

Department of Economics
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GAUTAM RAO

<https://gautam-rao.com/>

EMPLOYMENT

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| Associate Professor of Economics (without tenure), Harvard University | 2019-present |
| Assistant Professor of Economics, Harvard University | 2015-2019 |
| Visiting Assistant Professor of Economics, MIT | 2017-18 |
| Faculty Affiliate, Harvard Medical School (Division of Sleep Medicine) | 2018-present |
| Faculty Research Fellow, National Bureau of Economic Research (NBER) | 2015-present |
| Faculty Affiliate, The Abdul Latif Jameel Poverty Action Lab (JPAL) | 2015-present |
| Postdoctoral Research Fellow, Microsoft Research New England | 2014-15 |

EDUCATION

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| Ph.D. in Economics, University of California, Berkeley | 2014 |
| M.S. in Environmental Policy, University of Michigan, Ann Arbor | 2008 |
| B.E. in Electronics Engineering, University of Delhi | 2006 |

RESEARCH INTERESTS

Primary

Development Economics
Psychology and Economics

Secondary

Health Economics
Political Economics

PUBLICATIONS

- [1] “[The Importance of Being Marginal: Gender Differences in Social Preferences](#)”
with Stefano DellaVigna, John List and Ulrike Malmendier
(*American Economic Review, Papers and Proceedings*, May 2013)
- [2] “[Voting to Tell Others](#)”
with Stefano DellaVigna, John List and Ulrike Malmendier.
(*Review of Economic Studies*, January 2017)
- [3] “[Status Goods: Experimental Evidence from Platinum Credit Cards in Indonesia](#)”
with Leonardo Bursztyn, Bruno Ferman, Stefano Fiorin, and Martin Kanz.
(*Quarterly Journal of Economics*, August 2018)
- [4] “[Familiarity Does *Not* Breed Contempt: Generosity, Discrimination and Diversity in Delhi Schools](#)”
(*American Economic Review*, 2019)
Winner of the 2016 CESifo Award for Best Paper in Behavioral Economics
- [5] “[Behavioral Development Economics](#)”
with Michael Kremer and Frank Schilbach
(*Handbook of Behavioral Economics*, 2019)
- [6] “[Poverty, Depression and Anxiety: Causal Evidence and Mechanisms](#)”
with Matthew Ridley, Frank Schilbach and Vikram Patel
(*Science*, December 2020)

- [7] “[How Research Affects Policy: Experimental Evidence from 2,150 Brazilian Municipalities](#)”
with Jonas Hjort, Diana Moreira and Juan Francisco Santini
(*American Economic Review*, May 2021)
- [8] “[The Economic Consequences of Increasing Sleep Among the Urban Poor](#)”
with Frank Schilbach, Heather Schofield, Mattie Toma and Pedro Tepedino
(*Quarterly Journal of Economics*, August 2021)
- [9] “[Self-Control and Demand for Preventive Care: Evidence from Hypertension in India](#)”
with Liang Bai, Benjamin Handel and Edward Miguel
(*Review of Economics and Statistics*, December 2021)
- [10] “[Estimating Social Preferences and Gift Exchange at Work](#)”
with Stefano Della Vigna, John List and Ulrike Malmendier
(*American Economic Review*, March 2022)

SELECTED WORKING PAPERS AND WORK IN PROGRESS

- [11] “[Failing to Learn from Others](#)”
with John Conlon, Malavika Mani, Frank Schilbach and Matthew Ridley
(Revise & Resubmit, 2nd Round, *Econometrica*)
- [12] “[The Endowment Effect and Collateralized Loans](#)”
with Kevin Carney, Michael Kremer and Xinyue Lin
(Revise & Resubmit, *Econometrica*)
- [13] “[Learning in the Household](#)”
with John Conlon, Malavika Mani, Frank Schilbach and Matthew Ridley
- [14] “[The Long-Run Effects of Psychotherapy on Depression, Beliefs, and Economic Outcomes](#)”
with B. Bhat, Jon de Quidt, Johannes Haushofer, Vikram Patel, Frank Schilbach and Pierre-Luc Vautrey
(*Submitted*)
- [15] “The Long-Run Effects of Corporal Punishment in Schools”
with Maria Petrova and Brian Wheaton
(work in progress)

OTHER PEER-REVIEWED PUBLICATIONS

- [16] “[Informing policy through field experiments on sleep around the world](#)”
with Heather Schofield, Frank Schilbach, Mattie Toma and Susan Redline
(*Science*, October 2021)
Note: This is a peer-reviewed “policy perspectives” article.
- [17] “Interactions between Organizations and Networks in Common-Pool Resource Governance”
with Arun Agrawal, Dan Brown, Rick Riolo, Derek Robinson and Michael Bommarito II.
Environmental Science & Policy, January 2013.
Note: The work for this paper was done while I was a master’s student in environment policy.

SELECTED AWARDS & HONORS

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| Everett I. Mendelsohn Award for Excellence in Mentorship, Harvard University | 2023 |
| CESifo Distinguished Affiliate Award in Behavioral Economics | 2016 |
| Norman Buchanan Prize for Best Dissertation in 4 Years, UC Berkeley | 2016 |
| Kavli Foundations of Science Junior Fellow, National Academy of Sciences | 2015 |
| Review of Economic Studies (REStud) Tour Participant | 2014 |
| Journal of Development Economics Award for Best Dissertation in Economics, UC Berkeley | 2014 |

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| Spencer Foundation / National Academy of Education Dissertation Fellowship | 2011 |
| Center for Equitable Growth Graduate Dissertation Fellowship | 2012-13 |
| Program in Psychological Economics Fellowship, UC Berkeley | 2013 |
| Outstanding Graduate Student Instructor Award, UC Berkeley | 2011 |
| National Merit Scholar (top 0.1% of India in Mathematics, Physics and Computer Science) | 2001 |

SELECTED RESEARCH GRANTS

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| MRR Grant (\$600,000) | 2020 |
| Lemann Foundation Brazil Research Grant (\$102,000) | 2018 |
| Weiss Foundation Development Research Grant (\$75,000) | 2018 |
| Foundations of Human Behavior Grant, Harvard University (\$40,000) | 2018 |
| Mind Brain and Behavior Initiative, Harvard (\$50,000) | 2017 |
| Govt. of Tamil Nadu, India – JPAL Partnership (\$600,000) | 2017 |
| Weiss Foundation Development Research Grant (\$75,000) | 2017 |
| PEDL Exploratory Grant (\$43,000) | 2016 |
| Lemann Foundation Brazil Research Grant (\$125,000) | 2016 |
| Weiss Foundation Development Research Grant (\$75,000) | 2016 |
| Mind Brain and Behavior Grant, Harvard University (\$50,000) | 2016 |
| JPAL-North America Pilot Grant (\$50,000) | 2015 |
| Foundations of Human Behavior Grant, Harvard University (\$40,000) | 2014 |
| Weiss Foundation Development Research Grant (\$63,000) | 2014 |
| USAID DIV, with Edward Miguel and Benjamin Handel PIs, USAID (\$1,000,000, declined) | 2013 |
| Center for Equitable Growth Research Grant (\$10,000) | 2012-13 |
| ATAI Pilot Grant (with Dean Karlan PI), Gates Foundation (\$25,000) | 2010 |

PROFESSIONAL ACTIVITIES

Associate Editor, *Journal of Political Economy* 2018- 2020

Selected Invited Seminar Talks (including job talks): Harvard Economics, Harvard Business School (NOM), MIT, Boston University, Microsoft Research, U Michigan, Princeton, Chicago Economics, Chicago Booth School of Business, Yale SoM, Yale Economics, Northwestern, Stanford Economics, Stanford GSB, Berkeley Haas, Columbia, Duke, Cornell, Toronto, World Bank, Stockholm University, Bocconi, UCL, Warwick, U Conn, CEU Budapest, UPF Barcelona, Wharton, Zurich, LSE, Tufts, University of Illinois, UC Davis, UC Santa Barbara, USC, UCLA.

Invited Referee for the National Science Foundation, *American Economic Review*, *Econometrica*, *Journal of Political Economy*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *Journal of Public Economics*, *Journal of Economic Literature*, *Journal of the European Economic Association*, *World Bank Economic Review*, *Journal of Comparative Economics*, *Economics of Education Review*, *Science*, *Proceedings of the National Academy of Sciences*.

Participant in Review of Economic Studies (REStud) Tour of Europe, 2014. Talks at University of Cambridge, UK; INSEAD, France and Collegio Carlo Alberto, Turin, Italy.

Participant, Russell Sage Foundation Summer Institute in Behavioral Economics, Trento, Italy, July 2010

TEACHING EXPERIENCE

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| MIT 14.160: Behavioral Economics (PhD), co-taught with Frank Schilbach | 2017 |
| EC 2338: Behavioral Development Economics (PhD) | 2016 onwards |
| EC 980EE: Behavioral Economics Applications to Poverty and Development (Junior Seminar) | 2017 onwards |
| PSY 2112: Field Experiments in Psychology and Economics (PhD), co-taught with Liz Spelke | 2020 |

ADVISING

In 2023, I received the Everett I. Mendelsohn Award for Excellence in Mentorship at Harvard University.

Graduated PhD Students (Year of graduation, First placement):

Guilherme Lichand (2016, University of Zurich)
Marc Kauffman (2017, Central European University)
Diana Moreira (2017, UC Davis)
Sarika Gupta (2018, World Bank)
Elizabeth Santorella (2018, QuantCo)
Sungoh Kwon (2018, Korea Institute of Public Finance)
Talia Gillis (2020, Columbia University)
Moya Chin (2020, IMF)
*M.R. Sharan (2020, University of Maryland)
Asad Liaqat (2020, Facebook)
*Brian Wheaton (2021, UCLA Anderson)
Felipe Jordan (2021, PUC Chile)
*Mattie Toma (2022, Warwick Business School)
*Kevin Carney (2022, University of Michigan)
Riako Granzier-Nakajima (2022, Uber)
*Arielle Bernhardt (2023, NYU)
*Awa Ambra Seck (2023, Harvard Business School)
Sagar Saxena (2023, Wharton)
John Conlon (2023, CMU)
* indicates dissertation committee chair or co-chair

PhD program placements of undergraduate students and RAs

Xinyue Lin (Harvard)
Yihong Huang (Harvard)
Parijat Lal (Columbia)
Advait Rajagopalan (Wharton)
João Pugliese (Stanford)
Gabriel Jardanovski (Northwestern)
Vivian Aluoch (UCSD)
Vinicius Schuabb (Bocconi)
Teresita Cruz Vital (UC Berkeley)
Ziqing Yan (Yale)
Jiemin Xu (U Wisconsin)
Myles Ellis (Brown)
Anahita Karandikar (UBC)
Camille Falezan (MIT)
Abigail Joseph (MIT)

Master's program placements of undergraduate students and RAs

Jane Marlen von Rabenau (Harvard Kennedy School)

Sangeetha Ramanathan (Columbia SIPA)

Dillon Bowen (Oxford MSc)

Siddhant Gokhale (Harvard Kennedy School)

PERSONAL INFORMATION

Affiliations: American Economic Association, National Bureau of Economic Research, Jameel Poverty Action Lab (J-PAL), The Bureau for Research and Economic Analysis of Development (BREAD)

Languages: English (fluent), Hindi (fluent), Punjabi (working)

Citizenship: India (US Permanent Resident)

Updated: March 2023