

## **Kenneth Leonard**

2200 Symons Hall

Department of Agricultural and Resource Economics

University of Maryland

College Park, MD 20742

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## **PERSONAL INFORMATION**

### **Educational Background**

- 1997, Ph.D., Agricultural and Resource Economics, University of California at Berkeley, 1997
- 1989, B.A., Economics and Political Science, Swarthmore College, 1989, with High Honors

### **Academic Appointments at UMD**

- 2009, Associate Professor of Agricultural and Resource Economics, 2009-present
- 2005, Faculty Associate, Maryland Population Research Council, 2005-present
- 2003-2009, Assistant Professor of Agricultural and Resource Economics, 2003-2009

### **Other Employment**

- 1997-2003, Assistant Professor of Economics, Columbia University, 1997-2003
- 2012, Visiting Scholar, Ifakara Health Institute, (2012)

## **RESEARCH, SCHOLARLY AND CREATIVE ACTIVITIES**

### **Chapters in Books**

- 2013, Leonard, K.L., P. Serneels, J.M. Brock# and M. C. Masatu, "Health Worker Performance", *Human Resources for Health in "Africa: A New Look at the Crisis*, Agnes Soucat and Richard M. Scheffler (Eds.), chapter 5
- 2013, Leonard, K.L., P. Serneels and J.M. Brock#, "Intrinsic Motivation", *Human Resources for Health in Africa: A New Look at the Crisis*, Agnes Soucat and Richard M. Scheffler (Eds.), 255-283
- 2012, McNamara, P.E.\*, J.M. Ulimwengu, and K.L. Leonard, "Do Health Investments Improve Agricultural Productivity? Lessons from Agricultural Household and Health Research", *Reshaping Agriculture for Nutrition and Health*, S. Fan and R. Pandya-Lorch (Eds.), 113
- 2012, Essam, T.# and Leonard, K.L., "Commentary: When Information Becomes Useful", *The Value of Information*, Edited by R. Laxminarayan and M. K. Macauley
- 2009, Leonard, K.L., "African Traditional Healers: Are they as Good at Economics as they are at Medicine?", *African Ethics: An Anthology of Comparative and Applied Ethics*

- 2008, J. Das and Leonard, K.L., "Using Vignettes to Measure the Quality of Health Care", *Are You Being Served? New Tools for Measuring Service Delivery*, Amin, S., Das, J. and Goldstein, M. (eds.), chapter 13
- 2005, Leonard, K.L., "Collaborations of Mutual Benefit to Academics and Practitioners", *Attacking Poverty in the Developing World: Christian Practitioners and Academics in Collaboration*, Dean, Judith M., Julie Schaffner and Stephen L.S. Smith (eds.), 33
- 2003, Leonard, K.L. and G. Mliga, "Bypassing Health Centers in Tanzania: Revealed Preferences for Quality", *Le Financement de la sante dans les pays d'Afrique et d'Asie a fiable revenue*, M. Audibert, J. Mathonnat and Eric de Roodenbeke (eds), 59-76
- 2000, Leonard, K.L., "Incentives and Rural Health Care Delivery", *Africa's Changing Markets for Health and Veterinary Services*, 61 -80

### **Refereed Journals**

- Forthcoming, Kathryn Vasilaky# and K. L. Leonard, As Good as the Networks They Keep?: Improving Outcomes through Weak Ties in Rural Uganda, *Economic Development and Cultural Change*.
- 2016, J. Michelle Brock, Andreas Lange and Kenneth L. Leonard, Generosity and Prosocial Behavior in Healthcare Provision Evidence from the Laboratory and Field, *Journal of Human Resources*, 51 (1) : 133-162
- 2015, Bawo, L and Leonard KL and Mohammed, R., Protocol for the evaluation of a quality-based pay for performance scheme in Liberia, *Implementation Science*, 10 (9)
- 2015, J. Michelle Brock and Andreas Lange and Kenneth L. Leonard, Esteem and social information: On determinants of prosocial behavior of clinicians in Tanzania, *Journal of Economic Behavior & Organization*, 118: 85-94
- 2014, Leonard, K.L., 'Active Patients' in Rural African Health Care: Implications for Research and Policy, *Health Policy and Planning*, 29(1): 85-95
- 2013, Hanson, J.C\*, T. Essam# and K.L. Leonard, Listening while Evaluating: Examining the Benefit of an NGO Program using Season Extenders (greenhouses) in Bosnia-Herzegovina, *Journal of Development Effectiveness*, 5(1): 116:136
- 2012, Brown, M.E\*., F. Tondel, T. Essam#, J.A. Thorne, B.F. Mann, K.L. Leonard, B. Stabler, G. Eilerts, Country and regional staple food price indices for improved identification of food security, *Global Environmental Change*, 22(3): 784-794
- 2010, Leonard, K.L.\* and M.C. Masatu, Using the Hawthorne Effect to Examine the Gap between a Doctors Best Possible Practice and Actual Practice, *Journal of Development Economics*, 93(2): 226-243
- 2010, Leonard, K.L.\* and M.C. Masatu, Professionalism and the Know-Do Gap: Exploring Intrinsic Motivation among Health Workers in Tanzania,, *Health Economics*, 19(12): 1461-1477
- 2009, Leonard, K.L., The Cost of Imperfect Agency in Health Care: Evidence from Rural Cameroun, *Journal of Development Economics*, 88(2): 281-291
- 2009, Klemick, H.#, K.L. Leonard, \* and M.C. Masatu, Defining Access to Health Care: Evidence on the Importance of Quality and Distance in Rural Tanzania, *American Journal of Agricultural Economics*, 91(2): 347-358. 2009

- 2009, Gneezy, U., K.L. Leonard, and J. List., Gender Differences in Competition: Evidence from a Matrilineal and a Patriarchal Society, *Econometrica*, 77(5): 1637-1664
- 2009, Leonard K.L.\*, Adelman, S.#, Essam T.#, Idle Chatter or Learning? Evidence of Social Learning about Clinicians and the Health System from Rural Tanzania, *Social Science and Medicine*, 69: 183-190
- 2008, Leonard, K.L., Is Patient Satisfaction Sensitive to Changes in the Quality of Care? An Exploitation of the Hawthorne Effect, *Journal of Health Economics*, 27(2): 444-459
- 2008, Leonard, K.L.\* and M.C. Masatu, Moving from the Lab to the Field: Exploring Scrutiny and Duration Effects in Lab Experiments, *Economic Letters*, 100(2): 284-287
- 2008, Das, J., J. Hammer and K.L. Leonard, The Quality of Medical Advice in Low Income Countries, *Journal of Economic Perspectives*, 22(2): 93-114
- 2008, Leonard, K.L., Do Faith-Based NGOs Represent a Replicable Example for the Delivery of Public Services? An Application to Health Care Delivery in Developing Countries, *Faith and Economics*, 52: 32-59
- 2007, Leonard, K.L.\*, M.C. Masatu and A. Vialou#, Getting Doctors to Do Their Best: The Roles of Ability and Motivation in Health Care Quality, *Journal of Human Resources*, 43(2): 682-700
- 2007, Leonard, K.L.\* and M.C. Masatu, Variations in The Quality Of Care Accessible To Rural Communities In Tanzania, *Health Affairs*, 26(2): 380-392
- 2007, Leonard, K.L., Learning In Health Care: Evidence of Learning about Clinician Quality in Tanzania, *Economic Development and Cultural Change*, 55(3): 531-555
- 2006, Leonard, K.L.\* and M.C. Masatu, Outpatient Process Quality Evaluation and the Hawthorne Effect, *Social Science & Medicine*, 63(9): 2330–2340
- 2005, Leonard, K.L. and J. Graff Zivin, Outcome versus Service Based Payments in Health Care: Lessons from African Traditional Healers, *Health Economics*, 14(6): 575-593
- 2005, Leonard, K.L.\* and M.C. Masatu, The Use of Direct Clinician Observation and Vignettes for Health Services Quality Evaluation in Developing Countries, *Social Science & Medicine*, 61(9): 1944-1951
- 2004, Leonard, K.L. and D. K. Leonard, The Political Economy of Improving Health Care for the Poor in Rural Africa: Institutional Solutions to the Principal-Agent Problem, *Journal of Development Studies*, 40(4): 50-77
- 2003, Leonard, K.L., African Traditional Healers and Outcome-Contingent Contracts in Health Care, *Journal of Development Economics*, 71(1): 1-22
- 2002, Leonard, K.L., When Both States and Markets Fail: Asymmetric Information and the Role of NGOs in African Health Care, *International Review of Law and Economics*, 22(1): 61-80
- 2002, Leonard, K.L.\*, G. Mliga and D. Haile Mariam, Bypassing Health Centers in Tanzania: Revealed Preferences for Observable and Unobservable Quality, *Journal of African Economies*, 11(4): 441-471

### **Conferences, Workshops and Talks**

#### **Invited Talks**

- 2014, Kenneth L. Leonard, Access and quality: Empirical evidence from rural Tanzania, Harvard Social Enterprise Conference, Invited Presentation

- 2014, Kenneth L. Leonard, Technical consultation for the primary health care performance initiative, The World Bank, Workshop
- 2014, Kenneth L. Leonard, Are kinder doctors better? the importance of intrinsic and extrinsic motivation in the provision of quality care in low income countries, The Quality of Health Services & Products in Low Income Countries, Symposium
- 2014, J.Michelle Brock, Andreas Lange, and Kenneth L. Leonard, Giving and promising gifts: Experimental evidence on reciprocity and the study effect from the field Invited Presentation, Health and Economic Development Seminar, Washington State University
- 2013, J.Michelle Brock, Andreas Lange, and Kenneth L. Leonard, Social preferences of clinicians: Evidence from experiments in Tanzania, Performance Based Financing Conference, Bergen Norway
- 2012, J.Michelle Brock, Andreas Lange, and Kenneth L. Leonard, Gift and prod: Experimental evidence on reciprocity and the study effect from the field, Economics Department, University of Dar es Salaam, Tanzania, Invited Presentation
- 2012, Kenneth L. Leonard, Measuring motivation for health care in low income countries, Performance Based Financing Group, The World Bank, Invited Presentation
- 2011, J.Michelle Brock, Andreas Lange, and Kenneth L. Leonard, Activating social preferences: Evidence from a field experiment with doctors in Tanzania, Center for Global Development, Invited Presentation
- 2011, J.Michelle Brock, Andreas Lange, and Kenneth L. Leonard, Activating social preferences: Evidence from a field experiment with doctors in Tanzania, Development Economics Research Group, World Bank, Invited Presentation
- 2011, J.Michelle Brock, Andreas Lange, and Kenneth L. Leonard, Activating social preferences: Evidence from a field experiment with doctors in Tanzania, The Bill and Melinda Gates Foundation, Invited Presentation
- 2011, J.Michelle Brock, Andreas Lange, and Kenneth L. Leonard, Activating social preferences: Evidence from a field experiment with doctors in Tanzania, Economics Department, University of Bergen, Norway, Invited Presentation
- 2010, Kenneth L. Leonard, African traditional healers: Lesson learned from indigenous institutions, Harvard Medical School, Invited Presentation, 2010, Black History Month Invited Speaker
- 2010, Kenneth L. Leonard, Improving health outcomes by choosing better doctors: Evidence of social learning about doctor quality from rural Tanzania, NBER, Health Economics Workshop, Invited Presentation
- 2010, Kenneth L. Leonard, Professionalism and the know-do gap: exploring intrinsic motivation among health workers in Tanzania, Kenyan Medical Research Institute, Invited Presentation
- 2010, Kenneth L. Leonard, Activating social preferences: Evidence from a field experiment with doctors in Tanzania, Dept of Applied Economics, University of Minnesota, Invited Presentation
- 2010, J.Michelle Brock, Andreas Lange, and Kenneth L. Leonard, Activating social preferences: Evidence from a field experiment with doctors in Tanzania, Dept of Economics, Michigan State University, Invited Presentation
- 2009, Kenneth L. Leonard, Using the Hawthorne effect to examine the gap between a doctor's best possible practice and actual performance, Harvard and MIT joint health economics seminar, Boston University, Invited Presentation

- 2009, Kenneth L. Leonard, Traditional healers in rural Africa, Brown Bag Lunch Presentation, The World Bank, Invited Presentation
- 2009, Kenneth L. Leonard, Gender and competition, Research Group Seminar, The World Bank, Invited Presentation
- 2008, Kenneth L. Leonard, Access to health care in poor developing countries: The importance of transportation and quality, Third Annual University Hunger Summit, Invited Presentation
- 2008, Kenneth L. Leonard, Modeling the impact of patient behavior on measures of access to health care, London School of Hygiene and Tropical Medicine, Technical report
- 2007, Kenneth L. Leonard, Getting doctors to do their best: Ability, altruism and incentives, "Health Services for Outcomes" group, World Bank, Invited Presentation
- 2007, Kenneth L. Leonard, Improving health outcomes by choosing better doctors: Evidence of social learning about doctor quality from rural tanzania, Agricultural and Consumer Economics Department Seminar, University of Illinois at UrbanaChampaign, Invited Presentation
- 2006, Kenneth L. Leonard and Jishnu Das, Using vignettes to measure the quality of health care, World Bank, Poverty Reduction Group, Invited Presentation
- 2006, Kenneth L. Leonard, Spatial analysis and learning from others about quality in rural health facilities in Tanzania, Spatial Analysis Group, Maryland Population Research Council, Invited Presentation
- 2005, Kenneth L. Leonard, Melkiory C. Masatu, and Alex Vialou, Getting doctors to do their best: Ability, altruism and incentives, Invited Presentation
- 2005, Kenneth L. Leonard, Melkiory C. Masatu, and Alex Vialou, Getting doctors to do their best: Ability, altruism and incentives, Presentation Center for Global Development, Invited Presentation
- 2004, Kenneth L. Leonard and Damen Haile Mariam, Bypassing health facilities in rural Tanzania: Empirical evidence of learning, Development Economics Brown Bag Seminar, The World Bank
- 2004, Kenneth L. Leonard and Damen Haile Mariam, Bypassing health facilities in rural Tanzania: Empirical evidence of learning, Maryland Population Reseach Council, University of Maryland
- 2004, Kenneth L. Leonard, Social learning in health care: Evidence from Tanzania, University of Maryland Department of Economics, Development Seminar, Invited Presentation, 2004, Presentation
- 2003, Kenneth L. Leonard and Melkiory C. Masatu, Knowledge and practice in health care: Why do doctors who know what to do not do it?, Development Research Group, The World Bank, Invited Presentation
- 2003, Kenneth L. Leonard and Melkiory C. Masatu, Knowledge and practice in health care: Why do doctors who know what to do not do it?, Africana Social Science Seminar Series, NYU, Invited Presentation
- 2001, Kenneth L. Leonard, 'active patients' in rural African health care: Implications for welfare, policy and privatization, HNP Group, The World Bank, Invited Presentation
- 2000, Kenneth L. Leonard, African traditional healers and outcome-contingent contracts in health care, Department of Economics, Princeton University, Invited Presentation
- 2000, Kenneth L. Leonard., African traditional healers and outcome-contingent contracts in health care, Department of Economics, Yale University, Invited Presentation

- 1999, Kenneth L. Leonard, African traditional healers, incentives and skill in health care delivery, Africana Seminar Series, NYU, Invited Presentation
- 1999, Kenneth L. Leonard, African traditional healers, incentives and skill in health care delivery, African Studies Center, Columbia University, Invited Presentation
- 1999, Kenneth L. Leonard, African traditional healers, incentives and skill in health care delivery, Development Research Group, The World Bank, Invited Presentation
- 1999, Kenneth L. Leonard, Health care in rural Cameroun: Structural estimation of production in teams with unobservable effort, Institute for Economic Development Seminar Series, Boston University, Invited Presentation
- 1998, Kenneth L. Leonard, Institutional solutions to the principal-agent problem in African health care, Columbia University Applied Microeconomics Seminar Series, Invited Presentation
- 1996, Kenneth L. Leonard, Health care in rural Cameroun: Structural estimation of production in teams with unobservable effort, African Studies Center, University of California at Berkeley, Invited Presentation

### **Refereed Presentations**

- 2013, Kenneth L. Leonard, Intrinsic incentives and motivation: Are nicer or happier health workers actually better, Southern Economics Association Annual Meetings
- 2013, J.Michelle Brock, Andreas Lange, and Kenneth L. Leonard, Generosity norms and intrinsic motivation in health care provision: Evidence from the laboratory and field, Southern Economics Association Annual Meetings
- 2012, Kenneth L. Leonard and Melkiory C. Masatu, Assessing motivation for high quality care in low income countries, Prince Mahidol Award Conference, Bangkok, Thailand
- 2012, Kenneth L. Leonard and Melkiory C. Masatu, Assessing motivation for high quality care in low income countries, Global Symposium on Health Systems Research, Beijing, China
- 2011, J.Michelle Brock, Andreas Lange, and Kenneth L. Leonard, Activation de préférences sociales: Témoignage d'une expérience sur le terrain avec des médecins en Tanzanie, 3rd International Conference on Health Financing in Developing and Emerging Countries: CERDI-Cnrs, University of Auvergne, Refereed Presentation
- 2011, J.Michelle Brock, Andreas Lange, and Kenneth L. Leonard, Activating social preferences: Evidence from a field experiment with doctors in Tanzania, ASREC
- 2011, J.Michelle Brock, Andreas Lange, and Kenneth L. Leonard, Activating social preferences: Evidence from a field experiment with doctors in Tanzania, Economic Sciences Association Meetings
- 2011, Jeffrey Flory and Kenneth L. Leonard, Outgrowing the gender gap in competitiveness, Economic Sciences Association Meetings
- 2008, Kenneth L. Leonard, Using the Hawthorne effect to examine the gap between a doctor's best possible practice and actual performance, North East Universities Development Consortium
- 2007, Kenneth L. Leonard, Improving health outcomes by choosing better doctors: Evidence of social learning about doctor quality from rural Tanzania, Duke University Development Mini-Conference
- 2007, Kenneth L. Leonard, Do faith based ngos represent a replicable example for the delivery of public services?

- 2007, Kenneth L. Leonard, Improving health outcomes by choosing better doctors: Evidence of social learning about doctor quality from rural Tanzania, North East Universities Development Consortium
- 2007, Kenneth L. Leonard, Gender and competition: The role of socialization, Western Economics Association International
- 2004, Growth, poverty reduction and human development in Africa, Centre for the Study of African Economies, Learning about unobservable quality: Empirical evidence from choice of health facilities in Tanzania
- 2004, Kenneth L. Leonard and Damen Haile Mariam, Bypassing health facilities in rural Tanzania: Empirical evidence of learning
- 2004, Kenneth L. Leonard and Damen Haile Mariam, Bypassing health facilities in rural Tanzania: Empirical evidence of learning
- 2000, Kenneth L. Leonard and Gilbert Mliga, Health centre bypassing in Tanzania: revealed preferences for organizational form, Opportunities in Africa, Centre for the Study of African Economies
- 2000, Kenneth L. Leonard and David K. Leonard, The political economy of improving health care for the poor in rural Africa: Institutional solutions to the principal-agent problem, New Institutional Theory, Institutional Reform and Poverty Reduction, DESTIN, LSE
- 2000, Kenneth L. Leonard and Gilbert Mliga, Bypassing health centers in Tanzania: Revealed preference for quality, Health Systems Financing in Low-income African and Asian Countries, CERDI, Clermont-Ferrand, France
- 1999, Kenneth L. Leonard, Institutional solutions to the principal-agent problem in African health care, Annual Bank Conference on Development Economics (ABCDE)
- 1999, Kenneth L. Leonard, Institutional solutions to the principal-agent problem in African health care, North East Universities Development Consortium
- 1998, Kenneth L. Leonard, Contractual structure of health care in rural Cameroun, North East Universities Development Consortium
- 1996, Kenneth L. Leonard, Institutional structure of health care in rural Cameroun: Structural estimation of production in teams with unobservable effort, African Studies Association Meetings
- 1996, Kenneth L. Leonard, Institutional structure of health care in rural Cameroun: Structural estimation of production in teams with unobservable effort, North East Universities Development Consortium
- 1996, Kenneth L. Leonard, Institutional solutions to the principal-agent problem in African health care, African Studies Association Meetings
- 1994, Kenneth L. Leonard, Contractual structure of health care in rural Cameroun, American Agricultural Economics Association Meetings

### **Symposia**

- 2015, Leonard, Kenneth L and Masatu, Melkiory C., Can Measurement Increase Quality, Improving Quality, Improving Outcomes, The World Bank
- 2015, Leonard, Kenneth L., Shelterbelts: Discussion, Washington Area Development Economics Symposium, Georgetown University

- 2014, Kenneth L. Leonard., Are kinder doctors better? the importance of intrinsic and extrinsic motivation in the provision of quality care in low income countries, The Quality of Health Services & Products in Low Income Countries, Symposium
- 2008, Kenneth L. Leonard, Improving access and quality of health care in rural settings: Decentralizing the health system or recruiting more health workers?, Human Development Week, The World Bank, Symposium
- 2008, Kenneth L. Leonard, Improving access and quality of health care in rural settings: Decentralizing the health system or recruiting more health workers, Service Delivery Conference, The World Bank, Symposium
- 2001, Kenneth L. Leonard, 'Active Patients' in Rural African Health Care: Implications for Welfare, Policy and Privatization, Innovations in Health Care Research, Columbia University, Symposium
- 2000, Kenneth L. Leonard and Joshua Graff Zivin, Physician incentives and the choice of medical practitioner, Innovations in Health Care Research, Columbia University, Symposium
- 2000, Kenneth L. Leonard, 'Active Patients' in Rural African Health Care: Implications for Welfare, Policy and Privatization, Annual Bank Conference on Development Economics (ABCDE), Symposium

#### **Other**

- 2008, Human Development Week, World Bank, (2006, 2008)
- 2008, Third Annual University Hunger Summit, The George Washington University Center for Global Health and The Alliance to End Hunger, Auburn University, Hosted by Universities Fighting World Hunger (UFWH)

#### **Professional and Extension Publications**

- 2011, J. Lambert\*, K. L. Leonard (with others), The Contribution of Traditional Herbal Medicine Practitioners to Kenyan Health Care Delivery Results from Community Health-Seeking Behavior Vignettes and a Traditional Herbal Medicine Practitioner Survey, The World Bank, HNP discussion paper, 2011, 39pp
- 2014, World Development Report 2015: The Behavioral and Social Foundations of Economic Development, The World Bank, Contributor
- 2013, Lemièrè, Christophe; Torsvik, Gaute; Maestad, Ottar; Herbst, Christopher H.; Leonard, Kenneth L., Evaluating the Impact of Results-Based Financing on Health Worker Performance : Theory, Tools and Variables to Inform an Impact Evaluation, World Bank Working Paper 98269

#### **Book Reviews, Notes and Other Contributions**

##### **Book Reviews**

- 2005, Leonard, K.L., "Review of 'Market Institutions in Sub-Saharan Africa: Theory and Evidence'", *Economica*, 73 (291)

##### **Other**



- 2015, Leonard, Kenneth L., "How Human Behavior Affects Health Decisions", *World Bank Soundcloud Podcast*, Podcast

### **Sponsored Research and Programs**

- 2010, Brown, M., Cereal Price Forecasting in West Africa Using NASA Satellite Remote Sensing, NASA, (2010-2011), [\$44,000], Co-PI
- 2009, Lange, A., Masatu, M.C., Testing a novel methodology for measuring medical quality in developing countries, Funded by the World Bank, [\$93,000], Co-PI
- 2009, Brown, M., Cereal Price Forecasting in West Africa Using NASA Satellite Remote Sensing, NASA, (2009-2010), [\$65,534], Co-PI
- 2009, Gender, Competition and Matrilineal Inheritance, NSF, (2009-2011), [\$194,882], PI
- 2008, Baffes, J. Gautam, M., Maratou, L. and Ssewanyan, The Gender Dimension of Cotton Productivity in Uganda, Randomized controlled trial of gender specific agricultural extensions services to the cotton sector in Uganda. Competitive, refereed proposal for the Gender Action Plan, The World Bank, (Team Member), (2008-2009), [\$100,000]
- 2008, Lange, A., Measuring the Motivation of Knowledge-Sector Professionals in Developing Country Settings, Competitive, refereed proposal to the Maryland Agricultural Experiment Station, (2008-2009), [\$25,000], Co-PI
- 2006, Adelman S., Doctoral Dissertation Research: Do Social Networks Influence Households' Human Capital Investments?, NSF, (supervising doctoral student), SES0617793: (2006-2007), [\$18,000], PI
- 2001, Learning and Reputation with Asymmetric Information as seen in Rural African Health Care, NSF Grant, #00-95235: (2001-2002), [\$56,000], PI
- 1994, Leonard, D.K (Co-PI), and Haile Mariam, Damen, Institutional Responses to Market Imperfections in the Supply of Credible Medical Effort and Health Insurance in Africa, NSF Grant, #94-22768: (1994-1997), [\$100,000], Co-PI

### **Submissions and Works in Progress**

#### **Working Papers in Preparation**

- J. M. Brock and A. Lange, Generosity Norms and Intrinsic Motivation in Health Care Provision: Evidence from the Laboratory and Field
- J. M. Brock and A. Lange, Gift and Prod: Experimental Evidence on Reciprocity and the Study Effect from the Field
- J. Flory, U. Gneezy and J. List, Outgrowing the Gender Gap in Competitiveness
- K. Vasilaky, As Good as the Networks They Keep: Expanding Farmer's Social Networks via Randomized Information Exchange in Rural Uganda
- Improving Health Outcomes by Choosing Better Doctors: Evidence of Social Learning about Doctor Quality from Rural Tanzania

## **TEACHING, MENTORING AND ADVISING**

### **Courses Taught**

- World Hunger, Population and Food Supplies, AREC 365, Spring 2004 – Fall 2013 o Fall 2009, (enrollment: 300) o Fall 2010, (enrollment: 253) o Fall 2012, (enrollment: 298) o Fall 2013, (enrollment: 300)
- Graduate Development Economics, AREC 869E, (renamed AREC 846), Fall 2004 – Fall 2012 o Fall 2009, (enrollment: 10) o Fall 2010, (enrollment: 5) o Fall 2012, (enrollment: 2)
- Global Poverty and Economic Development, AREC 345, Fall 2013 o Fall 2013, (enrollment: 78)

### **Advising: Research or Clinical**

#### **Undergraduate**

- Spring 2010, David Bradley Allen, (Economics, 2010), Undergraduate Honors Thesis
- Spring 2010, Xiaojie Zhang, (Soil Science and AREC, 2010), Undergraduate Honors Thesis
- Spring 2008, Greg Aspinwall, (Economics, 2008), Undergraduate Honors Thesis

#### **Master's**

- Term not known-Ongoing, Ziyang Yang, Transactions in Transitional Markets: Evidence from China's Rural Land Rental Market, Committee Chair
- Spring 2012, Craig Meisner, (advanced to candidacy), 2012, Principal Advisor

#### **Doctoral**

- Sum II 2015, Rubaba Ali, Essays on Impact of Infrastructure in the presence of market imperfections, Fannie Mae, Committee member
- Spring 2015, Po Yin Wong, RESILIENCE AND ADAPTATION TO NATURAL HAZARDS: EVIDENCE FROM INDONESIA, Postdoc, Norwegian School of Economics, Norway, Co-Committee Chair
- Spring 2015, Magda Tsaneva, HUMAN CAPITAL INVESTMENTS: PREFERENCES, OPPORTUNITIES, CONSTRAINTS, Clark University, Co-Committee Chair
- Spring 2015, Simone Pieralli, THE ROLE OF SOILS IN PRODUCTION: AGGREGATION, SEPARABILITY, AND YIELD DECOMPOSITION IN KENYAN AGRICULTURE, Humboldt-Universität zu Berlin, Committee member
- Spring 2014, Eduardo Nakasone, The Role of Price Information in Agricultural Markets: Evidence from Rural Peru, 2014, Committee Chair
- Spring 2014, Pinar Gunes, Essays on Female Education, Fertility, and Health: Evidence from Turkey and the US, 2014, Committee Chair
- Spring 2014, Sean Yuji Sylvia, Managerial Incentives In Public Service Delivery: Evidence From School-Based Nutrition Programs In Rural China, Renmin University, China, Committee member
- Spring 2013, Yiyang Liu, Essays on Health Insurance Markets, 2013, Dean's Representative
- Spring 2013, Amy Knaup, Essays on Migration and Health, 2013, Dean's Representative
- Spring 2013, Timothy Essam, Using Satellite Imagery to Analyze Millet Price Regimes and Market Performance in Niger, 2013, Committee Chair
- Spring 2013, Upumanyu Datta, Economics & Empowerment: Catalysts Or Competitors?, 2013, Committee Chair

- Spring 2013, Trang Tran, Essays on the Impact of Conflict and Regulations on the Private Sector in Developing Countries, 2013, Committee Member
- Spring 2013, Amparo Palacio Lopez, Essays on Decomposition Analysis, 2013, Committee Member
- Spring 2011, Abby Alpert, Consequences of Publicly Provided Prescription Drug Insurance, 2011, Dean's Representative
- Spring 2011, Kahwa Douoguih, Competition and Entrepreneurship: Essays in Experimental Economics, 2011, Dean's Representative
- Spring 2011, Ida Lindkvist, Health Worker Motivation and Effort in a Low Income Context, (University of Bergen, Norway), 2011, Principal Opponent
- Spring 2011, Michelle Michalek, Social Preferences Among Clinicians in Tanzania: Evidence From the Lab and the Field, 2011, Committee Chair
- Spring 2011, Katya Vasilaky, Development, Technology Adoption and Social Networks, 2011, Committee Chair
- Spring 2011, Jeff Flory, Formal Savings & Informal Insurance in Villages: A Field Experiment on Indirect Effects of Financial Deepening on Safety Nets of the Ultra-Poor, 2011, Committee Chair
- Spring 2010, Yoon Soo Kim, Health, Agriculture and Labor Markets, 2010, Dean's Representative
- Spring 2010, Niko Hobdari, Africa's Growth Acceleration: The role of Policies, Institutions and Aid, 2010, Dean's Representative
- Spring 2009, Sarah Adelman, Early Childhood Nutritional Responses to Targeted Food Aid and Social Network Disruptions in Ugandan Internally Displaced Person's Camps, 2009, Committee Chair
- Spring 2008, Marcella Veronesi, Environmental Risk Factors, Health and the Labor Market Response of U.S. Markets, 2008, Committee Member
- Spring 2007, Ekaterina Krivonos Gonzales, Three Essays on Coffee Markets, 2007, Committee Member
- Spring 2006, Soma Bhattacharya, The Value of Mortality Risk Reduction in Delhi India, 2006, Committee Member
- Spring 2006, Joytsna Puri, Factors Affecting Agricultural Expansion in Forest Reserves in Thailand: Role of Population and Roads, 2006, Committee Member
- Spring 2005, Valerie Mueller, Valuing Climate Amenities in Brazil Using a Hedonic Pricing Framework, 2005, Committee Member
- Spring 2003, Rozlyn Coleman-Engle, Life, Death, and Human Capital: Essays on How African Firms and Workers Are Responding to the HIV/AIDS Epidemic, 2003, Sponsor
- Spring 2002, Seth A. Seabury, Three Essays on Workers' Compensation, 2002, Committee Chair
- Spring 2001, Ana Corbacho, Education, Income Distribution and Growth, (awarded distinction), 2001, Committee Member
- Spring 2001, Adriana Lleras-Muney, The Relationship Between Education and Mortality: An Analysis for the US Using a Unique Social Experiment, (awarded distinction), 2001, Committee Member
- Spring 2001, Manuel Lobato Osario, Essays on Liquidity Constraints and Stock Price Behavior, 2001, Sponsor

- Spring 2000, Rodney Ramcharan, Understanding the Roles of Education in Economic Development, 2000, Committee Member
- Spring 2000, Robert Graboyes, Indemnities versus Deductibles in Health Insurance: Relative Efficiency in Deterring Low-Benefit Medical Treatments, 2000, Committee Member
- Spring 1999, Maria Claudia Ribeiro Castro, Essays on Interest Parity and Exchange Rate Fluctuations, 1999, Committee Member
- Spring 1999, Won Chang, Estimating the Price Effects of Regional Trade Arrangements, 1999, Committee Member
- Spring 1999, Abebe Adugna, Three Essays in International Trade and Peasant Agriculture, 1999, Committee Member
- Spring 1999, Keiichi Ogawa, Education Policies and Economic Efficiency: The Case of Indonesia, 1999, External Examiner
- Spring 1998, Margaret Macmillan, Taxation and Investment in Sub-Saharan Africa, (awarded distinction), 1998, Committee Member

### **Mentorship**

- Fall 2014-Ongoing, Snaebjorn Gunsteinsson, Faculty Mentor for Assistant Professor
- Fall 2012-Ongoing, Pam Jakiela, Faculty Mentor for Assistant Professor

## **SERVICE AND OUTREACH**

### **Editorships, Editorial Boards and Reviewing Activities**

#### **Editorial Boards**

- 2005, Editorial Board Member, Agricultural and Resource Economics Review, (2005-present)

#### **Reviewing Activities for Journals and Presses**

- Reviewer, Economics of Governance
- Reviewer, International Journal of Health and Human Rights
- Reviewer, International Journal of Health and Economics Management
- Reviewer, Mathematical and Social Sciences
- Reviewer, Review of Development Economics
- Reviewer, Management Science
- Reviewer, Journal of Applied Economics
- Reviewer, Journal of Agricultural Extension and Education
- Reviewer, Journal of African Economies
- Reviewer, Journal of Development Economics
- Reviewer, Journal of Development Studies
- Reviewer, Journal of Health Economics
- Reviewer, Agricultural and Resource Economics Review
- Reviewer, Health Policy and Planning
- Reviewer, World Bank Economic Review

- Reviewer, Social Science and Medicine
- Reviewer, CESifo Economic Studies
- Reviewer, NSF (grant applications)
- Reviewer, Health Affairs
- Reviewer, Economic Development and Cultural Change
- Reviewer, Economic Journal
- Reviewer, Scandinavian Journal of Economics
- Reviewer, European Journal of Health Economics
- Reviewer, BMC Health Services Research
- Reviewer, Journal of Rural Studies
- Reviewer, Journal of Clinical Epidemiology
- Reviewer, International Journal of Quality in Health Care
- Reviewer, Journal of Comparative Economics
- Reviewer, Journal of Economics and Culture
- Reviewer, American Economic Review
- Reviewer, Quarterly Journal of Economics
- Reviewer, American Economic Journal: Economic Policy
- Reviewer, Econometrica

### **Committees, Professional & Campus Service**

#### **Campus Service - Department**

- 2013-2015, Chair, Graduate Committee
- 2009-2010, Graduate placement committee, assisting students in preparing job market packages, seminars, interviews and other placement issues, (2007-2008, 2009-2010)
- 2009-2011, Chair, Full, Associate and Assistant faculty Search Committee, (2009-2011)
- 2008-2009, Chair, Seminar Committee, inviting, organizing and hosting seminar speakers, (2006-current, 2008-2009)
- 2007-2009, First Year Qualifying Paper Committee, (2007-2009)
- 2007-2011, Human Subjects Review Committee, (2007-2011)
- 2003-2005, Econometrics Qualifying Exam committee, (2003-2005)

#### **Campus Service - University**

- 2012-Ongoing, Member, Fulbright Program Mentoring and Advising

#### **Inter-institutional and Regional**

- 2011-2011, Member, Review of Proposal for Masters of Development Practice, University of California at Berkeley

#### **Other Non-University Committees, Memberships, Panels, etc.**

- 2009-2013, AAEA outstanding dissertation award committee, (2009-2013)

- 2009-2013, American Agricultural Economic Association Dissertation Excellence Award review committee, (2009-2013)
- 2006-2008, Center for Global Development, Global Health Policy Research Network, Member of the “Working Group on Performance-Based Incentives”, (2006-2008)

## **External Service and Consulting**

### **International Activities**

- 2015, Consulting, The World Bank
- 2012, Tanzania Cotton Sector Development Programme: Baseline Study, Tanzania, PI (2012), This project was an evaluation of the productivity, cropping practices and potential for improvement of cotton farmers in Tanzania. The evaluation involved household income surveys in rural Tanzania
- 2011, Gender, Competition and Matrilineal Inheritance, Malawi, PI (2009-2011), This project compared nine different types of cultures in Malawi that vary in matrilineal inheritance and matrilocal marriage institutions, using field experiments and survey evidence
- 2011, Testing a novel methodology for measuring medical quality in developing countries, Tanzania, Co-PI (2008-2011), This project involved a randomized controlled trial of different types of incentives provided to doctors in Tanzania
- 2011, Measuring the Motivation of Knowledge-Sector Professionals in Developing Country Settings, Tanzania, Co-PI (2008-2011), This project used the Hawthorne effect to test the value of marginal increases in medical effort provided by doctors in Tanzania
- 2011, The Gender Dimension of Cotton Productivity in Uganda, Uganda, Co-PI (2008-2011), This project involved a randomized controlled trial examining the impact of gender specific agricultural extension services for female cotton-growers in Northern Uganda
- 2010, Evaluation of the impact of irrigation project rehabilitation and agricultural extension services, Burkina Faso, PI (2008-2010), This project measures the impact of a Millennium Challenge Corporation funded project designed to improve rural livelihoods and food production in rural Burkina Faso
- 2010, Evaluation of the impact of rural land governance reform, Burkina Faso, PI (2008-2010), This project measures the impact of a Millennium Challenge Corporation funded project to establish better procedures for claims to rural land and resolution of disputes over such land
- 2008, Do Social Networks Influence Households' Human Capital Investments?, Uganda, Co-PI and graduate student supervisor (2005-2008), This study combined a randomized school feeding trial in two districts in Uganda with exogenous shocks to social networks caused by random timing for household displacement into Internally Displaced Camps. Camps are randomized into programs for feeding schoolchildren with cooked food, uncooked food, and no additional food. This project measures the impact of the program on the nutritional status of pre-school-age children. Instruments include household survey with modules on nutrition, consumption and school attendance, including biometric measurements, and a module on household displacement history
- 2008, The contribution of traditional medicine to Kenyan healthcare delivery, Kenya Co-PI (2008), This project uses surveys with Traditional and Herbal Medical Practitioners (THMP) and

households in rural Kenya to establish the reach and impact of health care services provided in rural Kenya

- 2005, The Hawthorne effect in Medicine, Tanzania, PI (2005), This project examined the determinants of medical quality, using a new instrument to measure quality through exit interviews. The study examined the impact of the research team itself on the quality of care provided in health facilities
- 2002, Learning and Reputation with Asymmetric Information as seen in Rural African Health Care, Tanzania, PI (2001-2002), This survey involved a health facility survey (40 facilities) paired with a household survey (22 villages) over a two-year panel. Instruments included health worker surveys, health facility quality evaluation, and household survey including income; health history; health seeking behavior; and learning through social networks modules
- 1995, Traditional Insurance Mechanisms and the Choice of Health Care Providers in Ethiopia, Ethiopia, Co-PI (1995), This project studied the role of informal insurance mechanisms in health seeking for poor rural households in Ethiopia
- 1995, Decentralization and the Quality of Health Care in Tanzania, Tanzania, Co-PI (1995), This project measured quality in health facilities, and studied the management structure of all health facilities studied, including public, Nongovernmental and private facilities
- 1995, Survey on Choice and the Perception of Quality in Rural Health Institutions, Cameroon, Co-PI (1994-1995), The project implemented a household survey on health seeking behavior in the context of user fee introduction. Instruments included household surveys and interviews with traditional healers
- 1990, Rural Primary School Construction Program, Gabon (1989-1990), Peace Corps Volunteer, Responsible for construction of schools and teachers houses in two communities. Organized an initial evaluation of infrastructure needs for Woleu-Ntem Province

#### **Other**

- 2004, Served as Friend of the WDR, a consulting group advising the authors of the “World Development Report 2004: Making Services Work for Poor People”

#### **Non-Research Presentations**

#### **Outreach Presentations**

- 2015, 2016 Building an Empathy Bridge, Global Public Health Colloquium, UMD