

GAUTAM RAO

<http://sites.google.com/site/graoeconomics/>

EMPLOYMENT

Assistant Professor of Economics, Harvard University	2015-
Visiting Assistant Professor of Economics, MIT	2017-18
Faculty Research Fellow, National Bureau of Economic Research (NBER)	2015-
Faculty Affiliate, The Abdul Latif Jameel Poverty Action Lab (JPAL)	2015-
Postdoctoral Research Fellow, Microsoft Research New England	2014-15

EDUCATION

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 AND TEACHING INTERESTS

<i>Primary</i>	<i>Secondary</i>
Development Economics	Labor Economics
Psychology and Economics	Political Economics

PUBLICATIONS (IN ECONOMICS):

“Familiarity Does *Not* Breed Contempt: Generosity, Discrimination and Diversity in Delhi Schools”. *American Economic Review*, Forthcoming.

Winner of the 2016 CESifo Award for Best Paper in Behavioral Economics

“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.

“Voting to Tell Others”, with Stefano DellaVigna, John List and Ulrike Malmendier. *Review of Economic Studies*, January 2017.

“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.

SELECTED WORKING PAPERS AND PROJECTS

“Estimating Social Preferences and Gift Exchange at Work”, with Stefano DellaVigna, John List and Ulrike Malmendier (under revision)

“Self-Control and Demand for Preventive Care: Evidence from Hypertension in India”, with Liang Bai, Benjamin Handel and Edward Miguel (submitted)

“The Effect of Research Information on Policy Making: Evidence from Brazil”, with Jonas Hjort and Diana Moreira

“The Economic and Behavioral Effects of Poor Sleep Among the Urban Poor”, with Frank Schilbach and Heather Schofield

SELECTED AWARDS & HONORS

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
Spencer Foundation / National Academy of Education Dissertation Fellowship (\$25,000)	2011
Center for Equitable Growth Graduate Dissertation Fellowship (\$36,000)	2012-13
Program in Psychological Economics Fellowship, UC Berkeley (\$10,000)	2013
Outstanding Graduate Student Instructor Award, UC Berkeley	2011
Levin Family Fellowship, Center for Evaluation of Global Action (\$5000)	2011
Best Student Research Proposal in Psychology and Economics, UC Berkeley (\$5000)	2011
CIDER graduate fellow, UC Berkeley	2008
National Merit Scholar (top 0.1% of India in Mathematics, Physics and Computer Science)	2001

SELECTED RESEARCH GRANTS

Weiss Foundation Development Research Grant (\$75,000)	2017
PEDL Exploratory Grant (\$43,000)	2017
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 Grant, with Edward Miguel and Benjamin Handel PIs, USAID (\$1,000,000, declined)	2013
Center for Equitable Growth Research Grant (\$10,000)	2012-13
Summer Research Grant, UC Berkeley (\$3500 x 2)	2010,2013
ATAI Pilot Grant (with Dean Karlan PI), Gates Foundation (\$25,000)	2010

TEACHING EXPERIENCE

EC 2338: Behavioral Development Economics (PhD)	2016, 2017
EC 980EE: Behavioral Economics Applications to Poverty and Development (Junior Seminar)	2017

PROFESSIONAL ACTIVITIES

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, Columbia, Duke, Cornell, Toronto, World Bank, Stockholm University, Bocconi, UCL, Warwick, U Conn, CEU Budapest, UPF Barcelona, Wharton, Zurich, LSE.

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

PERSONAL INFORMATION

Affiliations: American Economic Association, National Bureau of Economic Research, JPAL
Languages: English (fluent), Hindi (fluent), Punjabi (working)
Citizenship: India

Updated: May 2018