

CONTACT INFORMATION	1775 Massachusetts Ave NW Washington, DC 20036	<a href="mailto:tghani@brookings.edu">tghani@brookings.edu</a> <a href="http://sites.google.com/site/tghani/">http://sites.google.com/site/tghani/</a>
CURRENT POSITIONS	2016-2018-2018-2019-	Assistant Professor, Olin Business School, Washington University in St. Louis Olin Faculty Representative, Brookings Executive Education Senior Economic Adviser, International Crisis Group Non-Resident Fellow, Global Economy & Development, Brookings Institution
AFFILIATIONS	Empirical Studies of Conflict (ESOC), International Growth Centre (IGC)	
EDUCATION	2015 2012 2004	Ph.D. in Business Administration, University of California, Berkeley M.S. in Business Administration, University of California, Berkeley B.S. in Symbolic Systems, Stanford University
SELECTED FELLOWSHIPS AND AWARDS	2010 2004 2003	Paul and Daisy Soros Fellowship for New Americans Phi Beta Kappa, Stanford University Harry S. Truman Scholarship
PREVIOUS EMPLOYMENT	2015-2016 2014-2016 2006-2009 2005 2005 2004	Postdoctoral Fellow, Woodrow Wilson School, Princeton University Consultant, United States Institute of Peace Investment Manager, Humanity United Special Assistant to President, Center for Global Development Consultant, Center for Strategic and International Studies Consultant, World Bank Fragile States Initiative
PUBLISHED PAPERS	“Why Do Defaults Affect Behavior: Experimental Evidence from Afghanistan,” <i>American Economic Review</i> , 2018, 108(10): 2868-2901, with Joshua Blumenstock and Michael Callen. <ul style="list-style-type: none"><li>• Summary in <i>Harvard Business Review</i> (online); media coverage in <i>Wall Street Journal</i>.</li></ul>	
WORKING PAPERS	“Relationships on the Rocks: Contract Evolution in a Market for Ice,” with Tristan Reed. <ul style="list-style-type: none"><li>• Finalist, Williamson Best Paper Award, SIOE Annual Conference 2017.</li></ul> “How Do Firms Respond to Insecurity: Evidence from Afghan Phone Records,” with Joshua Blumenstock, Sylvan Herskowitz, Ethan Kapstein, Thomas Scherer and Ott Toomet. <ul style="list-style-type: none"><li>• World Bank Policy Research Working Paper #8301.</li></ul> “Violence and Financial Decisions: Evidence from Mobile Money in Afghanistan,” with Joshua Blumenstock and Michael Callen. “Community Monitors vs. Leakage: Experimental Evidence from Afghanistan,” with Eli Berman, Michael Callen, Luke Condra, Patrick Downey and Mohammad Izaqzadeh.	
WORK IN PROGRESS	“Firm Heterogeneity in Natural Resource Extraction,” with Jacob Shapiro. “Mobile Government Salary Payments,” with Joshua Blumenstock and Michael Callen.	
SELECTED PRESENTATIONS	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)

#### SELECTED RESEARCH GRANTS

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.

#### TEACHING

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

- Business, Government, and Society (2019)

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

- Strategic Management (2019), Introduction to Management and Strategy (2016-2018)

PhD Program, Olin Business School, Washington University in St. Louis

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

#### SERVICE

*Referee Service:* AEJ: Applied; American Economic Review; Economic Development and Cultural Change; Journal of Development Studies; Defence and Peace Economics; Development Engineering; Journal of the European Economic Association; Journal of Law, Economics & Organization; Management Science; Review of Economics and Statistics; Strategic Entrepreneurship Journal; World Politics.

*Grant Reviewer:* Private Enterprise Development in Low-Income Countries (PEDL), World Bank Development Impact Evaluation (DIME), World Bank Strategic Research Program (SRP).

*School Committee:* Strategic Planning Committee, Olin School of Business, 2017.