

ERIKA DESERRANNO

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Last update: June 2025

EMPLOYMENT

- 2023 – Associate Professor, Department of Economics, Bocconi University
- 2019 – 2025 Associate Professor (without tenure), Managerial Economics and Decision Sciences, Kellogg School of Management, Northwestern University [on leave 2023-2025]
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

- 2025 – Research Affiliate, BAFFI unit, FINAFRICA
- 2023 – Affiliated Faculty, Innocenzo Gasparini Institute for Economic Research (IGIER)
- 2022 – Affiliated Faculty, Laboratory for Effective Anti-Poverty Policies (LEAP)
- 2021 – Research Affiliate, Abdul Latif Jameel Poverty Action Lab (J-PAL)
- 2019 – Research Affiliate, Bureau for Research and Economic Analysis of Development (BREAD)
- 2019 – Research Affiliate, Centre for Economic Policy Research (CEPR); DEV & PE
- 2016 – Research Affiliate, International Growth Center (IGC)
- 2016 – Research Affiliate, Innovations for Poverty Action, IPA
- 2016 – Affiliated Faculty, Global Poverty Research Lab (GPRL)
- 2016 – Affiliated Faculty, Ford Center for Global Citizenship

EDUCATION

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

RESEARCH INTERESTS

Development Economics, Organizational Economics, Personnel Economics

PUBLICATIONS

“Financial Incentives as Signals: Experimental Evidence from the Recruitment of Village Promoters in Uganda” (2019). ***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” (2019), with Miri Stryjan and Munshi Sulaiman. ***American Economic Journal: Applied Economics***.

“Minimum Wage and Individual Worker Productivity: Evidence from a Large US Retailer” (2022), with Decio Coviello and Nicola Persico. *Journal of Political Economy*.

“Counterproductive Worker Behavior After a Pay Cut” (2022), with Decio Coviello and Nicola Persico. *Journal of the European Economic Association*.

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

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

“Social Incentives, Delivery Agents, and the Effectiveness of Development Interventions” (2023), with Oriana Bandiera, Robin Burgess, Ricardo Morel, Imran Rasul, and Munshi Sulaiman. *Journal of Political Economy Microeconomics*.

“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” (2024), with Nancy Qian and Aisha Nansamba. *Journal of European Economics Association*.

“Promotions and Productivity: The Role of Meritocracy and Pay Progression in the Public Sector” (2024), with Gianmarco Leon and Philipp Kastrau. Forthcoming at the *American Economic Review: Insights*.

“The Allocation of Incentives in Multi-Layered Organizations: Evidence from a Community Health Program in Sierra Leone” (2024), with Stefano Caria, Gianmarco Leon, and Philipp Kastrau. Forthcoming at the *Journal of Political Economy*.

NON-PEER REVIEWED

“Bureaucracy VoxDev Review” (2023), with Guo Xu, Edoardo Teso, Diana Moreira

GRANTS

2024	LEAP Grant (PI)	€25,000
2023	ERC Starting Grant (PI)	€1,500,000
2023	UCL Stone Grant (PI)	£50,000
2023	Weiss Grant (PI)	\$100,000
2023	Modigliani Research Grant, Unicredit (PI)	€20,000
2023	JPAL Government Initiative (PI)	\$120,000
2023	International Growth Center (PI)	£50,000
2023	Weiss Grant (PI)	\$90,000
2022	Bill & Melinda Gates Foundation (PI)	\$250,000
2019	Weiss Grant (PI)	\$63,807

2019	JPAL Government Initiative (PI)	\$49,386
2018	Economic Development & Institutions (PI)	£180,825
2018	JPAL Government Initiative (PI)	\$73,313
2018	International Growth Center (PI)	£248,650
2017	NSF-BFI (PI)	\$120,000
2016	World Bank i2i (co-PI)	\$207,000
2016	International Growth Center (PI)	£20,000
2016	Economic Development & Institutions (co-PI)	\$8,409
2016	World Bank Gender Lab (PI)	\$131,303
2016	Center for Global Development (PI)	\$435,182
2015	Agriculture Technology Adoption Initiative (co-PI)	\$234,858
2015	International Growth Center (PI)	£20,000
2015	STICERD junior grant (PI)	£10,000
	Total	€3,955,583

TEACHING AWARDS

2025	Teaching Award, Bocconi University
2024	Teaching Award, Bocconi University
2018	Teaching Impact Award, Kellogg School of Management
2015	Excellence in Teaching Award, London School of Economics

RESEARCH AWARDS

2023	Research Award, Bocconi University
2016	John Hicks Prize for Outstanding Dissertation
2015	Best Paper Award on Organizations, Unicredit
2009 – 2013	ESRC Quota Award
2009	Best Master Thesis Award, Fondazione Franceschi

TEACHING EXPERIENCE

2025 – 2026	Leadership and Crisi Management (MBA), Kellogg School of Management
2023 –	20287 Development Economics (MSc), Bocconi University
2023 –	Reading Group in Development and Organizational Economics (PhD), Bocconi University
2016 –	DECS 431 Business Analytics (MBA), Kellogg School of Management
2017	Development and Political Economy (PhD), Kellogg School of Management
2013 – 2015	EC455 Quantitative Approaches and Policy Analysis (MPA), London School of Economics
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

SEMINARS AND CONFERENCE PRESENTATIONS

2025 (incl. planned)	Yale Kuznets Conference, Georgetown University, Erasmus School of Economics, Stockholm University, IE Madrid, Bolzano University, Workshop on Public Administration and Bureaucracy (Stuttgart), Annual Congress of the International Institute of Public Finance (Nairobi)
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2024	Columbia Business School, Geneva Graduate Institute, Tilburg University, Institute for Fiscal Studies, Imperial College, Stockholm University, NBER, World Bank DIME, International Summer School in Development Economics (SSDEV), CDES Prato Conference, CSEF-IGIER Symposium on Economics and Institutions, University of Maryland, ZEW Conference on Research with and within Organizations, CEPR Joint Workshop on Incentives, Management and Organization & Entrepreneurship, Strategy and Firm Dynamics, Development Economics Workshop in Utrecht
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
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 Pittsburgh
2021	BREAD (2 times), 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 (Petrulia), 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 (Petrulia), 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 (Petrulia), NEUDC, OXDEV Workshop, Workshop in Public Organizations, Ascea Workshop in Development Economics

REFeree SERVICE

Journals:	<i>American Economic Review</i> , <i>American Economic Review: Insights</i> , <i>American Economic Journal: Applied Economics</i> , <i>American Economic Journal: Economic Policy</i> , <i>American Journal of Political Science</i> , <i>Econometrica</i> , <i>Economic Development and Cultural Change</i> , <i>European Economic Review</i> , <i>Economic Journal</i> , <i>International Economic Review</i> , <i>ILR Review</i> , <i>Journal of the European Economic Association</i> , <i>Journal of Development Economics</i> , <i>Journal of Economic Behavior and Organization</i> , <i>Journal of Economic Psychology</i> , <i>Journal of Labor Economics</i> , <i>Journal of Law Economics and Organization</i> , <i>Journal of Human Resources</i> , <i>Journal of Political Economy</i> , <i>Journal of Political Economy Micro</i> , <i>Journal of Public Economics</i> , <i>Management Science</i> ,
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Quarterly Journal of Economics, Review of Economics and Statistics, Review of Economics Studies, Science

Grants: NSF Grant, GLM/LIC Grant, IZA-IGC Grant, IZA Gender, J-PAL Government Initiative, J-PAL Jobs and Opportunity Initiative, PEDL, US-Israel Binational Science Foundation, USAID, LEAP Student Grants, World Bank Review, ERC Starting Grant

OTHER PROFESSIONAL ACTIVITIES

Conference organizer/ scientific committee:	CEPR Development Economics Symposium (2025) Yale Kuznets Mini-Conference (2025) CEPR Political Economy Symposium (2025) SITES Conference (2024) International Conference on Development Economics (2024) Unicredit Alumni Conference (2022, 2023, 2024, 2025) BREAD Conference (2022) Royal Economic Society Conference (2021) BREAD Conference - Juniors (2020) Midwest International Economic Development Conference (2016)
Seminar organizer:	Applied Micro (Bocconi, 2023-2025) 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)