

## NAVA ASHRAF

Email: [n.ashraf1@lse.ac.uk](mailto:n.ashraf1@lse.ac.uk)

<http://www.lse.ac.uk/economics/people/facultyPages/NavaAshraf.aspx>

### ACADEMIC POSITIONS

2016 – present	Professor, Department of Economics, London School of Economics (LSE)
2010 – 2016	Associate Professor, Harvard Business School, Negotiation, Organizations and Markets Unit
2005 – 2010	Assistant Professor, Harvard Business School, Negotiation, Organizations and Markets Unit

### PROFESSIONAL AFFILIATIONS

2016 – present	Research Director, Marshall Institute, London School of Economics (LSE)
2016 – present	Fellow, Centre for Economic Policy Research (CEPR)
2016 – present	Co-Director, Psychology and Economics Programme, STICERD (LSE)
2016 – present	Editor, <i>Economica</i>
2016 – present	Founding Associate, Economic Research on Identity, Norms and Narrative (ERINN)
2014 – present	Lead Academic, International Growth Centre program on Zambia (IGC)
2014 – present	Fellow, Bureau for Research and Economic Analysis of Development (BREAD) Previously: Affiliate (2006 - 2014)
2005 – present	Affiliated Professor, M.I.T. Jameel Poverty Action Lab (J-PAL)
2008 – 2016	Faculty Research Fellow (LS), National Bureau of Economic Research (NBER)

### EDUCATION

2005	Ph.D. Economics, Harvard University Dissertation: <i>Essays at the Intersection of Development and Behavioral Economics</i>
2003	M.A., Economics, Harvard University
1998	B.A., High Honors, Economics, International Relations, Stanford University

### PUBLISHED AND FORTHCOMING PAPERS

Ashraf, Nava, Oriana Bandiera, Edward Davenport, and Scott Lee. “Losing Prosociality In The Quest For Talent? Sorting, Selection, And Productivity In The Delivery Of Public Services.” Accepted, *American Economic Review*

Ashraf, Nava, Natalie Bau, Corinne Low and Kathleen McGinn. “Negotiating a Better Future: How Interpersonal Skills Facilitate Inter-Generational Investment.” Accepted, *Quarterly Journal of Economics*

Ashraf, Nava, Natalie Bau, Nathan Nunn and Alessandra Voena. “Bride Price and Female Education.” forthcoming: *Journal of Political Economy*.

Ashraf, Nava and Oriana Bandiera. 2018. “Social Incentives in Organizations.” *Annual Review of*

*Economics* 10: 439-463.

Ashraf, Nava, and Oriana Bandiera. 2017. "Altruistic Capital." *American Economic Review: Papers and Proceedings* 107(5).

Ashraf, Nava, Erica Field, Giudy Rusconi, Alessandra Voena, and Roberta Ziparo. 2017. "Traditional Beliefs and Learning about Maternal Risk in Zambia." *American Economic Review: Papers & Proceedings* 107(5).

Ashraf, Nava, Edward L. Glaeser, and Giacomo A. M. Ponzetto. 2016. "Infrastructure, Incentives, and Institutions." *American Economic Review: Papers & Proceedings* 106(5): 77–82.

Ashraf, Nava, Diego Aycinena, Claudia Martinez A., and Dean Yang. 2015. "Savings in Transnational Households: A Field Experiment among Migrants from El Salvador." *Review of Economics and Statistics* 97, no. 2: 332-351.

Ashraf, Nava, Oriana Bandiera and B. Kelsey Jack. 2014. "No Margin, No Mission? A Field Experiment on Incentives for Public Service Delivery." *Journal of Public Economics* 120: 1-17.

Ashraf, Nava, Erica Field and Jean Lee. 2014. "Household Bargaining and Excess Fertility: An Experimental Study in Zambia." *American Economic Review*, 104(7): 2210-37.

Ashraf, Nava, Oriana Bandiera and Scott Lee. 2014. "Awards Unbundled: Evidence from a Natural Field Experiment." *Journal of Economic Behavior and Organization*, 100: 44-63.

Ashraf, Nava, B. Kelsey Jack and Emir Kamenica. 2013. "Information and Subsidies: Complements or Substitutes?" *Journal of Economic Behavior and Organization*, 88: 133-139.

Ashraf, Nava, James Berry and Jesse M. Shapiro. 2010. "Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia." *American Economic Review*, 100(5): 2383-2413.

Ashraf, Nava, Dean Karlan and Wesley Yin. 2010. "Female Empowerment: Further Evidence From a Commitment Savings Product in the Philippines." *World Development*, 38(3): 333-344.

Ashraf, Nava, Xavier Giné and Dean Karlan. 2009. "Finding Missing Markets: Evidence from an Export Crop Adoption and Marketing Intervention in Kenya." *American Journal of Agricultural Economics*. 91(4): 973-990.

Ashraf, Nava. 2009. "Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines." *American Economic Review*, 99(4): 1245-77.

Ashraf, Nava, Iris Bohnet and Nikita Piankov. 2006. "Decomposing Trust and Trustworthiness." *Experimental Economics*, 9(3): 193-208.

Ashraf, Nava, Dean Karlan and Wesley Yin. 2006. "Tying Odysseus to the Mast: Evidence from a Commitment Savings Product in the Philippines." *The Quarterly Journal of Economics*, 121(2): 635-672.

Ashraf, Nava, Dean Karlan and Wesley Yin. 2006. "Deposit Collectors." *Advances in Economic Analysis & Policy*, 6(2).

Updated October 24, 2019

Ashraf, Nava, Colin F. Camerer and George Lowenstein. 2005. "Adam Smith, Behavioral Economist." *Journal of Economic Perspectives*, 77(3): 131-145.

## **WORKING PAPERS**

Ashraf, Nava, Alexia Delfino, and Edward Glaeser. "Rule of Law and Female Entrepreneurship", NBER Working Paper #26366, September 2019

Ashraf, Nava, Erica Field, Alessandra Voena and Roberta Ziparo. "Maternal Mortality Risk and the Gender Gap in Desired Fertility.", September 2019

Ashraf, Nava, Edward Glaeser Abraham Holland and Bryce Millett Steinberg. "Water, Health and Wealth." Revise and resubmit, *Economica*.

Ashraf, Nava, Marris Buessing, Erica Field, and Jessica Leight. "The Psycho-Social Benefits of Access to Contraception: Experimental Evidence from Zambia." May, 2015.

Ashraf, Nava, Erica Field and Jessica Leight. "Supply is Not Enough: Contraceptive Adoption and Fertility." June, 2014.

## **ONGOING RESEARCH**

Ashraf, Nava, Gharad Bryan, Alexia Delfino, Emily Holmes, Leonardo Iacovone, and Ashley Pople. "Learning to See a World of Opportunity: Entrepreneurship in Colombia."

Ashraf, Nava, Abhijit Banerjee, and Vesall Nourani. "Learning to Learn: Teacher Training to Transform Classrooms, Teachers and Communities in Uganda."

Ashraf, Nava, Oriana Bandiera and Alexia Delfino. "Altruistic Capital: Leveraging the Social Impact of Private Sector Work."

Ashraf, Nava, Oriana Bandiera, Virginia Minni and Luigi Zingales,"Purpose & Productivity: A Cross-National Field Experiment"

Ashraf, Nava, Alexia Delfino, Edward Glaser, and Alessandra Voena. "Gender Transformative Finance for Zambian Women Entrepreneurs."

## **PRACTITIONER ARTICLES & BOOK CHAPTERS**

"Rx: Human Nature. How Behavioral Economics is Promoting Better Health Around the World." 2013. *Harvard Business Review*, 99 (4): 119-125.

Ashraf, Nava, Gunther Fink, and David N. Weil. "Evaluating the Effects of Large Scale Health Interventions in Developing Countries: The Zambian Malaria Initiative." In *NBER African Successes, Volume II*, edited by S. Edwards, S. Johnson, and D. Weil. University of Chicago Press, 2016.

Ashraf, Nava, Nathalie Gons, Dean Karlan and Wesley Yin. 2003. "A Review of Commitment Savings Products in Developing Countries." Asian Development Bank Economics and Research Department Series, No. 45.

Ashraf, Nava, Dean Karlan and Wesley Yin. 2003. "Testing Savings Product Innovations Using an Experimental Methodology." Asian Development Bank Technical Note Series, No. 8.

Ashraf, Nava, Margaret McMillan and Alix Peterson-Zwane. 2005. "My Policies or Yours: How Do OECD Subsidies Affect Poverty in Developing Countries?" in *Globalization and Poverty, National Bureau of Economic Research (NBER) Conference Volume*, edited by Ann Harrison.

Ashraf, Nava, Dean Karlan and Wesley Yin. 2006. "SEED: A Commitment Savings Product in the Philippines." In *Trick Up 25<sup>th</sup> Anniversary Symposium*, 2006, iUniverse Press.

## TEACHING

2016-present	EC452: "Applying Behavioural Economics for Social Impact: Design, Delivery, Evaluation, and Policy" (LSE)
2010 – 2015	HBS 2230: <i>Managing Global Health: Applying Behavioral Economics to Create Impact</i>
2009 – 2015	Econ 2041/HBS 4430: <i>Field Experiments</i> , Harvard-wide Ph.D. course
2007 – 2015	HBS Executive Education: <i>Performance Management for Effective Management of Nonprofit Organizations; Strategic Perspectives in Nonprofit Management; Changing the Game; Global Negotiator; New Path; Breakthrough Insights</i>
2005 – 2009	First-year MBA <i>Negotiations</i>
2005	Econ 3030hf: <i>Psychology and Economics in the Field</i>

## AWARDS AND HONORS

2018	Excellence in Education and Teaching Promotion Award Winner, London School of Economics
2013	HBS Professor for <i>OneHarvard: Lectures that Last</i> (selected by HBS student body; one professor is selected to represent each School at Harvard University)
2012	Harvard Global Health Institute Burke Fellow, university-wide appointment for global health research agenda
2012	Rising Star in Global Health, awarded by Grand Challenges Canada and the Gates Foundation
2006	TIAA-CREF Paul A Samuelson Award Certificate of Excellence (for "Tying Odysseus to the Mast: Evidence from a Commitment Savings Product in the Philippines")
2003	Queen Elizabeth II Golden Jubilee Medal for Service (Governor General of Canada)
1996	Phi Beta Kappa awarded in Junior Year
1995	Youngest recipient ever of the Order of British Columbia

## RESEARCH GRANTS

- 2018 IDRC (\$331,548.83): “Beyond Access: Promoting Gender Transformative Finance for  
Zambian Women Entrepreneurs”; JPAL Post Primary Education Initiative Travel Grant  
(\$9,936) “Learning to see a world of opportunities”.
- 2017 JPAL Post Primary Initiative (\$300,000) and International Growth Centre (\$25,000):  
“Negotiating a Better Future”; International Growth Centre (\$56,104) and PEDL  
(\$49,040): “Growing Together: Trust, Spontaneous Clusters and the Growth of Micro,  
Small and Medium Enterprises in Cities”; JPAL Post Primary Initiative (\$49,922) and  
International Growth Centre (\$14,807): “Teacher Training to Transform Classrooms,  
Teachers and Communities in Uganda”
- 2016 International Growth Centre (\$258,016): “Growing Together: Trust, Spontaneous Clusters  
and the Growth of Micro, Small and Medium Enterprises in Cities”; International Growth  
Centre (\$84,181): “Maternal Mortality Risk and Gender Gap in Desired Fertility”;  
International Growth Centre (\$71,770): “Productivity in the Civil Service: Understanding  
the Impact of Payroll Reform”
- 2015 USAID DIV (\$898,902): “Recruiting and Motivating Community Health Workers: A  
Nationwide Household Survey”; International Growth Centre (\$27,961): “Productivity in  
the Civil Service: Understanding the Impact of Payroll Reform”
- 2014 Templeton Foundation (\$490,797): “Maternal Mortality and the Gender Gap in the  
Demand for Children”; JPAL Post Primary Initiative (\$110,808) and International Growth  
Centre (\$55,712): “Negotiating a Better Future”; International Growth Centre (\$124,182)  
and USAID DIV (\$391,748): “Recruiting and Motivating Community Health Workers”
- 2013 USAID (\$452,513): “Negotiating a Better Future”; Behavioral Economics in  
Reproductive Health Initiative (\$75,000): “Maternal Mortality Risk and the Gender Gap  
in Desired Fertility”
- 2012 Harvard Global Health Institute Burke Fellowship (\$75,000): Research portfolio in  
Zambia; J-PAL Youth Initiative (\$199,399) and Grand Challenges Canada (\$113,000):  
“Negotiating a Better Future: The Impact of Teaching Negotiation Skills on Girls’ Health  
and Educational Outcomes”; J-PAL Governance Initiative (\$113,000) and USAID-DIV  
(\$99,032): “Recruiting and Motivating Community Health Workers: National Field  
Experiment in Zambia”
- 2011 International Growth Centre (\$371,000): “Selection and Compensation of Community  
Health Workers in Zambia”; International Growth Centre (\$47,000) and Harvard Program  
on Negotiation and Women in Public Policy Program (WAPPP) and Exxon Mobil  
(\$40,000): “Negotiating a Better Future”; 3ie (\$167,488): “Determinants of Fertility  
Demand” (with Erica Field and Alessandra Voena)
- 2010 3ie (\$99,886): “No Margin, No Mission? A Field Experiment on the Role of Incentives in  
the Distribution of Public Goods”; 3ie and Exxon WAPPP (\$50,000): "Experimental  
Approaches to Assessing Economic Determinants and Consequences of Contraceptive  
Adoption in Zambia"
- 2009 Inter-American Development Bank (\$249,921): “Financial Innovations to Stimulate  
Remittances and Savings: Follow-up Survey”
- 2008 Hewlett/PRB Global Teams of Research Excellence (\$280,314): "Experimental  
Approaches to Assessing Economic Determinants and Consequences of Contraceptive  
Adoption in Zambia”
- 2007 – John D. and Catherine T. MacArthur Foundation (\$640,000): “Financial Innovations to  
2008 Stimulate Remittances and Savings”; Inter-American Development Bank (\$249,921),  
Multilateral Investment Fund (\$50,000), National Science Foundation (SES# 0851570;  
\$231,472), and Harvard University Empowerment Lab (\$30,000): "Financial Innovations

- to Stimulate Remittances and Savings: A Field Experiment Among Migrants from El Salvador"
- 2007 National Science Foundation (SES# 725075; \$47,840), SGER grant and Women's Leadership Board grant: "Contraceptive Adoption and Household Wellbeing: A Field Experiment in Lusaka, Zambia"
- 2004 – National Science Foundation Dissertation Improvement Grant (SES #0418923; 2005 \$9,920); Harvard Graduate Society Dissertation Completion Fellowship; Program on Negotiations Dissertation Fellowship (\$15,000)
- 2004- Program on Negotiations Next Generation Research Grant (\$5,000); Russell Sage 2001 Foundation Research Grant (\$5,000); Center for Basic Research in the Social Sciences (CBRSS) Dissertation Fellowship (\$8,750); Program on Justice, Welfare & Economics Dissertation Fellowship; Social Science Research Council Program in Applied Economics Fellow (\$10,830)

### **PH.D. THESIS SUPERVISION: DISSERTATION COMMITTEES (PAST AND PRESENT)**

Alexia Delfino	Economics, London School of Economics
Roberto Sormani	Economics, London School of Economics
Svetlana Chekmasova	Economics, London School of Economics
Torsten Walter	Economics, London School of Economics
Antonia Atanassova	Economics, Harvard University
Kelsey Jack	Public Policy, Harvard Kennedy School
Judd Kessler	Business Economics, Harvard University
Corinne Low	Economics, Columbia University
Scott Lee	Health Policy and Management, Harvard University and Harvard Medical School
Chineye Offer	Health Policy and Management, Harvard University
Bryce Millet Steinberg	Business Economics, Harvard University
Mauricio Fernandez Duque	Political Economy and Government, Harvard University
Samura Atallah	Public Policy, Harvard Kennedy School
Tomoko Hariyaga	Public Policy, Harvard Kennedy School

### **UNIVERSITY SERVICE**

#### **London School of Economics**

- 2017 – present Co-Chair, Senior Recruitment Committee, Department of Economics  
2016 – 2017 LSE Search Committee in Psychological and Behavioral Sciences

#### **Harvard University**

- 2014 Harvard Medical School Search Committee for Junior Economist  
2012 – 2015 Harvard University Standing Committee on Health Policy  
2009 – 2015 Center for International Development Empowerment Lab, Harvard Kennedy School, Steering Committee Member  
2008 – 2015 Sustainability Science Program (SSP), Harvard Kennedy School, Faculty Supervisor

## **REFEREE ACTIVITY**

*American Economic Journal, American Economic Journal: Applied; American Economic Review; Econometrica; Economic Development and Cultural Change; Economic Journal; International Economic Review; Journal of Development Economics; Journal of Economic Behavior & Organization; Journal of the European Economic Association; Journal of Human Resources; Journal of Political Economy; National Science Foundation; Review of Economic Studies; Quarterly Journal of Economics*

## **LANGUAGES**

Native: English, Farsi  
Proficient: French, Spanish, Italian