

## 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: Development Economics, Applied Microeconomics Secondary Fields: Personnel Economics, Political Economy
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 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	<u>Professor Edward Miguel</u> +1-510-642-4361 <a href="mailto:emiguel@berkeley.edu">emiguel@berkeley.edu</a> Department 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>“Does Mission Matter? Experimental Evidence from Public Health Workers in Pakistan”</b> <a href="#">[Updated Version Here]</a> This paper studies how emphasizing the organizational mission affects public sector performance. In partnership with the Department of Health in Pakistan, we implement a field experiment emphasizing the mission to community health workers. The mission treatment motivates workers to improve performance on multiple metrics– including home visits, antenatal checks, tuberculosis screening, and organizing vaccination camps. In comparison, financial incentives improve performance only on the incentivized tasks (home visits). The difference in multitasking leads to crowding-out of performance on home visits when the two treatments are combined. Importantly, mission treatment also results in improved health outcomes of the children – including the incidence of diarrhea, vaccination, and mortality rates. These results highlight that promoting the 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>“Social Motivations, Political Candidacy, and Performance: Experimental Evidence from Pakistan”</b> , with Saad Gulzar, <i>Under review</i> <b>“Norms, Beliefs, and Networks: Descriptive Findings on Women’s Political Participation in Pakistan”</b> , with Saad Gulzar and Luke Sonnet, <i>Under review</i> <b>“Using Preference Parameter Estimates to Optimize Public Sector Wage Contracts: A field study in Pakistan”</b> , with James Andreoni, Michael Callen, Karrar Hussain and Charles Sprenger, NBER Working Paper No. 22019 <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	

**“Personalities and Public Sector Performance: Experimental Evidence from Pakistan**, with Arman Rezaee, Michael Callen, Ali Hasanain, and Saad Gulzar, NBER Working Paper No. 21180

**“Coordinating Farmers with Cell Phones: Technology Innovation in Livestock Extension in Pakistan**, with Arman Rezaee and Ali Hasanain, Working Paper

WORK IN PROGRESS **“Social Spillovers and the Gender Gap in Political Participation in Pakistan”**, with Saad Gulzar, and Luke Sonnet (baseline completed)

**“Teamwork in Public Sector: Evidence from Police in Pakistan”**, 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

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, Python (beginner)