

July 2015

## **ORIANA BANDIERA**

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### **PERSONAL INFORMATION**

Date of birth: August 26, 1971  
Citizenship: Italian  
Family status: married, two children

### **PRINCIPAL CURRENT POSITIONS**

London School of Economics: Professor of Economics  
STICERD, LSE: Director  
International Growth Centre: Co-Director, State Capabilities Programme.  
CEPR: Co-Director, Development Research Programme.

### **PROFESSIONAL ACTIVITIES**

#### Fellowships

British Academy  
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).

#### Journals and other Boards

Co-Editor, Journal of Labor Economics  
Co-Editor, *Economica*  
Member of Council: European Economic Association, Royal Economic Society  
Board of Editors: Journal of Economic Literature, Journal of Development Economics, Economic Journal, *Economica*, Journal of the European Economic Association

### **EDUCATION**

PhD in Economics, Boston College, 2000  
BSc and MSc in Economics, Università Bocconi, 1993 and 1994

### **PUBLISHED PAPERS**

- “No margin, no mission? a field experiment on incentives for public service delivery.” with Nava Ashraf and Kelsey Jack, *Journal of Public Economics* forthcoming

- “Matching Firms, Managers and Incentives” with Lugi Guiso, Andrea Prat and Raffaella Sadun CEPR Discussion Paper 7207 *Journal of Labor Economics* forthcoming
- “Awards Unbundled: Evidence from a Natural Field Experiment.” With Ashraf, Nava and Scott S. Lee. *Journal of Economic Behavior & Organization* (forthcoming).
- “The Making of Modern America: Migratory Flows in the Age of Mass Migration,” with Imran Rasul and Martina Viarengo, *Journal of Development Economics* 2013
- “Team Incentives: Evidence from a Field Experiment.” with Iwan Barankay and Imran Rasul *Journal of the European Economic Association* 2013
- “Field Experiments with Firms” with Iwan Barankay and Imran Rasul *Journal of Economic Perspectives* 2011
- “The Diminishing Effect of Democracy in Diverse Societies” with Gilat Levy forthcoming, *Journal of Public Economics* 2011
- “Social Incentives in the Workplace” with Iwan Barankay and Imran Rasul *Review of Economic Studies* 2010
- “Intentions to Participate in Adolescent Training Programs: Evidence from Uganda” with Robin Burgess, Markus Goldstein, Selim Gulesci, Imran Rasul and Munshi Sulaiman *Journal of the European Economic Association* 2010
- “The Heterogeneous Effect of Class Size: New Evidence from a Panel of University Students” with Valentino Larcinese and Imran Rasul *Economic Journal*
- “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

### **SELECTED WORK IN PROGRESS**

- “Nation-Building Through Compulsory Schooling During the Age of Mass Migration” with Imran Rasul, Myra Mohnen and Martina Viarengo
- “Do-gooders and go-getters: career incentives, selection, and performance in public service delivery” with Nava Ashraf and Scott Lee,
- “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,
- “Managing the Family Firm: Evidence from CEOs at Work”, with Andrea Prat & Raffaella Sadun.
- “Can Basic Entrepreneurship Transform the Lives of the Poor?” with Robin Burgess, Narayan Das, Selim Gulesci, Imran Rasul and Munshi Sulaiman.

### **SELECTED AWARDS**

*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 GRANTS**

2015: World Bank Grant (\$250,000) PPAF-CERP Project on In Kind versus Asset Transfers, Pakistan; J-PAL Post Primary Education and Youth Initiatives Grant (\$150,000): Empowering Adolescent Girls: Evidence from a Randomized Control Trial in Sierra Leone

2014: International Growth Centre (\$124,182) and USAID DIV (\$391,748): “Recruiting and Motivating Community Health Workers”

GLM/LIC Grant (GBP157,000): Asymmetric Information on the Skills of Workers and Matching in the Labor Market: Evidence from Uganda

2012: J-PAL Governance Initiative (\$113,000) and USAID-DIV (\$99,032): “Recruiting and Motivating Community Health Workers: National Field Experiment in Zambia” ; PEDL-IZA-DFID Grant (GBP348,600): Easing Constraints for Small Firm Expansion in Uganda

International Growth Center (GBP38,500): Mapping Informal and Formal Providers on the Supply Side of the Livestock Market: Evidence from the Punjab Economic Opportunities Programme (PEOP), Pakistan

ATAI (\$233,858): Women Farmers and Barriers to Technology Adoption: A Randomized Evaluation of BRAC's Extension Program in Rural Uganda:

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BRAC, Mastercard Foundation and anonymous donors (\$1mn): Expansion of Small Firms and Job Creation for the Youth in Uganda, Uganda

2011 International Growth Centre (\$371,000): "Selection and Compensation of Community Health Workers in Zambia"

2010 3ie (\$99,886): "No Margin, No Mission? A Field Experiment on the Role of Incentives in the Distribution of Public Goods";

2008 British Academy Research Development Award: The Making of Modern America: Characteristics and Outcomes of Migrants to the United States 1892-1924

Gender Action Plan (GAP), World Bank: Human Capital, Financial Capital, and the Economic Empowerment of Female Adolescents: Evidence from a Randomized Intervention

2007 ESRC RES-000-22-1859: Social Connections, Sorting and the Productivity of Teams: Evidence from Combined Personnel and Survey Data

2005 ESRC RES-000-22-0785: Incentives, Social Preferences and Workers Productivity: New Empirical Evidence

2003 RES Small Grant and STICERD Grant: Incentives and Performance

### **SELECTED CONFERENCES ORGANIZATION**

Co-organizer (with Henrik Kleven), CEPR Public Policy Symposium, joint with IGC State Capabilities Programme Meeting, STICERD, 2015

Co-organizer (with Robin Burgess, Chang-Tai Hsieh and Gerard Padro), BREAD/CEPR/PODER Development Conference, STICERD September 2014

Member of the Scientific Committee, CEPR Workshop on Incentives, Management And Organization September 2014

Panel Chair, Royal Economic Society Annual Conference 2014

Co-organizer (with Andrea Prat) CEPR Workshop on Incentives, Management And Organization, STICERD 2013

Co-organizer (with Henrik Kleven, Thomas Piketty and Emmanuel Saez), CEPR Public Policy Symposium, joint with IGC State Capabilities Programme Meeting, STICERD, 2010 and 2012

Co-organizer (with Tim Besley), AMID/BREAD/CEPR Development Conference, STICERD September, 2009

### **PREVIOUS ACADEMIC APPOINTMENTS**

LSE Department of Economics. August 2007-July 2010: Reader in Economics

LSE Department of Economics. September 1999-July 2007: Lecturer in Economics

Northwestern University, Department of Economics and CSIO. March-May 2007: Visiting Assistant Professor.

IIES, Stockholm. March 2006: Visiting Assistant Professor

Yale University, Department of Economics. April 2005: Visiting Assistant Professor

Universita' Bocconi, Milan. March 2005: Visiting Assistant Professor

IIES, Stockholm. April 2004: Visiting Assistant Professor

New York University, Department of Economics. January-March 2004: Visiting Assistant Professor

University of Chicago, GSB January-March 2003: Visiting Assistant Professor

LSE Summer School. August 2000-present: Lecturer- Principles of Microeconomics.

## REFEREE

American Economic Review, Quarterly Journal of Economics, Journal of Political Economy, Econometrica, Journal of Economic Literature, Review of Economic Studies, Journal of Labor Economics, Journal of Public Economics, Journal of Development Economics, Journal of the European Economic Association, Economic Journal, Journal of Law, Economics and Organization, Journal of African Economies, NSF, ESRC, Economic Development and Cultural Change

## SELECTED CONFERENCES AND SEMINARS PRESENTATIONS

2015: Keynote (Pareto Lecture) Annual Meeting of the Association of Southern European Economic Theorists, Granada; Keynote Annual Meeting of the German Economic Association (Verein fuer Socialpolitik), Muenster; Keynote, Trinity IMPact Evaluation unit launch, , Dublin; Keynote, Australasian Development Economics Workshop, , Melbourne; Winter Meeting of the Econometric Society, Boston MA (plenary session); Stanford; Erasmus Rotterdam, CSAE Oxford

2014: EUI Max Weber Lecture, EALE Lubjana (keynote); Berkeley Conference on Political Economy and Governance; Harvard Business School; What Can Institutional Economists Learn from Laboratory and Field Experiments? Lund (keynote); Warwick; Graduate Institute Geneva; Aarhus.

2013: NBER Summer Institute, EEA Invited Session Gothenburg, Workshop on Personnel Economics, Tokyo; Keynote BeeLab, Florence; Michigan, Columbia, BREAD, PSE, Helsinki, Sussex, Istanbul Koc, IZA

2011: LSE Ideaslab, World Economic Forum, Davos; NYU, Harris School of Public Policy University of Chicago, University College London, London Business School, University of East Anglia, University of Reading

2010: Employment Seminar, National Insititute for Economic and Social Research; Applied Microeconomics Seminar, Duke University; Economics Seminar, University of Sussex; Microeconomics Seminar, Pompeu Fabra, Barcelona; Keynote Address, Italian Meeting of Labour Economics, Padova, Italy; Invited Session, Brazilian Econometric Society.

2009: Labor Seminar, IZA Bonn; Organizations Seminar, Columbia University.

2008: Labor Seminar, Department of Economics Oxford; Labor Seminar, Tinbergen Institute, Amsterdam; Development Seminar, PSE; Development Seminar Toulouse.

2007: American Economic Association Conference, Chicago; Princeton University, Department of Economics; Stanford University, Graduate School of Business; Boston College, Department of Economics, NBER Political Economy Meetings; NBER Summer Institute Personnel and Labor Studies Workshop; Northwestern University, Department of Economics and Kellogg Business School, Pompeu Fabra, Department of Economics; Universitat Autònoma Barcelona, Department of Economics; Oxford University, Centre for the Study of African Economies

2006: CERGE-EI Prague; CESifo Venice Summer Institute, Conference on the Microeconomics of Institutions; Venice University, Department of Economics; Torino University, Department of Economics, University of Bristol, Networks in Industry Workshop; University of Leicester, Department of Economics; Erasmus University, Rotterdam; University College London, Lab and Field Experiment Conference; Institute for International Economic Studies, Stockholm; Stockholm School of Economics, Department of Economics; Utah Winter Business Economics Conference, Salt Lake City

2005: WBZ Berlin Department of Economics; Yale University, Department of Economics; Bocconi University, Department of Economics; University College London, Lab and Field Experiment

Conference; European University Institute, Florence , Department of Economics; University of Kent, Department of Economics

2004: CEPR Public Policy Symposium, Stockholm; IIES Institute for International Economic Studies, Stockholm; Georgetown University, Department of Economics, Washington DC; Columbia University, Department of Economics; New York University, Department of Economics,

2003: University of Essex, ISER; University of California Berkeley, Department of Economics; Stanford University, Department of Economics; Boston University, Department of Economics; Boston College, Department of Economics; University of Toronto, Department of Economics, University of California Los Angeles, Department of Economics; University of Southampton, Department of Economics; Oxford University, Centre for the Study of African Economies

2002: Bocconi University, Department of Economics; Oxford University, Department of Sociology; CEPR Public Policy Symposium, La Coruna; New York University, Department of Economics; World Bank, Research Division; Royal Holloway, Department of Economics; DELTA, Paris.

### **GRADUATE STUDENTS PLACEMENT**

- Erika Deserranno, Assistant Professor, Kellogg MEDS, Northwestern University
- Laura Derksen, Assistant Professor, Rotman School of Management, University of Toronto
- Erina Ytsma, Post Doctoral Fellow, Sloan School of Management, MIT
- Michael Best, Post Doctoral Fellow, Stanford SIEPR
- Anett Hoffman, Assistant Professor, CREST, Paris
- Daniel Metzger, Assistant Professor, Stockholm School of Economics
- Yanhui Wu, Assistant Professor, USC
- Selim Gulesci, Assistant Professor, Universita' Bocconi
- Prakarsh Singh, Assistant Professor, Umass Amherst
- Sanchari Roy, Post Doctoral Fellow, University of Warwick.
- Stefanie Sieber, Young Professional Program, World Bank
- Sonia Goncalves, King's College
- Jin Wang, Hong Kong University of Science and Technology, Hong Kong
- Ameet Morjaria, Post Doctoral Fellow, Kennedy School of Government and Harvard Academy Junior Scholar, Weatherhead Centre for International Affairs, Harvard University, Cambridge, Mass, USA
- Kumar Aniket, New Hall & Trinity College, University of Cambridge, Cambridge, UK
- Irma Clots-Figueras, Universidad Carlos III, Madrid, Spain