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Personal Information Date of birth: 10/03/77. Sex: M. Citizenship: USA.

Academic Positions

Assistant Professor of Business and Public Policy, Wharton, 2008-present

Faculty Research Fellow, NBER, 2008-present

Postdoctoral Research Fellow, Department of Economics and Nuffield College, University of Oxford, 2006-2008

Education

Ph.D. Economics, Harvard University. Thesis Title: "Essays on Consumption, Borrowing, and Behavioral Economics."

AB Physics, Harvard College, Magna cum Laude

Fields of Specialization

Behavioral Economics, Development, Consumption, Labor, Household Finance

Teaching

Fall 2008, Spring 2010, Spring 2011 B PUB 203, "Business in the Global Political Environment," Wharton

Fall 2009 – Spring 2011 B PUB 900, PhD Student Research Workshop, Wharton

Hilary Term 2007, 2008 Class teacher, M.Phil Macroeconomics, University of Oxford

Spring 2003, 2004, 2006 Sophomore Tutorial, "Social Preferences and Social Interactions," Harvard University

Other Employment

Jun-Dec 2003 World Bank, Short Term Consultant, Human Development Sector, Indonesia

Professional Activities

Referee for *American Economic Review*, *AEJ: Applied, Economic Journal*, *Economica*, *Economics Letters*, *Games and Economic Behavior*, *International Economic Review*, *International Journal of Industrial Organization*, *Journal of Economic Behavior and Organization*, *Journal of the European Economic Association*, *Journal of Finance*, *Journal of Industrial Economics*, *Journal of Marketing Research*, *Journal of Public Economics*, *Leverhulme Trust*, *Management Science*, *NSF*, *Organizational Behavior and Human Decision Processes*, *Oxford Economic Journal*, *Oxford University Press*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *Review of Economics and Statistics*, *Southern Economic Journal*.

Seminar presentations at the NBER Summer Institute, Eastern Economic Association meetings, NBER Macroeconomics and Individual Decision-Making Conference, "Economics of Consumer Credit" Conference (EUI, Florence), Yale SOM Graduate Student Conference on Behavioral Approaches to Finance Economics and Marketing, Society of Computational Economics Conference, Harvard Behavioral and Experimental Seminar, Harvard Macro Seminar, Berkeley Psychology and Economics Seminar, Institute for Fiscal Studies (2007), Office of Fair Trading (2007), Oxford IO Seminar (2007), Copenhagen Microeconometrics Summer

Workshop (2007), NEUDC (2007), University of Bristol (2008), International Economics Association (2008), AEA (2009), Carnegie Mellon University (2009), University of Virginia (2009), Federal Reserve Annual Community Affairs Research Conference (2009), Federal Reserve Bank of Philadelphia Seminar (2009), Applied Microeconometrics Conference, University of Copenhagen (2009), Utah State University – Huntsman School Economics Seminar (2010), Yale University Law and Economics Workshop (2010).

Discussant at: Governance and Decentralization Survey Conference, Ubud, Indonesia, (2003); NEUDC (2007); AEA (2009); NBER Law and Economics Meeting (2009); World Bank Conference on “Measurement, Promotion, and Impact of Access to Financial Services” (2009); Conference on “The Future of Consumer Credit Counseling,” Federal Reserve Bank of Philadelphia (2009); Conference on “Recent Developments in Consumer Credit and Payments” at the Federal Reserve Bank of Philadelphia (2009); AEA (2010), NBER Summer Institute Household Finance Meeting (2010), UPenn Economic History Workshop (2011).

Coordinator, *Political Economy Lecture Series*, 2002-2004.

Coordinator, Behavior in Games and Markets Workshop, 2002-2004.

Honors, Fellowships, and Grants

2011-2014	3ie Open Window 3 Grant, “Index-Insurance to Manage Weather Risk: A Long-Term Experiment in Gujarat, India” (with Shawn Cole)
2010, 2011	Wharton Dean’s Research Fund
2009	Wharton Rodney L. White Center for Financial Research Grant
2009	ILO Microinsurance Innovation Facility Grant (with Dan Stein and with Sarthak Gaurav)
2007-2011	USAID BASIS Assets and Market Access Collaborative Research Support Program: “Weather Insurance, Price Information, and Hedging: Financial Initiatives in Gujarat to Help the Poor Manage Agricultural Risk” (with Shawn Cole, Raghavendra Chattopadhyay, Stefan Hunt, and Petia Topalova)
2005	NSF Dissertation Improvement Grant: “Payday Loans, Consumption Shocks, and Discounting” (with Paige Skiba)
2005	Horowitz Foundation Grant: “After the Last Resort: Investigating the Effects of Payday Loans” (with Paige Skiba)
2004-2005	NBER Non-Profit Dissertation Fellowship
2000-2003	National Science Foundation Graduate Research Fellowship
1999-2000	Michael C. Rockefeller Fellowship
1998	TIAA-CREF Paul Samuelson Award, Certificate of Excellence

Publications

- “Marketing Complex Financial Products in Emerging Markets: Evidence from Rainfall Insurance in India” (with Sarthak Gaurav and Shawn Cole). *Journal of Marketing Research*, Vol. 48(SPL), Nov 2011, S150-162.
- “Pecuniary Mistakes? Payday Borrowing by Credit Union Members” (with Susan Carter and Paige Marta Skiba), in Olivia S. Mitchell and Annamaria Lusardi, eds., *Financial Literacy: Implications for Retirement Security and the Financial Marketplace*. Oxford, UK: Oxford University Press, 2011.
- “Payday Loans and Credit Cards: New Liquidity and Credit Scoring Puzzles?” (with Sumit Agarwal and Paige Marta Skiba). *American Economic Review Papers and Proceedings*, 99(2), May 2009, 412–17.
- “Endogenous Effective Discounting, Credit Constraints, and Wealth Inequality.” *American Economic Review Papers and Proceedings*, 99(2), May 2009, 369-373.
- “A Debt Puzzle” (with David Laibson and Andrea Repetto). In *Knowledge, Information and Expectations in Modern Macroeconomics: In Honor of Edmund S. Phelps*. Eds. Philippe Aghion, Roman Frydman, Joseph Stiglitz, and Michael Woodford. Princeton University Press, 2003.
- “The Hyperbolic Consumption Model: Calibration, Simulation, and Empirical Evaluation” (with George-Marios Angeletos, David Laibson, Andrea Repetto, and Stephen Weinberg). *Journal of Economic Perspectives*. 15:3, Summer 2001, pp. 47-68.
- “Self-Control and Saving for Retirement” (with David Laibson and Andrea Repetto). *Brookings Papers on Economic Activity*. 1998:1, pp. 91-196.
- “Cooperative Effect of Calcium Binding to Adjacent Troponin Molecules on the Thin Filament-Myosin Subfragment 1 MgATPase Rate” (with Carol Butters and Larry Tobacman). *Journal of Biological Chemistry*. 272:20, May 16, 1997, pp. 13196-13202.

Working Papers

“Estimating Discount Functions with Consumption Choices over the Lifecycle” (with David Laibson and Andrea Repetto), conditionally accepted, *American Economic Review*.

“Payday Loans, Consumption Shocks, and Discounting” (with Paige Marta Skiba)

“Do Payday Loans Cause Bankruptcy?” (with Paige Marta Skiba)

“Barriers to Household Risk Management: Evidence from India” (with Shawn Cole, Xavier Giné, Petia Topalova, Robert Townsend, and James Vickery), revise and resubmit, *American Economic Journal: Applied Economics*

“Discounting and Optimism Equivalences” (with Martin Browning)

“The Partial Naivete Euler Equation”

“Dangerous Liquidity and the Demand for Health Care: Evidence from the 2008 Stimulus Payments” (with Tal Gross)

“Weather-Insured Savings Accounts” (with Daniel Stein)

Work in Progress

“Financial Smoking Guns: High-Frequency Links Between Transactions and Crime” (with Sumit Agarwal and Paige Marta Skiba)

“Who Eats Prestige? Social Approval in the Labor Market” (with Mikhail Drugov)

“The Effect of the 2001 Tax Rebates on Crime”

“Neural Predictors of Real-World Consumption Choices” (with Joe Kable)

Credit Access and Creditworthiness Dynamics: Evidence from a Discontinuity in Credit Bureau Data (with Neil Bhutta and Paige Marta Skiba)

“Impacts of Formal Insurance Against Weather Shocks: Evidence from a Randomized Controlled Trial in Gujarat” (with Raghav Chattopadhyay, Shawn Cole, Vivek Shah, and Daniel Stein)

“Field Comparisons of Incentive-Compatible Preference Elicitation Techniques, and the Dynamics of Rainfall Insurance Demand” (with Shawn Cole and Daniel Stein)

“Agricultural Production Functions, Rainfall Insurance, and Basis Risk” (with Shawn Cole and Li Zheng)

“Motivated Beliefs, Attention and Insurance Demand” (with Shawn Cole and Vivek Shah)

“Self-Insurance, Informal Risk-Sharing, and Innovative Formal Insurance Against Correlated Shocks: Structural Estimates of the Welfare Consequences of Access to Rainfall Insurance” (with Shawn Cole and Anita Mukherjee)