

Department of Economics  
University of California, Santa Cruz  
Santa Cruz, CA 95064

Email: [jmrtwo@ucsc.edu](mailto:jmrtwo@ucsc.edu)  
Website: [people.ucsc.edu/~jmrtwo](http://people.ucsc.edu/~jmrtwo)

### Employment

University of California, Santa Cruz  
Professor of Economics, 2021-  
Associate Professor of Economics, 2014-2021  
Ph.D. Program Director, 2013-2019  
Assistant Professor of Economics, 2007-2014

### Other Affiliations

Center of Evaluation for Global Action (CEGA)  
Affiliate, 2009-  
co-Scientific Director, Digital Credit Observatory (DCO), 2016-  
Abdul Latif Jameel Poverty Action Lab (J-PAL), Affiliate, 2008-  
Bureau for Research and Economic Analysis of Development (BREAD)  
Affiliate, 2010-2017; Fellow 2018-  
Innovations for Poverty Action (IPA), Affiliate, 2009-  
National Bureau for Economic Research (NBER)  
Faculty Research Fellow, 2013-15; Research Associate, 2015-  
Agricultural Technology Adoption Initiative (ATAI), Board Member, 2012-  
Institute on Global Conflict and Cooperation (IGCC), Steering Committee, 2019-  
UCSC Blum Center, Advisory Board Member, 2014-2018

### Education

Princeton University  
Ph.D., Economics, 2007  
M.A., Economics, 2004  
Massachusetts Institute of Technology  
S.B., Economics; S.B. Political Science, 2001

### Published and Forthcoming Research Papers

(2021) “Saving for Multiple Financial Needs: Evidence from Lockboxes and Mobile Money in Malawi,” with Shilpa Aggarwal and Valentina Brailovskaya. Forthcoming, *Review of Economics and Statistics*.

(2020) “The Daily Grind: Cash Needs, Labor Supply and Self-Control,” with Pascaline Dupas and Santiago Saavedra. *Journal of Economic Behavior and Organization* 177: 399-414.

- (2020) “Cashing In (and Out): Experimental Evidence on the Effects of Mobile Money in Malawi,” with Shilpa Aggarwal and Valentina Brailovskaya. *AEA Papers and Proceedings* 110: 599-604.
- (2020) “Decentralization and Efficiency of Subsidy Targeting: Evidence from Chiefs in Rural Malawi,” with Maria Pia Basurto and Pascaline Dupas. *Journal of Public Economics* 185: 104047.
- (2019) “The Effect of Savings Accounts on Interpersonal Financial Relationships: Evidence from a Field Experiment in Rural Kenya,” with Pascaline Dupas and Anthony Keats. *Economic Journal* 129 (617): 273-310.
- (2018) “Grain Today, Gain Tomorrow: Evidence from a Storage Experiment with ROSCAs in Kenya,” with Shilpa Aggarwal and Eilin Francis. *Journal of Development Economics* 134: 1-15.
- (2018) “Banking the Unbanked? Evidence from Three Countries,” with Pascaline Dupas, Dean Karlan, and Diego Ubfal. *American Economic Journal: Applied Economics* 10 (2): 257-297.
- (2017) “Governance and the Effectiveness of Public Health Subsidies: Evidence from Ghana, Kenya and Uganda,” with Rebecca Dizon-Ross and Pascaline Dupas. *Journal of Public Economics* 156: 150-169.
- (2016) “Challenges in Banking the Rural Poor: Evidence from Kenya’s Western Province,” with Pascaline Dupas, Sarah Green, and Anthony Keats. NBER Volume *African Successes: Modernization and Development*, Volume 3, Sebastian Edwards, Simon Johnson, and David N. Weil, editors, University of Chicago Press.
- (2016) “Success in Entrepreneurship: Doing the Math,” with Michael Kremer and Olga Rostapshova. NBER Volume *African Successes: Human Capital*, Volume 2, Sebastian Edwards, Simon Johnson, and David N. Weil, editors, University of Chicago Press.
- (2014) “Minding Small Change among Small Firms in Kenya,” with Lori Beaman and Jeremy Magruder, *Journal of Development Economics* 108: 69-86.
- (2013) “Keeping the Doctor Away: Experimental Evidence on Investment in Preventative Health Products,” with Jennifer Meredith, Sarah Walker, and Bruce Wydick, *Journal of Development Economics* 105: 196-210.
- (2013) “Experimental Evidence on the Effects of Home Computers on Academic Achievement among Schoolchildren,” with Rob Fairlie, *American Economic Journal: Applied Economics* 5 (3): 211-240.
- (2013) “Why Don’t the Poor Save More? Evidence from Health Savings Experiments,” with Pascaline Dupas, *American Economic Review* 103 (4): 1138-1171.
- (2013) “Behavioral Biases and Firm Behavior: Evidence from Kenyan Retail Shops,” with Michael Kremer, Jean Lee, and Olga Rostapshova, *American Economic Review (Papers and Proceedings Issue)* 103 (3): 362-368.
- (2013) “Savings Constraints and Microenterprise Development: Evidence from a Field Experiment in Kenya,” with Pascaline Dupas, *American Economic Journal: Applied Economics* 5 (1): 163-192.

- (2012) “The (Hidden) Costs of Political Instability: Evidence from Kenya’s 2007 Election Crisis,” with Pascaline Dupas, *Journal of Development Economics* 99 (2): 314-329.
- (2012) “Limited Insurance within the Household: Evidence from a Field Experiment in Kenya.” *American Economic Journal: Applied Economics* 4 (4): 140–164.
- (2012) “Risk-Coping through Sexual Networks: Evidence from Client Transfers in Kenya,” with Ethan Yeh, *Journal of Human Resources* 47 (1): 107-145.
- (2011) “Nudging Farmers to Use Fertilizer: Theory and Experimental Evidence from Kenya,” with Esther Duflo and Michael Kremer, *American Economic Review* 101 (6): 2350-2390.
- (2011) “Transactional Sex as a Response to Risk in Western Kenya,” with Ethan Yeh, *American Economic Journal: Applied Economics* 3 (1): 35-64.
- (2010) “Coping with Political Instability: Micro Evidence from Kenya’s 2007 Election Crisis,” with Pascaline Dupas, *American Economic Review (Papers & Proceedings Issue)* 100 (2): 120-124.
- (2008) “How High are Rates of Return to Fertilizer? Evidence from Field Experiments in Kenya,” with Esther Duflo and Michael Kremer, *American Economic Review (Papers & Proceedings Issue)* 98 (2): 482-488.

### **Working Papers**

- “Filling a hole or Digging a hole? Evidence from Malawi on the Impacts of, and Demand for, Digital Credit,” with Valentina Brailovskaya and Pascaline Dupas. October 2021.
- “Did COVID-19 Market Disruptions Disrupt Food Security? Evidence from Households in Rural Liberia and Malawi,” with Shilpa Aggarwal, Dahyeon Jeong, Naresh Kumar, David Park and Alan Spearot. June 2021. Revise and resubmit, *Food Policy*.
- “Market Access, Trade Costs and Technology Adoption in Rural Tanzania,” with Shilpa Aggarwal, Brian Giera, Dahyeon Jeong, and Alan Spearot. NBER Working Paper #25253. Revised January 2021. Revise and resubmit, *Review of Economics and Statistics*.
- “Rates of Return, Optimization Failures, and Behavioral Biases: Evidence from Kenyan Retail Shops,” with Michael Kremer, Jean Lee and Olga Rostapshova. Revised April 2016.

### **Works in Progress**

- “Going the Extra Mile: Remoteness, Input Adoption, and the Role of Subsidies,” with Naresh Kumar, Shilpa Aggarwal, Dahyeon Jeong, David Park and Alan Spearot.
- “Private but Misunderstood? Evaluating the Effects of Self-Interviewing to Measure Intimate Partner Violence in a Cash Transfer Experiment,” with David Park, Shilpa Aggarwal, Dahyeon Jeong, Naresh Kumar, and Alan Spearot.
- “Remoteness and Input Market Access in Rural Liberia, Malawi, and Tanzania,” with Shilpa Aggarwal, Dahyeon Jeong, Rolly Kapoor, Naresh Kumar, David Park and Alan Spearot.

September 2021

“The Effect of Cash Transfers and Market Access on Households in Rural Liberia and Malawi,” with Shilpa Aggarwal, Jenny Aker, Dahyeon Jeong, Naresh Kumar, David Park, and Alan Spearot.

“The value of value chains: An Experiment linking Farmers’ Cooperatives with a Maize Processor in Rwanda,” with Shilpa Aggarwal, Susan Godlonton, Alan Spearot and Guanghong Xu.

“Demand and Liquidity Coordination to Foster the Adoption of Livestock Vaccinations: An Experiment with Small-Holder Dairy Cooperatives in Kenya,” with Shilpa Aggarwal, Susan Godlonton, James Rao, Alan Spearot, Nils Teufel and Guanghong Xu.

“Distress Migration in Odisha, India,” with Shilpa Aggarwal, Jeremy Magruder, and Alan Spearot.

“The sooner the better: An Evaluation of Forecast-Based Action in Somalia,” with Shilpa Aggarwal, Rolly Kapoor, and Alan Spearot.

### **Digital Credit Reviews**

(2017) “Digital Credit: A Snapshot of the Current Landscape and Open Research Questions,” with Eilin Francis and Joshua Blumenstock. CEGA white paper and BREAD working paper #516.

### **Other papers**

(2016) “Income, Income Shocks, and Transactional Sex,” with Katherine LoPiccalo and Ethan Yeh. *The Oxford Handbook of the Economics of Prostitution*, Scott Cunningham and Manisha Shah, editors, pp. 188-209. Oxford University Press.

(2009) Book Review of *Sex Markets: A Denied Industry* by Marina Della Giusta, Maria Laura Di Tommaso, and Steinar Strøm, 15 (4): 158-161.

### **Research Grants (by project)**

Forecast-Based Aid in Somalia (with Shilpa Aggarwal, Rolly Kapoor and Alan Spearot)  
JPAL King Climate Action Initiative (K-CAI), 2021

Financing Cattle Vaccinations with Milk Cooperatives in Kenya (with Shilpa Aggarwal, Susan Godlonton, James Rao, Alan Spearot, Nils Teufel and Guanghong Xu)  
CGIAR Standing Panel on Impact Assessment (SPIA), 2020

Output Value Chains for Cooperatives in Rwanda (with Shilpa Aggarwal, Susan Godlonton and Alan Spearot)  
ATAI, 2020  
BASIS MRR Innovation Lab, 2020  
ATAI (pilot grant), 2019

The Effect of Cash Transfers and Market Access on Households in Rural Liberia and Malawi (with Shilpa Aggarwal, Jenny Aker, Dahyeon Jeong, Naresh Kumar, David Park and Alan Spearot)  
USAID, 2017  
Innovations for Poverty Action, 2019, (for studying effects on IPV)

Market Access for Farmers in Northern Tanzania (with Shilpa Aggarwal, Brian Giera, Dahyeon

Jeong, and Alan Spearot)

NSF Economics, 2017

International Growth Centre, 2015

IPA SME Initiative, 2015

BRAC-CEGA, 2014

Digital Credit (via CEGA, with Joshua Blumenstock)

Bill and Melinda Gates Foundation, for CEGA Digital Credit Observatory, 2016

Mobile Savings in Malawi (with Shilpa Aggarwal and Valentina Brailovskaya)

IPA Financial Inclusion Program, 2016

Gender and Digital Finance (with Valentina Brailovskaya and Pascaline Dupas)

DCO Women's Economic Empowerment Initiative, 2020

ROSCA Savings for Agriculture in Kenya (with Shilpa Aggarwal and Eilin Francis)

ATAI Pilot grant, 2015

Public Sector Health Delivery in Ghana, Kenya and Uganda (with Rebecca Dizon-Ross and Pascaline Dupas)

NIH P01, 2010

Savings Experiments in Malawi, Uganda, and Chile (with Pascaline Dupas, Dean Karlan and Diego Ubfal)

Bill and Melinda Gates Foundation, 2009

Savings Experiments in Kenya (with Pascaline Dupas and Anthony Keats)

NBER Africa Program, 2009

3ie Foundation, 2009

International Growth Centre, 2009

World Bank, Doing Business and Gender Unit, 2008

Estimating returns to capital with small retailers in Kenya (with Michael Kremer, Jean Lee and Olga Rostapshova)

NBER Africa Program (2008)

SEVEN Foundation, 2007

Dissertation Work

NSF Dissertation Improvement Grant, 2005

Federal Reserve Bank of Boston Dissertation Completion Grant, 2005

## **Advising**

*Chair or Co-Chair of Dissertation Committee*

Naresh Kumar, Ph.D. expected 2022.

David Park, Ph.D. expected 2022.

Guanghong Xu, Ph.D. expected 2024.

Rolly Kapoor, Ph.D. expected 2025.

Dahyeon Jeong, 2020. Economist, World Bank Development Impact Evaluation Group (DIME)

Arsh Singh, 2019.

Pia Basurto, 2017. First job: Peru Ministry of Education;  
Current: Assistant Professor, Universidad del Pacifico (Peru)

Valentina Brailovskaya, 2018. Economist, IDinsight

Eilin Francis, 2018. Data Scientist, Stripe (after post-doc at MIT J-PAL)

Brian Giera, 2017. Amazon Research

Zeinab Golmohammadian, 2016. Manager of Advanced Analytics, Walmart Media Group.

Achmad Maulana, 2016. Senior Researcher, Center for Sustainable Development Goals, Padjadjaran University.

Shilpa Aggarwal, 2014. Assistant Professor, Indian School of Business.

*Member of Ph.D. Committee*

Jiayi Xu, 2021. Economist, Realtor.com.

Jijian Fan, 2019. Assistant Professor, Zhejiang University

Liam Rose, 2018. Health Economics Research Center, US Department of Veteran Affairs

Asha Shepard, 2018. Assistant Professor, Goucher College.

Brandon Heck, 2016. IMPAQ International.

Jesse Mora, 2015. Assistant Professor, Occidental College.

Katherine LoPiccolo, 2014. Federal Communications Commission.

Ambrish Dongre, 2010. First job: Centre for Policy Research (India);

Current: Assistant Professor, IIM Ahmedabad.

### **Other Work Experience**

Evaluation Consultant, International Child Support - Africa (Busia, Kenya), 2001-2002