



H A R V A R D | B U S I N E S S | S C H O O L

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EDUCATION

- 2005 Ph.D., Economics, Massachusetts Institute of Technology
- 1998 A.B., *magna cum laude*, Economics and German Literature, Cornell University

EMPLOYMENT

Harvard Business School

- 7/1/05 – 6/30/10 Assistant Professor of Graduate Business Administration
- 7/1/10 – Associate Professor of Graduate Business Administration
- 1998-2000 Assistant Economist, Federal Reserve Bank of New York, New York, NY

PUBLICATIONS

Publications in Journals

- With A. Healy and E. Werker, “Do Voters Demand Responsive Governments? Evidence from Indian Disaster Relief,” *Journal of Development Economics*, lead article, March 2012).
- With T. Sampson and B. Zia, “Prices or Knowledge: What Drives Demand for Financial Services in Emerging Markets,” *Journal of Finance* (December 2011)
- With S. Gaurav and J. Tobacman, “Marketing Complex Financial Products in Emerging Markets: Evidence from Rainfall Insurance in India,” *Journal of Marketing Research* (November 2011)

With B. Kirwan “Between the Corporation and the Household: Commodity Prices, Risk-Management, and Agricultural Production in the United States,” *American Journal of Agricultural Economics*, December 2009.

“Financial Development, Bank Ownership, and Growth. Or, Does Quantity Imply Quality?” *Review of Economics and Statistics* (February 2009).

“Fixing Market Failures or Fixing Elections? Elections, Banks, and Agricultural Lending in India,” *American Economic Journal: Applied Economics* (January 2009).

Review of ‘Building Inclusive Financial Systems: A Framework for Financial Access,’ and ‘Finance for All? Policies and Pitfalls in Expanding Access,’ *Journal of Economic Literature*, 2008.

With A. Banerjee, E. Duflo, and L. Linden “Remedying Education: Evidence from Two Randomized Experiments in India,” *Quarterly Journal of Economics*, August 2007.

“Capitalism and Freedom: Slavery and Manumission in Louisiana, 1725-1820,” *Journal of Economic History*, December 2005.

Other Publications

With N. Tran, “Evidence from the Firm: A New Approach to Understanding Corruption,” *International Handbook on the Economics of Corruption, Volume II*, Elgar.London, United Kingdom.

With J. Thompson and P. Tufano “Where Does it Go? Spending by the Financially Constrained,” in *Borrowing to Live: Consumer and Mortgage Revisited*, Brookings Institution Press, p. 65-91, 2008.

With A. Banerjee and E. Duflo “Banking Reform in India,” in A. Panagariya, B. Bosworth and S. Berry, eds., *India Policy Forum*, Volume 1, Brookings Institution, p. 277-323, 2004.

With A. Banerjee and E. Duflo “Bank Financing in India,” in W. Tseng and D. Cowen, eds., *India’s and China’s Recent Experience with Reform and Growth*, IMF and Palgrave-Macmillan, 2005.

With N. Fernando, “Assessing the Importance of Financial Literacy,” *Asian Development Bank: Finance For the Poor*, September 2008.

Manuscripts

With G.K. Shastry “Smart Money: The Effects of Education on Financial Market Management,” Revise and resubmit, *Review of Financial Studies*.

With F. Carpena, J. Shapiro, B. Zia, “Liability Structure in Small-Scale Finance: Evidence from a Natural Experiment,” resubmitted, *World Bank Economic Review*.

With X. Gine, J. Tobacman, P. Topalova, R. Townsend, and J. Vickery “Barriers to Household Risk Management: Evidence from India,” revise and resubmit, *American Economic Journal: Applied Economics*.

With S. Anagol and S. Sarkar, “Understanding the Incentives of Commissions Motivated Advice: Theory and Evidence from the Indian Life Insurance Market,” under review.

With G.K. Shastri “Is High School the Right Time to Teach Savings Behavior? The Effect of Financial Education and Mathematics Courses on Savings.”

With M. Kanz and L. Klapper, “Rewarding Calculated Risk-Taking: Evidence from a Series of Experiments with Commercial Bank Loan Officers.”

With X. Gine and J. Vickery “How Does Risk Management Influence Production Decisions? Evidence from a Field Experiment”

With S. Hunt and W. Xiong “Information, Expectations, and Agricultural Investment: Evidence from a Field Experiment in India.”

With D. Stein and J. Tobacman, “What is Rainfall Index Insurance Worth? A Comparison of Valuation Techniques.”

Work in Progress

With D. Yanigazawa-Drott, “Limited Attention and Price Expectations”

With S. Anagol, “Debiasing and the Market for Life Insurance”

With N. Fernando, “Technology, Management, and Investment”

With B. Iverson and P. Tufano, “Saving, Borrowing and Gambling: Lottery Linked Accounts”

Course Material

With P. Tufano “BASIX” Harvard Business School Case 207-099 (2007) 15.

“BASIX (TN)” Harvard Business School teaching note 208-017 (2007) 21.

With P. Tufano “BASIX Simulation Model” Harvard Business School Note 207-108 (2007) 4.

With P. Tufano, D. Schneider and D. Collins “First National Bank’s Golden Opportunity”
Harvard Business School Case 208-072 (2007) 20.

“First National Bank’s Golden Opportunity (TN)” Harvard Business School teaching note 209-123 (2009).

With T. Chen “SKS Microfinance” Harvard Business School Case 208-137 (2008) 21.

“SKS Microfinance (TN)” Harvard Business School teaching note 209-132 (2009).

With D. Bergstresser and S. Shenai “UBS and Auction Rate Securities (A)” Harvard Business School Case 209-119 (2009).

With D. Bergstresser and S. Shenai “UBS and Auction Rate Securities (B)” Harvard Business School Case 209-131 (2009).

“UBS and Auction Rate Securities (TN)” Harvard Business School teaching note 209-122 (2009).

With E. Kempner, “BANEX (A)” Harvard Business School Case N9-211-092 (2010) 21.

With E. Kempner, “BANEX (B)” Harvard Business School Case (2010) 4.

With L. Xu, “China Life Insurance,” Harvard Business School Case N9-212-030 (2011) 15

With Y. Saleman “SKS and the Microfinance Crisis,” N9-212-018 (2011) 18

With R. Abdel Samad, M. Berner, and R. Dragusanu, “Social Finance, Inc.” N9-212-055 (2011)
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PROFESSIONAL ACTIVITIES

2000-2006 Telluride Association Board of Custodians, Chair, managed \$50m endowment for a non-profit educational association.

2009-Present Board of Editors, The Journal of Development and Globalization

2009-Present Affiliate, Bureau for Research and Economic Analysis of Development

2007-Present Affiliate, Weatherhead Center for International Affairs

2009-Present Affiliate, Center for Global Development

2010-Present Program Committee, WFA

2010-Present Program Committee, Darden International Finance Conference
2010 Program Committee, “Emerging Markets Finance Conference,” Beijing
2011 External Advisor, Gates Foundation, “Financial Services for the Poor”