

# ERIKA DESERRANNO

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## EMPLOYMENT

- 2023 – Assistant Professor, Department of Economics, Bocconi University
- 2019 – Associate Professor (without tenure), Managerial Economics and Decision Sciences, Kellogg School of Management, Northwestern University [on leave 2022-2024]  
*Career breaks: Jan-July 2019 and July-Dec 2021 for maternity leave*
- 2016 – 2019 Assistant Professor, Managerial Economics and Decision Sciences (MEDS), Kellogg School of Management, Northwestern University
- 2015 – 2016 Donald P. Jacobs Scholar, Managerial Economics and Decision Sciences (MEDS), Kellogg School of Management, Northwestern University

## AFFILIATIONS

- 2023 – Affiliated Faculty, IGER
- 2022 – Affiliated Faculty, LEAP
- 2021 – Research Affiliate, J-PAL
- 2019 – Research Affiliate, BREAD
- 2019 – Research Affiliate, CEPR (DE & POE)
- 2016 – Research Affiliate, IGC
- 2016 – Affiliated Faculty, Global Poverty Research Lab, Buffett Institute for Global Studies
- 2016 – Affiliated Faculty, Ford Center for Global Citizenship, Northwestern University

## EDUCATION

- 2011 – 2016 Ph.D. Economics, London School of Economics
- 2009 – 2011 MRes Economics, London School of Economics, Distinction
- 2006 – 2008 MSc Economics and Social Sciences, Bocconi University, Summa Cum Laude
- 2003 – 2006 BSc Business Engineering, Université Libre de Bruxelles, Distinction

## RESEARCH INTERESTS

Development Economics, Organizational Economics, Personnel Economics

## PUBLICATIONS

“Financial Incentives as Signals: Experimental Evidence from the Recruitment of Village Promoters in Uganda” (2018). *American Economic Journal: Applied Economics*.  
*Awarded the Unicredit Best Paper Award, and the John Hicks Prize for an Outstanding Doctoral Dissertation.*

“Leader Selection and Service Delivery in Community Groups: Experimental Evidence from Uganda” (2018), with Miri Stryjan and Munshi Sulaiman. *American Economic Journal: Applied Economics*.

“Minimum Wage and Individual Worker Productivity: Evidence from a Large US Retailer” (2021), with Decio Coviello and Nicola Persico. *Journal of Political Economy*.

“Counterproductive Worker Behavior After a Pay Cut” (2021), with Decio Coviello and Nicola Persico. *Journal of the European Economic Association*.

“Social Incentives, Delivery Agents, and the Effectiveness of Development Interventions” (2022), with Oriana Bandiera, Robin Burgess, Ricardo Morel, Imran Rasul, and Munshi Sulaiman. *Journal of Political Economy Micro*.

“Microfinance and Diversification” (2022), with Oriana Bandiera, Robin Burgess, Ricardo Morel, Imran Rasul, and Munshi Sulaiman. *Economica*.

“Effect of Mood on Workplace Productivity” (2022), with Decio Coviello, Nicola Persico and Paola Sapienza. *Journal of Law, Economics and Organizations*.

“When Transparency Fails: Financial Incentives for Local Banking Agents in Indonesia” (2023), with Gianmarco Leon and Firman Witoelar. *Review of Economics and Statistics*.

“The Impact of NGO-Provided Aid on Government Services: Evidence from Uganda” (2023), with Nancy Qian and Aisha Nansamba. Accepted at the *Journal of European Economic Association*.

## WORKING PAPERS

“The Allocation of Incentives in Multi-Layered Organizations: Evidence from a Community Health Program in Sierra Leone” (2023), with Stefano Caria, Gianmarco Leon, and Philipp Kastrau. R&R at the *Journal of Political Economy*.

“Promotions and Productivity: The Role of Meritocracy and Pay Progression in the Public Sector” (2023), with Gianmarco Leon and Philipp Kastrau. Conditionally accepted at *American Economic Review: Insights*.

“Gender Disparities in the Welfare Impact of the Minimum Wage” (2023), with Decio Coviello and Nicola Persico. (*Submitted*)

“Balancing the Books and Morale: The Impact of Pay Systems and Job Rotation on Worker Turnover” (2024), with Miri Stryjan, Julia Salmi, and Lame Ungwang. (*Working paper available upon request*)

## SELECTED WORK-IN-PROGRESS

“Introducing a Wage Ceiling in the Public Sector: Evidence from Liberia” (2024), with Vincent Pons, Daniel Rogger, Matteo Ruzzante. *Status: data collection completed (analysis started)*.

“Remote Care for Remote Areas: The Impact of Telehealth in Rural India” (2023), with Amanda Dahlstrand and Andrea Guariso. *Status: endline data collection*

“E-monitoring and Organizational Performance: Evidence from the National Community Health Program in Sierra Leone” (2023), with Gianmarco Leon and Andrea Guariso. *Status: baseline data collection*.

## GRANTS

2023	ERC Starting Grant	€1,500,000
2023	UCL Stone Grant	£50,000
2023	Weiss Grant	\$100,000
2023	Modigliani Research Grant, Unicredit	€20,000
2023	JPAL Government Initiative	\$120,000
2023	International Growth Center	£50,000

2023	Weiss Grant	\$90,000
2022	Bill & Melinda Gates Foundation	\$250,000
2019	Weiss Grant	\$63,807
2019	JPAL Government Initiative	\$49,386
2018	Economic Development & Institutions	£180,825
2018	JPAL Government Initiative	\$73,313
2018	International Growth Center	£248,650
2017	NSF-BFI	\$120,000
2016	World Bank i2i	\$207,000
2016	International Growth Center	£20,000
2016	Economic Development & Institutions	\$8,409
2016	World Bank Gender Lab	\$131,303
2016	Center for Global Development	\$435,182
2015	Agriculture Technology Adoption Initiative	\$234,858
2015	International Growth Center	£20,000

## AWARDS

2019	Kellogg Teaching Impact Award
2017	Kellogg Teaching Impact Award
2016	John Hicks Prize for Outstanding Dissertation
2015	Best Paper Award, Unicredit
2015	LSE Excellence in Teaching Award
2009–2013	ESRC Quota Award
2009	Best Master Thesis Award, Fondazione Franceschi

## TEACHING EXPERIENCE

2023 –	Development Economics (MSc), Bocconi University
2016 –	DECS 431 Business Analytics (MBA), Kellogg School of Management <i>Awarded the Kellogg Teaching Impact Award</i>
2017	Development and Political Economy (PhD), Kellogg School of Management
2013 – 2015	EC455 Quantitative Approaches and Policy Analysis (MPA), London School of Economics <i>Awarded the LSE Excellence in Teaching Award</i>
2011 – 2014	Introductory Course in Mathematics and Statistics (PhD), London School of Economics
2011 – 2012	EC333 Applied Econometrics (BSc), London School of Economics
2010 – 2011	EC102 Economics B (BSc), London School of Economics

## INVITED SEMINARS AND CONFERENCE PRESENTATIONS

2024 (sched.)	Geneva Graduate Institute, Tilburg University, Development Economics Workshop in Utrecht, NBER Law and Economics, World Bank, International Summer School in Development Economics (SSDEV)
2023	Bank of Italy-CEPR Labor Workshop, CEPR Paris Symposium ODDO Conference (London), Workshop on Networks and Development (Naples), LUISS, CEMFI, IIES, Tinbergen University, Milan-Bicocca University, USC

- 2022 CEPR Development, CEPR Paris Symposium, Wharton Upenn, UCSD, University of Lausanne, University of Bologna, Universitat Pompeu Fabra, Ecares, GSE Barcelona, UMass, Ben Gurion University, POLECONUK Webinar, Chicago Booth, University of Pittsburg
- 2021 BREAD (x2), NBER Organizational Economics, NBER Personnel Economics, NBER Development Economics, BREAD Conference on the Economics of Africa, CEPR Labor, University of Michigan, Hong Kong Anti-Poverty Webinar Series, WEFIDEV Webinar Series, SIOE, IIES, FGV, Bocconi University
- 2020 UCSD, USC, Boston University, CAF, Uppsala University
- 2019 AEA Annual Meetings (Atlanta), Chicago Development Workshop, CEPR London, CEPR Dublin, World Bank, Georgetown, MIT, Utah Winter Conference
- 2018 BREAD, NBER Organization Economics, NBER Development Economics, Stanford GSB, Columbia University, Berkeley Haas, INSEAD, Barcelona GSE Summer Forum, EDI conference (Berkeley), University of Aix Marseilles, Paris School of Economics, University of Namur, Economics of Social Sector Organizations Conference (Chicago Booth)
- 2017 Chicago Development Conference, University of Wisconsin Madison, World Bank, IEA World Congress, World Bank Bureaucracy Lab, University of Helsinki, Development Day at Northwestern
- 2016 Applied Economics Workshop (Petralia), STICERD LSE Conference (London), Political Economy Conference in Chicago (Kellogg)
- 2015 Harvard-MIT, Berkeley, Chicago FED, Stanford Institute for Theoretical Economics, Searle Centre Leadership Conference (Chicago), Applied Economics Workshop (Petralia), Pompeu Fabra University, IIES, University of Sussex, Ecole Polytechnique, Einaudi Institute for Economics and Finance, IFPRI, McGill University, University of Illinois Urbana-Champaign, KU Leuven, University of Amsterdam, Kellogg School of Management, IFS-UCL, Ecares, University of Namur, Royal Holloway University
- 2014 Symposium on Economic Experiments in Developing Countries, ES European Winter Meeting, Applied Economics Workshop (Petralia), NEUDC, OXDEV Workshop, Workshop in Public Organizations, Ascea Workshop in Development Economics

## REFeree SERVICE

- Journals *American Economic Review, American Economic Review: Insights, American Economic Journal: Applied Economics, American Economic Journal: Economic Policy, American Journal of Political Science, Econometrica, Economic Development and Cultural Change, European Economic Review, Economic Journal, International Economic Review, ILR Review, Journal of the European Economic Association, Journal of Development Economics, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of Labor Economics, Journal of Law Economics and Organization, Journal of Human Resources, Journal of Political Economy, Journal of Political Economy Micro, Journal of Public Economics, Management Science, Quarterly Journal of Economics, Review of Economics and Statistics, Review of Economics Studies*
- Grants *NSF, GLM/LIC, IZA-IGC, IZA Gender, J-PAL Government Initiative, J-PAL Jobs and Opportunity Initiative, PEDL, US-Israel Binational Science Foundation*

## OTHER PROFESSIONAL ACTIVITIES

Conference committee member/organizer: SITES Conference (2024), International Conference on Development Economics (2024), BREAD (2022), Marco Fanno Conference (2022, 2023, 2024), Royal Economic Society (2020), BREAD Junior (2019), Midwest International Economic Development (2018)

Seminar series organizer: Applied Micro (Bocconi, 2023-2024), Political Economy (Kellogg, 2018-2022)

Hiring committee: Bocconi (2024), Kellogg (2017, 2020)

## PERSONAL

Languages: Native French and Italian. Fluent in English.

Citizenship: Belgian and Italian. US Permanent Resident.

Personal: Two children (born 2019 and 2021).