

## **ORIANA BANDIERA**

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### **PRINCIPAL CURRENT POSITIONS**

**London School of Economics:** Reader (Associate Professor) of Economics  
**STICERD, LSE:** Co-Director, Economic Organisation and Public Policy Programme.  
**International Growth Centre:** Co-Director, State Capabilities Research Programme.

### **FIELDS OF INTEREST**

Applied Microeconomics: Contracts, Development, Labor and Public Policy.

### **EDUCATION**

**Boston College, Boston, MA** Ph.D. in Economics, May 2000  
**Universita' L.Bocconi, Milan, Italy** Masters in Economics, July 1994  
**Universita' L.Bocconi, Milan, Italy** Laurea in Economia Politica, October 1993

### **RESEARCH PAPERS**

#### **PUBLISHED/FORTHCOMING**

- "Social Incentives in the Workplace" with Iwan Barankay and Imran Rasul *Review of Economic Studies* (in press), 52 pages
- "Intentions to Participate in Adolescent Training Programs: Evidence from Uganda" with Robin Burgess, Markus Goldstein, Selim Gulesci, Imran Rasul and Munshi Sulaiman *Journal of the European Economic Association* (in press), 12 pages
- "The Heterogeneous Effect of Class Size: New Evidence from a Panel of University Students" with Valentino Larcinese and Imran Rasul *Economic Journal* (in press), 41 pages
- "Active and Passive Waste in Government Spending: Evidence from a Policy Experiment." with Andrea Prat and Tommaso Valletti *American Economic Review*, September 2009, 99: 1278-1308

- “Social Connections and Incentives in the Workplace: Evidence from Personnel Data” with Iwan Barankay and Imran Rasul *Econometrica*, July 2009, 77: 1047-94.
- "Social capital in the workplace: Evidence on its formation and consequences" with Imran Rasul and Iwan Barankay, invited submission *Labour Economics*, August 2008, vol. 15(4), pages 724-748
- “Contract Duration and Investment Incentives: Evidence from Land Tenancy Agreements in 19th century Italy.” *Journal of the European Economic Association*, September 2007: vol. 5(5), pages 953-986.
- “Incentives for Managers and Inequality Among Workers: Evidence from a Firm Level Experiment” with Imran Rasul and Iwan Barankay. *Quarterly Journal of Economics* May 2007 122: 729-75.
- “Land Distribution, Incentives and the Choice of Production Techniques: Theory and Evidence from Rural Nicaragua.” *World Bank Economic Review*, May 2007: 21(3):487-508
- “Social Networks and the Adoption of New Technology in Northern Mozambique” with Imran Rasul. **Lead article** *Economic Journal* October 2006: 116: 862-902.
- “Traders, Cops and Robbers” with James Anderson. *Journal of International Economics*, September 2006 vol. 70(1), pages 197-215
- “The Evolution of Cooperative Norms: Evidence from a Field Experiment” with Iwan Barankay and Imran Rasul. **Lead article**, Invited Submission, *Advances to Economic Analysis & Policy, special issue on Field Experiments* John A. List (ed), April 2006, vol. 6(2), 28 pages.
- “Social Preferences and the Response to Incentives: Evidence from Personnel Data” with Imran Rasul and Iwan Barankay. *Quarterly Journal of Economics* August 2005 vol. 120(3), pages 917-962
- "Cooperation in Collective Action" with Imran Rasul and Iwan Barankay. Invited Submission *Economics of Transition Special Issue: Symposium on Institutions and economic performance, Banerjee, A. and Ghatak, M. (eds)* July 2005, vol. 13(3), pages 473-498
- “Private Enforcement and Social Efficiency” with James Anderson. *Journal of Development Economics*, 2005 vol. 77(2), pages 341-366
- “Robin Hood's Compromise: the Economics of Moderate Land Reforms ” with Gilat Levy. *Contributions to Economic Analysis & Policy: Vol. 3: No. 1, Article 19.* 2004, 25 pages
- “Private States and the Enforcement of Property Rights: Theory and evidence on the origins of the Sicilian mafia”- *Journal of Law, Economics and Organization*, Spring 2003: vol. 19(1), pages 218-244
- “Does Financial Liberalisation Raise or Reduce Savings?” with G.Caprio, P.Honohan, F.Schiantarelli, *Review of Economics and Statistics*, May 2000: vol. 82(2), pages 239-263

**WORK IN PROGRESS**

- “Matching Firms, Managers and Incentives” with Lugi Guiso, Andrea Prat and Raffaella Sadun CEPR Discussion Paper 7207
- “Team Incentives: Evidence from a Field Experiment.” with Iwan Barankay and Imran Rasul (submitted April 09)
- “The Diminishing Effect of Democracy in Diverse Societies” with Gilat Levy (submitted, February 08)
- “Blissful Ignorance? The Effect of Feedback on Performance” with Valentino Larcinese and Imran Rasul (submitted, July 08)
- “New Methods for Poverty Reduction: a Randomized Evaluation of the Ultra-Poor Programme in Bangladesh” (currently on the field) with Robin Burgess, Selim Gulesci and Imran Rasul
- “Girls Empowerment: a Randomized Evaluation of the Adolescent Development Program in Uganda and Tanzania” (currently on the field) with Robin Burgess, Markus Goldstein Selim Gulesci and Imran Rasul
- “No margin, No mission? Experimental Evidence on Incentives and Productivity in a Non-Profit Organization” (currently on the field) with Nava Ashraf and Kelsey Jack
- “What do CEOs do? New Evidence from a Time Use Survey” (in progress) with Lugi Guiso, Andrea Prat and Raffaella Sadun

### **SELECTED SCHOLARSHIPS GRANTS AND AWARDS**

*British Academy*: Research Development Award, December 2008-November 2010  
*IZA* Young Labor Economist Award 2007 for “Social Preferences and the Response to Incentives: Evidence from Personnel Data” with Imran Rasul and Iwan Barankay.  
*Quarterly Journal of Economics* August 2005  
*ESRC* teaching buy-out research grant, January 2007-April 2008  
*LSE* teaching prize, February 2005  
*ESRC* teaching buy-out research grant, January 2005-April 2006  
*STICERD-London School of Economics*, research grant, February 2003  
*ESRC* teaching buy-out research grant, November 2000-November 2001  
*STICERD-London School of Economics*, research grant, February 2000

### **PROFESSIONAL ACTIVITIES**

#### **Affiliations**

Research Fellow, Center for Economic Policy Research (CEPR).  
 Research Affiliate, Bureau for the Analysis of Economic Development (BREAD).  
 Research Affiliate, JPAL Europe.  
 Research Fellow, European Development Research Network (EUDN).  
 Research Fellow, IZA

#### **Journals**

Co-Editor, BE Journal of Economic Analysis and Policy  
Board of Editors, Journal of Economic Literature  
Associate Editor, Economic Journal  
Associate Editor, Economica

### **Conferences and Seminars**

Co-organizer (with Tim Besley), AMID/BREAD/CEPR Development Conference, STICERD  
September 25-26, 2009  
Co-organiser STICERD/UCL Development and Growth Seminar  
Committee member, Annual Conference of the European Economic Association  
Committee member, Annual Conference of the Royal Economic Society

### **Previous Academic Appointments**

LSE Department of Economics. September 1999-July 2007: Lecturer in Economics  
Northwestern University, Department of Economics and CSIO. March-May 2007: Visiting  
Assistant Professor.  
IIES, Stockholm. March 2006: Visiting Assistant Professor  
Yale University, Department of Economics. April 2005: Visiting Assistant Professor  
Universita' Bocconi, Milan. March 2005: Visiting Assistant Professor  
IIES, Stockholm. April 2004: Visiting Assistant Professor  
New York University, Department of Economics. January-March 2004: Visiting Assistant  
Professor  
University of Chicago, GSB January-March 2003: Visiting Assistant Professor  
LSE Summer School. August 2000-present: Lecturer- Principles of Microeconomics.

### **Referee**

American Economic Review, Quarterly Journal of Economics, Journal of Political  
Economy, Review of Economic Studies, Journal of Public Economics, Journal of  
Development Economics, Journal of the European Economic Association, Economic  
Journal, Journal of Law, Economics and Organization, Journal of African Economies, NSF,  
ESRC, Economic Development and Cultural Change

### **Conferences and Seminars Presentations**

2009: Labor Seminar, IZA Bonn; Organizations Seminar, Columbia University.  
2008: Labor Seminar, Department of Economics Oxford; Labor Seminar, Tinbergen  
Institute, Amsterdam; Development Seminar, PSE; Development Seminar Toulouse.  
2007: American Economic Association Conference, Chicago; Princeton University,  
Department of Economics; Stanford University, Graduate School of Business; Boston  
College, Department of Economics, NBER Political Economy Meetings; NBER Summer  
Institute Personnel and Labor Studies Workshop; Northwestern University, Department  
of Economics and Kellogg Business School, Pompeu Fabra, Department of Economics;  
Universitat Autònoma Barcelona, Department of Economics; Oxford University, Centre  
for the Study of African Economies

2006: CERGE-EI Prague; CESifo Venice Summer Institute, Conference on the Microeconomics of Institutions; Venice University, Department of Economics; Torino University, Department of Economics, University of Bristol, Networks in Industry Workshop; University of Leicester, Department of Economics; Erasmus University, Rotterdam; University College London, Lab and Field Experiment Conference; Institute for International Economic Studies, Stockholm; Stockholm School of Economics, Department of Economics; Utah Winter Business Economics Conference, Salt Lake City

2005: WBZ Berlin Department of Economics; Yale University, Department of Economics; Bocconi University, Department of Economics; University College London, Lab and Field Experiment Conference; European University Institute, Florence , Department of Economics; University of Kent, Department of Economics

2004: CEPR Public Policy Symposium, Stockholm; IIES Institute for International Economic Studies, Stockholm; Georgetown University, Department of Economics, Washington DC; Columbia University, Department of Economics; New York University, Department of Economics,

2003: University of Essex, ISER; University of California Berkeley, Department of Economics; Stanford University, Department of Economics; Boston University, Department of Economics; Boston College, Department of Economics; University of Toronto, Department of Economics, University of California Los Angeles, Department of Economics; University of Southampton, Department of Economics; Oxford University, Centre for the Study of African Economies

2002: Bocconi University, Department of Economics; Oxford University, Department of Sociology; CEPR Public Policy Symposium, La Coruna; New York University, Department of Economics; World Bank, Research Division; Royal Holloway, Department of Economics; DELTA, Paris.

#### **MEDIA COVERAGE**

<a href="#"><u>Financial Times</u></a>	November 1st 2009	Why Feedback Can be Just So Much Noise
<a href="#"><u>Slate Magazine</u></a>	August 23rd 2008	The Fruits of their Labors
<a href="#"><u>Financial Times</u></a>	August 16th 2008	Harvesting the Fruits of your Labourers
<a href="#"><u>Times of London</u></a>	April 7th 2005	Case Study: Incentives

#### **GRADUATE STUDENTS AND PLACEMENT**

**Current:** Sonia Goncalves, Halfdan Grangard Selim Gulesci, Daniel Metzger, Ameet Morjaria, Ashwini Natraj, Stefanie Sieber, Prakarsh Singh, Jin Wang, Sanchari Roy, Yanhui Wu.

**Past:**

Kumar Aniket, New Hall & Trinity College, University of Cambridge, Cambridge, UK  
 Irma Clots-Figueras, Universidad Carlos III, Madrid, Spain

### **TEACHING EXPERIENCE**

Development Economics (graduate and undergraduate)

Contracts and Organizations (graduate)

Microeconomics for Public Policy (graduate, MPA)

Economic History (graduate)

Principles of Microeconomics (undergraduate)