

## NAVA ASHRAF

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### Affiliations:

Harvard Business School, Associate Professor, 2005-present

National Bureau of Economic Research (NBER), Faculty Research Fellow (LS), 2008-present  
Bureau for Research and Economic Analysis of Development (BREAD), Affiliate, 2006-present  
M.I.T. Jameel Poverty Action Lab (J-PAL), Research Fellow, 2005- present  
The Initiative on Global Financial Markets, University of Chicago GSB, Visiting Fellow, 2007

### Office Contact Information:

Harvard Business School, Negotiations, Organizations and Markets Unit  
Baker Library 443  
Boston, MA 02163

### Education:

Harvard University, Ph. D., Economics, June 2005  
Harvard University, M.A., Economics, 2003  
Stanford University, B.A., Economics, International Relations, 1998

### Research Interests:

Decision-making, economic development, experimental economics

### Publications and Working Papers:

"Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia." (with James Berry and Jesse Shapiro) August 2008, forthcoming, *American Economic Review*.

"Finding Missing Markets: Evidence from an Export Crop Adoption and Marketing Intervention in Kenya." (with Xavier Giné and Dean Karlan) July 2008, forthcoming, *American Journal of Agricultural Economics*.

"Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines." *American Economic Review* 99, no. 4, September 2009.

"Female Empowerment: Further Evidence From a Commitment Savings Product in the Philippines." (with Dean Karlan and Wesley Yin) June 2007, Revise and Resubmit requested, *World Development*.

"Decomposing Trust and Trustworthiness." (with Iris Bohnet and Nikita Piankov) *Experimental Economics* 9, no. 3, September 2006.

"Tying Odysseus to the Mast: Evidence from a Commitment Savings Product in the Philippines." (with Dean Karlan and Wesley Yin) *Quarterly Journal of Economics* 121, no. 2, 2006.

"Deposit Collectors." (with Dean Karlan and Wesley Yin) *Advances in Economic Analysis & Policy*, Vol. 6, No. 2, Article 5, March 2006.

"Adam Smith, Behavioral Economist." (with Colin Camerer and George Loewenstein) *Journal of Economic Perspectives* 19, no. 3, Summer 2005.

"My Policies or Yours: How Do OECD Subsidies Affect Poverty in Developing Countries?" (with Margaret McMillan and Alix Peterson-Zwane) in *Globalization and Poverty*, 2005, *National Bureau of Economic Research (NBER) Conference Volume*, edited by Ann Harrison.

"Gender, Intra-household Decision Making and the Demand for Children." (with Erica Field and Jean Lee).

"Remittances and the Problem of Control: A Field Experiment Among Migrants from El Salvador." (with Diego Aycinena, Claudia Martinez A., and Dean Yang).

### Grants, Fellowships, and Awards:

Hewlett/PRB Global Teams of Research Excellence, for "Experimental Approaches to Assessing Economic Determinants and Consequences of Contraceptive Adoption in Zambia" (with Erica Field), 2008

Research grants from John D. and Catherine T. MacArthur Foundation, Inter-American Development Bank, Multilateral Investment Fund, for "Financial Innovations to Stimulate Remittances and Savings: A Field Experiment Among Migrants from El Salvador" (with Dean Yang), 2007

National Science Foundation, Economics, SGER grant for "Contraceptive Adoption and Household Wellbeing: A Field Experiment in Lusaka, Zambia". (with Erica Field), 2007

TIAA-CREF Paul A. Samuelson Award Certificate of Excellence (for "Tying Odysseus.."), 2006

National Science Foundation Dissertation Improvement Grant, Harvard Graduate Society Dissertation Completion Fellowship, Program on Negotiations Dissertation Fellowship, 2004-2005

Program on Negotiations Next Generation Research Grant, Russell Sage Foundation Research Grant, Center for Basic Research in the Social Sciences (CBRSS) Dissertation Fellowship, 2003-2004

Program on Justice, Welfare, & Economics Dissertation Fellowship, David Rockefeller Center for Latin American Studies Research Grant, 2002-2003

Social Science Research Council Program in Applied Economics Fellow, 2001-2002

Phi Beta Kappa awarded in Junior Year, 1996

Youngest recipient ever of the Order of British Columbia, 1995

### Refereeing Service:

*American Economic Review*, *Journal of Political Economy*, *Quarterly Journal of Economics*, *Journal of Experimental Economics*, *Games and Economic Behavior*, *Berkeley Economic Press*, *Economic Development and Cultural Change*, *Journal of Human Resources*, *Journal of Financial Intermediation*, *Journal of Developmental Economics*

### Teaching:

#### Harvard Business School

MBA Elective Course in *Managing Global Health: Design, Delivery & Evaluation* (2010)

Econ 2041/HBS 4430: *Field Experiments* (Harvard-wide Ph.D. Course, 2009-present)

MBA Required Course in *Negotiation* (2006-2009)

Executive Education, Impact Evaluation (2006-present):

*Strategic Perspectives in NonProfit Management* (SPNM)

*Performance Measurement in NonProfit Organization* (PMNO)

#### M.I.T. Jameel Poverty Action Lab

Executive Education in Randomized Program Evaluation, Nigeria 2007 (sponsored by Total)

#### Russell Sage Foundation Behavioral Summer Institute

Faculty Member, July 2004

#### Stanford University Engineering Department, Technical Communications Program

Public Speaking Instructor and Course Captain, March 1994-June 1998

### Other Professional Experience:

CGAP Savings Expert, Knowledge Maps on Microfinance, 2004- present

Evaluation Consultant, *DRUMNET, a project of PRIDE Africa*, Kenya, 2002-2004

Founder & Director, *Rural Women's Training Institute*, Ivory Coast, 1998

Consultant, **BASED** (Health & Agriculture NGO), Cameroon, 1999

Summer Associate, World Bank, Middle East & North Africa Department, Division of Natural Resources and the Environment, 1996