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CURRENT POSITIONS	2016-2020-2019-	Assistant Professor, Olin Business School, Washington University in St. Louis Chief Economist & Future of Conflict Program Director, International Crisis Group Non-Resident Fellow, Global Economy & Development, Brookings Institution
AFFILIATIONS		Empirical Studies of Conflict (ESOC), International Growth Centre (IGC)
PAST APPOINTMENT	2015-2016	Postdoctoral Fellow, Princeton University School of Public & International Affairs
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
FELLOWSHIPS AND AWARDS	2014-2015 2010-2012 2009-2015 2004 2003	Dissertation Fellowship, UC Institute on Global Conflict and Cooperation Paul and Daisy Soros Fellowship for New Americans UC Berkeley Graduate Fellowships, Haas School of Business Phi Beta Kappa, Stanford University Harry S. Truman Scholarship
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> “Relationships on the Rocks: Contract Evolution in a Market for Ice,” with Tristan Reed (Forthcoming, <i>American Economic Journal: Microeconomics</i> ).
WORKING PAPERS		“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 Anouk Rigterink and Jacob Shapiro. “Mobile Government Salary Payments,” with Joshua Blumenstock, Michael Callen, Anastasiia Faikina, and Stefano Fiorin.
SELECTED PRESENTATIONS	2018: 2017:	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) 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), IGC Seminar on Development Economics (Dhaka).

#### 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

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

- Global Institutions and Values (2019)

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

- Business, Government, and Society (2019), 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 Development Economics; 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).

*Conference Committee:* “ESOC Annual Meeting,” Washington DC, 2018. “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.

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

PROFESSIONAL  
EXPERIENCE

2014-2016 Consultant, United States Institute of Peace

2006-2009 Investment Manager, Humanity United (Redwood City, CA)

- Oversaw \$15 million portfolio of philanthropic grants to public, private and non-governmental organizations working to address civil conflict and modern-day slavery.

2005 Special Assistant to President, Center for Global Development (Washington, D.C.)

2005 Consultant, Center for Strategic and International Studies (Washington, D.C.)

2004 Consultant, World Bank Fragile States Initiative (Washington, D.C.)