

# 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 2023)
- 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

## 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*

## AFFILIATIONS

- 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

## 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 Job Market Paper and the John Hicks Prize for an Outstanding Doctoral Dissertation. Featured in the World Bank Post, World Economic Forum, VoxEU, Kellogg Insight, VoxDev.*

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

Minimum Wage and Individual Worker Productivity: Evidence from a Large US Retailer (2021), with Decio Coviello and Nicola Persico. **Journal of Political Economy**. *Featured in the New York Times, Washington Post, Annual Economic Report of the USA President, Kellogg Insight.*

Counterproductive Worker Behavior After a Pay Cut (2021), with Decio Coviello and Nicola Persico. **Journal of the European Economic Association.** *Featured in The Wall Street Journal.*

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.** *Featured in VoxDev.*

Microfinance and Diversification (2022), with Oriana Bandiera, Robin Burgess, Ricardo Morel, Imran Rasul, and Munshi Sulaiman. **Economica.** *Featured in VoxDev Podcast.*

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

## **WORKING PAPERS**

When Transparency Fails: Financial Incentives for Local Banking Agents in Indonesia (2021), with Gianmarco Leon and Firman Witoelar. **R&R Review of Economics and Statistics.**

The Impact of NGO-Provided Aid on Government Services in Uganda (2022), with Nancy Qian and Aisha Nansamba.

Promotions and Productivity: The Role of Meritocracy and Pay Progression in the Public Sector (2022), with Gianmarco Leon and Philipp Kastrau.

The Allocation of Incentives in Multi-Layered Organizations (2022), with Stefano Caria, Gianmarco Leon, and Philipp Kastrau.

The Differential Effect of the Minimum Wage by Gender (2023), with Decio Coviello and Nicola Persico.

## **GRANTS**

2023	Modigliani Research Grant (€20,000)
2023	JPAL-GI (\$120,000)
2023	International Growth Center (£50,000)
2023	Weiss (\$90,000)
2022	Gates Foundation (\$250,000)
2019	Weiss (\$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)

## **TEACHING AWARDS**

2017, 2019	Kellogg Teaching Impact Award
2015	LSE Excellence in Teaching Award

## **RESEARCH AWARDS**

- 2016 John Hicks Prize for an Outstanding Doctoral Dissertation  
2015 Best Paper Award, Unicredit  
2009 – 2013 ESRC Quota Award  
2009 Best Master Thesis Award, Fondazione Franceschi

## **INVITED SEMINARS AND CONFERENCE PRESENTATIONS**

- 2022 University of Lausanne, University of Bologna, Universitat Pompeu Fabra, USC, Ecares, UMass, UCSD, CEPR Development, CEPR Paris Symposium, GSE Barcelona, Ben Gurion University, POLECONUK Webinar, Chicago Booth, University of Pittsburg, USC, Wharton Upenn
- 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 (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

## **TEACHING EXPERIENCE**

- 2023 – Development Economics (MSc), Bocconi University
- 2016 – DECS 431 Business Analytics (MBA), Kellogg School of Management  
*Awarded the Kellogg Teaching Impact Award*
- 2017 Development and Political Economy (PhD), Kellogg School of Management
- 2013 – 2015 EC455 Quantitative Approaches and Policy Analysis (MPA), London School of Economics. *Awarded the LSE Excellence in Teaching Award*

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

### **REFeree ACTIVITIES**

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

*Grants:* J-PAL Government Initiative, J-PAL Jobs and Opportunity Initiative, GLM/LIC, NSF

### **SERVICE TO THE PROFESSION**

2022     BREAD Program Committee  
2022     UNICREDIT conference Program Committee  
2020     Royal Economic Society Program Committee  
2019     BREAD (junior) Program Committee  
2018     Midwest International Economic Development Conference Program Committee

### **PERSONAL INFORMATION**

Married, two children (born in March 2019 and June 2021).

*Last update: February 2023*