b>“Personalities and Public Sector Performance: Experimental Evidence from Pakistan</b> , with Arman Rezaee, Michael Callen, Ali Hasanain, and Saad Gulzar, NBER Working Paper 21180	
	<b>“No bulls: Experimental evidence on the impact of veterinarian ratings in Pakistan</b> , with Arman Rezaee and Ali Hasanain, Working Paper	
WORK IN PROGRESS	<b>“Social Spillovers and the Gender Gap in Political Participation in Pakistan”</b> , with Saad Gulzar, and Luke Sonnet (baseline completed)	
	<b>“Teamwork in Public Sector: Evidence from Police in Pakistan”</b> , with Zain Chaudhry, and Karrar Hussain (fundraising stage)	
TEACHING	Graduate Student Instructor, <i>Economics for Business Decisions (Microeconomics)</i> , MBA Core 2019	
EXPERIENCE	Graduate Student Instructor, <i>Ethics and Responsible Leadership</i> , MBA Core	2018
	Instructor, <i>Corporate Social Responsibility</i> , Summer Academy	2018
	Reader, <i>Strategic Leadership (Strategy)</i> , MBA Core	2017
	Instructor, <i>Advance Evaluation Methodologies</i> , CERP-CLEAR WB	2014
FELLOWSHIPS AND GRANTS	IRLE Fellowship (\$15,000), Sasakawa Fellowship (\$50,000) & Oliver Williamson Fund (\$4,000)	2020
	CEGA Development Economics Grant (\$15,000) & Weiss Family Fund (\$15,800)	2019
	International Growth Centre (£20,000) & Institute for Business Innovation (\$10,000)	2018
	International Growth Centre (£15,272) & JPAL Governance Initiative (\$94,796)	2018
	International Growth Centre Grant (£66,000) & JPAL Governance Initiative (\$ 50,000)	2015
WORK EXPERIENCE	INTERNATIONAL GROWTH CENTRE (IGC)	
	Country Economist	2011 - 2015
	AGA KHAN FOUNDATION	
	Research Officer	2010 - 2011
	CROWN AGENTS	
	Consultant	2010
OTHER	Languages: English (fluent), Pashto (native), Urdu (fluent) Nationality: Pakistani Analytical Softwares: Stata, R	