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EXPERIENCE

BOSTON UNIVERSITY, DEPARTMENT OF ECONOMICS
Slater Family Professor in Behavioral Economics, 2015 – present

COLUMBIA UNIVERSITY, GRADUATE SCHOOL OF BUSINESS
Lambert Family Professor of Social Enterprise, 2007 – 2015
Associate Professor of Economics and Finance, 2002 – 2007
Assistant Professor of Economics and Finance, 1999 – 2002

HARVARD UNIVERSITY, DEPARTMENT OF ECONOMICS
Visiting Associate Professor of Economics, 2005 – 2006

THE WORLD BANK, Consultant, Africa Technical Division and Development Economics Research Group, 1998-99.

AFFILIATIONS

NATIONAL BUREAU OF ECONOMIC RESEARCH, Program in Corporate Finance, Faculty Research Associate, 2007 – present, Faculty Research Fellow, 2001 – 2007.

BUREAU FOR RESEARCH AND ECONOMIC ANALYSIS IN DEVELOPMENT, Fellow, 2006 – present; Affiliate, 2002 – 2006.

EDUCATION

HARVARD UNIVERSITY, Ph.D. in Business Economics, June 1998

MCGILL UNIVERSITY, BA in Economics and Mathematics (Honours), 1993

REFEREED PUBLICATIONS

FAVORITISM AT THE CHINESE ACADEMY OF SCIENCES (with Yongxiang Wang), forthcoming, *Journal of Political Economy*.

SOCIAL PROXIMITY AND LOAN OUTCOMES: EVIDENCE FROM AN INDIAN BANK (with Daniel Paravisini and Vikrant Vig), forthcoming, *American Economic Review*.

THE DISTORTIONARY EFFECTS OF INCENTIVES IN GOVERNMENT: EVIDENCE FROM CHINA'S DEATH CEILING PROGRAM (with Yongxiang Wang), forthcoming, *American Economic Journal: Applied*.

HUMAN CAPITAL AND THE SUPPLY OF RELIGION (with Joey Engelberg, Jay Hartzell, and Chris Parsons), *Review of Economics and Statistics*, 2016.

THE DISTRIBUTIONAL PREFERENCES OF AN ELITE (with Pam Jakiela, Shachar Kariv, and Daniel Markovits), *Science*, 2015.

THE MORTALITY COSTS OF POLITICAL CONNECTIONS (with Yongxiang Wang), *Review of Economic Studies*, 2015.

HOW DID THE GREAT RECESSION IMPACT SOCIAL PREFERENCES? (with Shachar Kariv and Pam Jakiela), *Journal of Public Economics*, 2015.

LABOR SUPPLY OF POLITICIANS, (with Nikolaj Harmon, Emir Kamenica, and Inger Munk), *Journal of the European Economic Association*, 2015.

PRIVATE RETURNS TO PUBLIC OFFICE (with Florian Schulz and Vikrant Vig), *Journal of Political Economy*, 2014.

NATIONALISM AND ECONOMIC EXCHANGE: EVIDENCE FROM SHOCKS TO SINO-JAPANESE RELATIONS (with Yasushi Hamao and Yongxiang Wang), *Review of Financial Studies*, 2014.

CONTRAST EFFECTS IN SEQUENTIAL DECISIONS: EVIDENCE FROM SPEED DATING, (with Saurabh Bhargava), *Review of Economics and Statistics*, 2014.

CORRUPTION IN CHINESE PRIVATIZATIONS (with Yongxiang Wang), *Journal of Law, Economics, and Organizations*, 2014.

GOVERNANCE AND CEO TURNOVER: DO SOMETHING OR DO THE RIGHT THING? (with Rakesh Khurana, Matthew Rhodes-Kropf, and Soojin Yim), *Management Science*, 2013.

CHARITY AS A SUBSTITUTE FOR REPUTATION: EVIDENCE FROM AN ONLINE MARKETPLACE (with Daniel Elfenbein and Brian McManus), *Review of Economic Studies*, 2012.

PROFITING FROM GOVERNMENT STAKES IN A COMMAND ECONOMY: EVIDENCE FROM CHINESE ASSET SALES (with Charles Calomiris and Yongxiang Wang), *Journal of Financial Economics*, 2011.

REGULATION OF ENTRY AND THE DISTORTION OF INDUSTRIAL ORGANIZATION (with Virginia Sarria-Allende), *Journal of Applied Economics*, 2010.

THE SMUGGLING OF ART AND THE ART OF SMUGGLING: UNCOVERING THE ILLICIT TRADE IN CULTURAL OBJECTS AND ANTIQUES (with Shang-Jin Wei), *American Economic Journal: Applied Economics*, 2009.

GENDER AND WORKPLACE PERCEPTIONS AROUND THE WORLD: EVIDENCE FROM THE WORLD VALUES SURVEY (with Maura O'Neill), *Journal of Human Resources*, 2009.

OFFSHORING TARIFF EVASION: EVIDENCE FROM HONG KONG AS ENTREPÔT TRADER (with Peter Moustakerski and Shang-jin Wei), *Review of Economics and Statistics*, 2008.

LIMITS TO POLICY REVERSAL: EVIDENCE FROM INDIAN PRIVATIZATIONS (with Sidhartha Dastidar and Tarun Khanna), *Journal of Financial Economics*, 2008.

RACIAL PREFERENCES IN DATING: EVIDENCE FROM A SPEED DATING EXPERIMENT (with Sheena Iyengar, Emir Kamenica, and Itamar Simonson), *Review of Economic Studies*, 2008.

CORRUPTION, NORMS, AND LEGAL ENFORCEMENT: EVIDENCE FROM UN DIPLOMATIC

PARKING TICKETS (with Edward Miguel), *Journal of Political Economy*, 2007.

CONSISTENCY, HETEROGENEITY, AND GRANULARITY OF INDIVIDUAL BEHAVIOR UNDER UNCERTAINTY (with Syngjoo Choi, Douglas Gale, and Shachar Kariv), *American Economic Review*, 2007.

INDIVIDUAL PREFERENCES FOR GIVING (with Shachar Kariv and Daniel Markovits), *American Economic Review*, 2007.

DO STRONGER INTELLECTUAL PROPERTY RIGHTS INCREASE INTERNATIONAL TECHNOLOGY TRANSFER? EMPIRICAL EVIDENCE FROM U.S. FIRM-LEVEL PANEL DATA, (with Fritz Foley and Lee Branstetter), *Quarterly Journal of Economics*, 2006.

GENDER DIFFERENCES IN MATE SELECTION: THEORY AND EXPERIMENTAL EVIDENCE (with Sheena Iyengar, Emir Kamenica, and Itamar Simonson), *Quarterly Journal of Economics* 2006.

ARE CORRUPTION AND TAXATION REALLY HARMFUL TO GROWTH? FIRM LEVEL EVIDENCE (with Jakob Svensson), *Journal of Development Economics*, 2006.

FINANCIAL DEVELOPMENT AND INTERSECTORAL ALLOCATION: A NEW APPROACH (with Inessa Love), *Journal of Finance*, 2005.

PRECAUTIONARY SAVINGS AND THE GOVERNANCE OF NONPROFIT ORGANIZATIONS (with Glenn Hubbard), *Journal of Public Economics*, 2005.

TAX RATES AND TAX EVASION: EVIDENCE FROM ‘MISSING’ IMPORTS IN CHINA (with Shang-jin Wei) *Journal of Political Economy*, 2004.

DOES FOREIGN COMPETITION REDUCE FORECASTING BIAS?, forthcoming, *Review of Economics and Statistics*, 2004.

DOES COMPETITION ENCOURAGE COOPERATION? EVIDENCE FROM TRADE CREDIT RELATIONSHIPS OF AFRICAN FIRMS (with Mayank Raturi), *Review of Economics and Statistics*, 2004.

ARE POLITICIANS REALLY PAID LIKE BUREAUCRATES? (with Rafael Di Tella), *Journal of Law and Economics*, 2004.

FACILITATING DEVELOPMENT: THE ROLE OF BUSINESS GROUPS (with Tarun Khanna), *World Development*, 2004.

ETHNIC TIES AND THE PROVISION OF CREDIT: RELATIONSHIP-LEVEL EVIDENCE FROM AFRICAN FIRMS *B.E. Press Advances in Economic Analysis and Policy*, 2003.

TRADE CREDIT, FINANCIAL INTERMEDIARY DEVELOPMENT AND INDUSTRY GROWTH (with Inessa Love), *Journal of Finance*, October, 2002.

DECENTRALIZATION AND CORRUPTION: EVIDENCE ACROSS COUNTRIES (with Roberta Gatti), *Journal of Public Economics*, March 2002.

DECENTRALIZATION AND CORRUPTION: EVIDENCE FROM U.S. FEDERAL TRANSFER PROGRAMS (with Roberta Gatti), *Public Choice*, October 2002.

ESTIMATING THE VALUE OF POLITICAL CONNECTIONS, *American Economic Review*, 2001.

ARE WOMEN REALLY THE 'FAIRER' SEX? CORRUPTION AND WOMEN IN GOVERNMENT, (with David Dollar and Roberta Gatti), *Journal of Economic Behavior and Organization*, 2001.

TRADE CREDIT AND PRODUCTIVE EFFICIENCY IN DEVELOPING ECONOMIES, *World Development*, 2001.

IS TRUST A HISTORICAL RESIDUE? THE INSTITUTIONAL DETERMINANTS OF TRUST (with Tarun Khanna), *Journal of Economic Behavior and Organization*, January, 1999.

CULTURAL INFLUENCES ON SYMPTOM PRESENTATION IN CHILDHOOD (with Sandra Fisman), *Journal of the Academy of Child and Adolescent Psychiatry*, June, 1999.

OTHER PUBLICATIONS

INNOVATIONS IN GOVERNANCE (with Eric Werker), *Innovation Policy and the Economy*, 2011.

TRADING FAVORS WITHIN CHINESE BUSINESS GROUPS (with Yongxiang Wang), *American Economic Association Papers and Proceedings*, 2010.

REVEALING PREFERENCES GRAPHICALLY: AN OLD METHOD GETS A NEW TOOL KIT (with Syngjoo Choi, Douglas Gale, and Shachar Kariv), *American Economic Association Papers and Proceedings*, 2007.

BARGAINING FOR BRIBES (with Roberta Gatti), *Handbook on the Economics of Corruption* (Susan Rose-Ackerman, ed), 2006.

FINANCIAL DEVELOPMENT AND GROWTH REVISITED (with Inessa Love) , *European Economic Association Papers and Proceedings*, 2006.

COMPLETED PAPERS

FINANCIAL DISCLOSURE AND POLITICAL SELECTION: EVIDENCE FROM INDIA (with Florian Schulz and Vikrant Vig)

DISTRIBUTIONAL PREFERENCES AND POLITICAL BEHAVIOR (with Pam Jakiela and Shachar Kariv)

REFERENCE POINTS AND REDISTRIBUTIVE PREFERENCES: EXPERIMENTAL EVIDENCE (with Jimmy Charite and Ilyana Kuziemko)

PEER EFFECTS IN LEGISLATIVE VOTING (with Nikolaj Harmon and Emir Kamenica)

CHEAP TALK, NAIVE BUYERS, AND MARKET OUTCOMES: EVIDENCE FROM EBAY (with Daniel Elfenbein and Brian McManus)

BOOKS

THE INNER LIVES OF MARKETS (with Tim Sullivan), Public Affairs, June, 2016.

CORRUPTION: EVERYTHING YOU NEED TO KNOW (with Miriam Golden), Oxford University Press, forthcoming, April 2017.

THE ORG (with Tim Sullivan), Twelve (hardcover) and Princeton University Press

(paperback), 2013.

ECONOMIC GANGSTERS (with Edward Miguel), Princeton University Press, 2008.

MAJOR GRANTS

NATIONAL SCIENCE FOUNDATION

2006 – Economics Program award for studying risk preferences.

2003 – Economics Program award for studying of the impact of intellectual property rights reforms on innovation.

EDITORSHIPS (CURRENT)

Co-editor, *Journal of Law, Economics, and Organizations*

Associate editor, *Journal of Political Economy*