

## Jonathan Robinson

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### Academic Appointments:

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

### Other Affiliations:

CEGA Digital Credit Observatory, co-Scientific Director, 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-  
Center of Evaluation for Global Action (CEGA), Affiliate, 2009-  
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

### Research Papers:

“Local Leadership and Targeting of Subsidies: Evidence from Chiefs in Rural Malawi,” with Pia Basurto and Pascaline Dupas. Revised April 2019. Accepted, *Journal of Public Economics*.

(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 Rebeca 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) “Coping with Political Instability: Micro Evidence from Kenya’s Post Election Violence,” 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.

Other papers:

(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.

(2016) “Income, Income Shocks, and Transactional Sex,” with Katherine LoPiccolo 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.

Working Papers:

“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 April 2019.

“Saving for Multiple Financial Needs: Evidence from Malawi,” with Shilpa Aggarwal and Valentina Brailovskaya. May 2019.

“Cashing In (and Out): Experimental Evidence on the Effects of Mobile Money in Malawi,” with Shilpa Aggarwal and Valentina Brailovskaya. June 2019.

“Evaluating the Effect of High-Frequency Surveying: Evidence from Malawi,” with Shilpa Aggarwal and Valentina Brailovskaya.

“The Daily Grind: Cash Needs, Labor Supply and Self-Control,” with Pascaline Dupas and Santiago Saavedra. Revised May 2019. Previous version circulated as NBER working paper #19264.

“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:

“Estimating the Effects of Digital Credit: Evidence from Malawi,” with Valentina Brailovskaya, Pascaline Dupas, and Eilin Francis.

“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.

“Technology Diffusion and Appropriate Use: Evidence from Western Kenya,” with Esther Duflo, Michael Kremer, and Frank Schilbach.

“Failures in the Market for Agricultural Information in Kenya,” with Raissa Fabregas, Michael Kremer and Frank Schilbach.

Research Grants (by topic)

*Output Value Chains for Cooperatives in Rwanda*

ATAI (pilot grant, 2019), with Shilpa Aggarwal, Susan Godlonton and Alan Spearot.

*Evaluating Cash Transfers in Rural Liberia and Malawi*

USAID (2017), with Shilpa Aggarwal, Jenny Aker, Dahyeon Jeong, Naresh Kumar, David Park and Alan Spearot.

*Market Access for Farmers in Northern Tanzania*

NSF Economics (2017), with Shilpa Aggarwal, Brian Giera, Dahyeon Jeong, and Alan Spearot.

International Growth Centre (2015), with Shilpa Aggarwal, Brian Giera and Alan Spearot.

IPA SME Initiative (2015), with Shilpa Aggarwal, Brian Giera and Alan Spearot.

BRAC-CEGA (2014), with Shilpa Aggarwal, Brian Giera, and Patrick Olobo.

*Digital Credit*

Bill and Melinda Gates Foundation, for CEGA Digital Credit Observatory (2016), with Joshua Blumenstock.

*Mobile Savings in Malawi*

IPA Financial Inclusion Program (2016), with Shilpa Aggarwal, Pia Basurto, and Valentina Brailovskaya.

*ROSCA Savings for Agriculture in Kenya*

ATAI Pilot grant (2015), with Shilpa Aggarwal and Eilin Francis.

*Agriculture in Western Kenya*

3ie Foundation (2014), with Raissa Fabregas, Michael Kremer and Frank Schilbach.

ATAI (2013), with Raissa Fabregas, Michael Kremer and Frank Schilbach.

ATAI (2012), with Esther Duflo Michael Kremer and Frank Schilbach.

USAID DIV (2011), with Esther Duflo Michael Kremer and Frank Schilbach.

Anonymous Donor (2011), with Esther Duflo, Michael Kremer and Frank Schilbach.

ATAI (2009), with Esther Duflo, Michael Kremer, and Frank Schilbach.

*Public Sector Health Delivery in Ghana, Kenya and Uganda*

NIH P01 (2010), with Rebecca Dizon-Ross and Pascaline Dupas.

*Savings Experiments in Malawi, Uganda, and Chile*

Bill and Melinda Gates Foundation (2009), with Pascaline Dupas, Dean Karlan and Diego Ubfal.

*Savings Experiments in Kenya*

NBER Africa Program (2009), with Pascaline Dupas and Anthony Keats.

3ie Foundation (2009), with Pascaline Dupas and Anthony Keats.

International Growth Centre (2009), with Pascaline Dupas and Anthony Keats.

World Bank, Doing Business and Gender Unit (2008), with Pascaline Dupas and Anthony Keats.

*Estimating returns to capital with small retailers in Kenya*

NBER Africa Program (2008), with Michael Kremer, Jean Lee and Olga Rostapshova.

SEVEN Foundation (2007), with Michael Kremer and Olga Rostapshova.

*Dissertation Work*

NSF Dissertation Improvement Grant (2005)

Refereeing:

American Economic Journal: Applied Economics, American Economic Journal: Economic Policy, American Economic Journal: Microeconomics, American Economic Review, American Economic Review: Insights, American Journal of Agricultural Economics, Contemporary Economic Policy, Econometrica, Economic Development and Cultural Change, Economics of Education Review, Economic Inquiry, Economic Journal, Economics of Governance, Economic and Social Research Council, Global Health Perspectives, Journal of African Economies, Journal of Banking and Finance, Journal of Comparative Economics, Journal of Development Economics, Journal of Economic Behavior and Organization, Journal of the European Economic Association, Journal of Globalization and Development, Journal of Health Economics, Journal of Human Resources, Journal of Policy Analysis and Management, Journal of Political Economy, Journal of Public Economics, Management Science, National Science Foundation, Oxford Economic Papers, PEDL Programme, Quarterly Journal of Economics, Review of Economics and Statistics, Review of Economic Studies, Review of Income and Wealth, Science, Southern Economic Journal, Wiley Publishing, World Bank Economic Review, World Development

Advising:

*Graduated Students*

Valentina Brailovskaya (co-chair), 2018. IDinsight

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

Liam Rose (committee member), 2018. Health Economics Research Center, US Department of Veteran Affairs

Asha Shepard (committee member), 2018. Assistant Professor, Goucher College.

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

Brian Giera (chair), 2017. Amazon Research.

Zeinab Golmohammadian (chair), 2016.

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

Brandon Heck (committee member), 2016. IMPAQ International.

Jesse Mora (committee member), 2015. Assistant Professor, Occidental College.

Shilpa Aggarwal (co-chair), 2014. Assistant Professor, Indian School of Business.

Katherine LoPiccalo (committee member), 2014. Federal Communications Commission.

Amrishi Dongre (committee member), 2010. First job: Centre for Policy Research (India), Current: Assistant Professor, IIM Ahmedabad.

*Current students*

Arsh Singh (chair), 2019.

Jijian Fan (committee member)

Dahyeon Jeong (co-chair)

Jiayi Xu (committee member)

David Park (chair)

Naresh Kumar

Other Experience:

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