

CURRENT POSITIONS	2026-2019-	Associate Professor, Olin Business School, Washington University in St. Louis Nonresident Fellow, Global Economy & Development Program, Brookings Institution
AFFILIATIONS		Abdul Latif Jameel Poverty Action Lab (J-PAL), Empirical Studies of Conflict (Princeton), International Growth Centre (LSE), Wharton Impact, Value and Sustainable Business Initiative
PREVIOUS POSITIONS	2016-2026 2020-2021 2018-2019 2015-2016 2014-2016 2006-2009 2005 2005 2004	Assistant Professor, Olin Business School, Washington University in St. Louis Chief Economist & Future of Conflict Program Director, International Crisis Group Senior Economic Adviser, International Crisis Group (also from 2021-2022) Postdoctoral Fellow, Princeton University School of Public & International Affairs Consultant, United States Institute of Peace Investment Manager, Humanity United Special Assistant to the President, Center for Global Development Consultant, Center for Strategic and International Studies Consultant, World Bank Fragile States Initiative
EDUCATION	2015 2004	UC Berkeley, Ph.D. in Business Administration (Business & Public Policy) Paul and Daisy Soros Fellowship for New Americans Stanford University, B.S. in Symbolic Systems Harry S. Truman Scholarship, International Security Honors, Phi Beta Kappa
PUBLISHED PAPERS		“Why Do Defaults Affect Behavior? Experimental Evidence from Afghanistan,” American Economic Review, 2018, 108(10): 2868-2901, with Joshua Blumenstock and Michael Callen. “Relationships on the Rocks: Contract Evolution in a Market for Ice,” American Economic Journal: Microeconomics, 2022, 14(1): 330-365, with Tristan Reed. “Violence and Financial Decisions: Evidence from Mobile Money in Afghanistan,” Review of Economics and Statistics, 2024, 106(2): 352-369, with Joshua Blumenstock, Michael Callen and Robert Gonzalez. “Mining Competition and Violent Conflict in Africa: Pitting Against Each Other,” Journal of Politics, 2025, 87(1): 99-114, with Juan Lozano, Anouk Rigterink and Jacob Shapiro. “Can Digital Aid Deliver During Humanitarian Crises?” Management Science, 2025, 71(11): 9730-9748, with Michael Callen, Miguel Fajardo-Steinhauser and Michael Findley. “Insecurity and Firm Displacement: Evidence from Afghan Corporate Phone Records,” American Economic Journal: Economic Policy, 2026, 18(1): 69-91, with Joshua Blumenstock, Sylvan Herskowitz, Ethan Kapstein, Thomas Scherer and Ott Toomet. “Strengthening Fragile States: Evidence from Mobile Salary Payments in Afghanistan,” with Joshua Blumenstock, Michael Callen, Anastasiia Faikina and Stefano Fiorin. Accepted, Review of Economic Studies.
WORKING PAPERS		“Geopolitical Resource Dependence: U.S.-China Rivalry and Firm Import Strategies,” with Harald Pühr, Anne Jamison and Witold Henisz. (R&R, Organization Science)
WORK IN PROGRESS		“Supply Chain Realignment and Learning-by-Importing: Evidence from India,” with Anne Jamison, Harald Pühr and Witold Henisz. “Tracking State Capacity,” with Jacob Shapiro, Adam Meirowitz, and Chris Wiggins.

NON-PEER
REVIEWED
PUBLICATIONS

“Transaction Cost Economics and Its Uses in Marketing,” *Journal of the Academy of Marketing Science*, 2012, 40:74-85, with Oliver Williamson.

“Promises and Pitfalls of Mobile Money in Afghanistan: Evidence from a Randomized Control Trial,” *Proceedings of the Seventh International Conference on Information and Communication Technologies and Development*, 2015, 15:1-10, with Joshua Blumenstock, Michael Callen and Lucas Koepke.

“Mobile Money,” *VoxDevLit*, 2023, with Tavneet Suri (senior editor), Jenny Aker, Catia Batista, Michael Callen, William Jack, Leora Klapper, Emma Riley, Simone Schaner and Sandip Sukhtankar.

SELECTED
POLICY
WRITINGS

“How Employers in Poor Countries Are Using Nudges to Help Employees Save Money,” **Harvard Business Review**, June 2018, with Joshua Blumenstock, and Michael Callen.

“Climate Change Doesn’t Have to Stoke Conflict,” **Foreign Affairs**, September 2020, with Robert Malley.

“The Sting in COVID-19’s Tail,” **Foreign Affairs**, January 2021.

“Predictable Disasters: AI & The Future of Crisis Response,” in *Breakthrough: The Promise of Frontier Technologies for Sustainable Development*, **Brookings Institution**, December 2021, with Grant Gordon, edited by Homi Kharas and John MacArthur.

“How to Clean Up the Clean Energy Transition: Preventing Violence Over New ‘Conflict Minerals’,” **Just Security**, March 2024, with Juan Lozano, Anouk Rigterink and Jacob Shapiro.

“The Rise of Stablecoins and Implications for Treasury Markets,” **Brookings Institution**, October 2025, with Sonja Davidovic and Mariano Moszoro.

SELECTED
RESEARCH
GRANTS

Open Society Foundations (2022). Direct Aid to Afghan Women (with Uplift Afghanistan and HesabPay). Budget \$750k.

J-PAL Crime & Violence Initiative (2022). Direct Aid to Afghan Women (with Michael Callen, Miguel Fajardo-Steinhausser and Michael Findley). Budget \$41k.

Innovations for Poverty Action (2018). Afghanistan Mobile Salary Payments (with Joshua Blumenstock, Michael Callen and Stefano Fiorin). Budget \$202k.

Alexander Soros Foundation (2017). Economics of Conflict (with Jacob Shapiro and International Crisis Group). Budget \$500k.

Laura and John Arnold Foundation (2016). Afghanistan Mobile Salary Payments (with Joshua Blumenstock and Michael Callen). Budget \$1,385k.

J-PAL Governance Initiative (2016). Government Mobile Salary Payments in Afghanistan (with Joshua Blumenstock and Michael Callen). Budget \$196k.

World Bank Group (2016). Conflict and Private Sector Development (with Joshua Blumenstock and Ethan Kapstein). Budget \$255k.

USAID Development Innovation Laboratory (2014). High Resolution Development Indicators, (with Joshua Blumenstock, Michael Callen and Jacob Shapiro). Budget: \$255k.

Innovations for Poverty Action (2013). Mobile Phone-Based Defined-Contribution Accounts in Afghanistan, (with Joshua Blumenstock and Michael Callen). Budget: \$150k.

Center for Economic Policy Research - Private Enterprise Development in Low-Income Countries (2013). Credit Constraints and Risk in Commodity Supply Chains in Liberia and Sierra Leone,

(with Tristan Reed). Budget: \$41k.

UC Berkeley Center for Effective Global Action (2012). Mobile Payments, Conflict and Corruption in Afghanistan. Budget: \$12k.

SELECTED PRESENTATIONS

2026: AEA Meetings (Economics of National Security), UT Austin (IR Seminar), Hopkins-Georgetown Geoeconomics Conference, Management, Analytics & Data Conference (Columbia)

2025: Management in Emerging Markets Conference (Rotman), Management, Analytics & Data Conference (Columbia), Academy of Management Conference, Boston University (Questrom), World Bank (MENAAP Chief Economist Seminar)

2024: Tech for All Lab (HBS), Management in Emerging Markets Conference (Wharton), International Monetary Fund (FAD), University of Pennsylvania (Wharton), Conference on Field Experiments in Strategy (INSEAD)

2021-2023: Firms' Behavior in Hostile Environments (CEPR & ENS de Lyon), CEGA Evidence to Action Symposium (Berkeley), Gender-Sensitive Economic Recovery and Resilience in Asia (ADB/Yale), Entrepreneurship and Private Enterprise Development (George Mason), NBER Summer Institute (PENS), Society for Institutional & Organizational Economics, Maryland (Smith), CEPR-TCD-TIME Workshop in Development Economics, Empirical Studies of Conflict, World Bank (DECRG)

2018: AEA Meetings, Georgetown (McDonough), Georgetown (SFS), Markets and Organizations in Emerging Economies (Kellogg), Economics of Strategy (NYU Stern), Harvard (HBS BGIE), Tufts (Fletcher), U South Carolina (Moore)

2017: World Bank (DECRG), Georgetown (Gui2de), Empirical Studies of Conflict (USIP), Sumantra Ghoshal Conference (LBS), Entrepreneurship and Private Enterprise Development in Emerging Economies (NYU Abu Dhabi), Barcelona Summer Forum (Barcelona GSE), Society for Institutional & Organizational Economics (Columbia), Defence & Security Economics (Carleton), NBER Organizational Economics, IGC-PEDL Private Sector in Low-Income Countries (LSE)

2016: Boston University (Econ), IPA Researcher Gathering on Financial Inclusion (Yale), Advancing the Research Agenda for Financial Inclusion (World Bank)

2015: Washington University St. Louis (Olin), Harvard (HBS), Duke (Fuqua), Northwestern (Kellogg), Chicago (Booth), Center for Global Development, Non-competitive Market Structures and Development (World Bank), Midwest Strategy Association (Olin), Annual Bank Conference on Africa (Berkeley), Stanford Institute for Theoretical Economics, Northeast Universities Development Consortium Conference (Brown), University of Maryland (Smith)

TEACHING

Full-Time MBA Program, Olin Business School, Washington University in St. Louis

- Business Models in a Global Context (2022-2024), Global Institutions & Values (2019)

Executive MBA Program, Olin Business School, Washington University in St. Louis

- Business, Government, and Society (2019, 2022-2026)

Online MBA Program, Olin Business School, Washington University in St. Louis

- Business, Government, and Society (2023-2026)

Professional MBA Program, Olin Business School, Washington University in St. Louis

- Business, Government, and Society (2019-2020, 2026), Strategic Management Capstone (2019), Introduction to Management and Strategy (2016-2018)

Ph.D. Program, Olin Business School, Washington University in St. Louis

- Political Economy and Business (2025), Global Strategy, Economics and Management (2017), Nonmarket Strategy and Political Economy (2017), Organizational Economics (2016)

SERVICE

Referee: AEJ Applied; AEJ Policy; American Economic Review; Economic Journal; Journal of Development Economics; Journal of the European Economic Association; Management Science; Middle East Development Journal; Organization Science; Review of Economics & Statistics; Review of Economic Studies; Strategy Science; World Politics.

Grant Reviewer: Innovations for Poverty Action (IPA) Peace & Recovery Program, Private Enterprise Development in Low-Income Countries (PEDL), World Bank Development Impact Evaluation (DIME), World Bank Strategic Research Program (SRP).

Conference Committee: “Management in Emerging Markets,” WashU Olin, 2026; “Empirical Studies of Conflict Annual Meeting,” 2018, 2020, 2021, 2025. “ICT and Governance,” Princeton, 2016. “Mobile Money: Technology to Transform Transactions,” UC Berkeley, 2013; “Evaluating Mobile Innovations for Security and Accountability,” UC San Diego, 2012.

WashU Olin: MBA Curriculum Committee, 2023-2025; Strategic Planning Committee, 2017.

Scholarships: Harry S. Truman Scholarship Regional Review Panel, 2024-2026.

REFERENCES

Ernesto Dal Bo, Haas School of Business, UC Berkeley, dalbo@haas.berkeley.edu
 Witold Henisz, Wharton School, Pennsylvania, henisz@wharton.upenn.edu
 Jacob Shapiro, Politics and International Affairs, Princeton, jns@princeton.edu
 Steven Tadelis, Haas School of Business, UC Berkeley, stadelis@haas.berkeley.edu