

**PAUL NIEHAUS**

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**Appointments**

Associate Professor of Economics, University of California, San Diego, 2015-  
Assistant Professor of Economics, University of California, San Diego, 2009-2015  
Visiting Researcher, Microsoft Research New England, June 2012-January 2013  
Visiting Researcher, Marshall Institute, London School of Economics, June 2018  
Visiting Researcher, Stanford King Center on Global Development, November 2019

**Affiliations**

Research Associate, National Bureau of Economic Research (NBER), 2013-present  
Affiliated Faculty, Graduate School of International Relations and Pacific Studies, UC San Diego, 2013-present  
Fellow, Bureau for Research and Economic Analysis of Development (BREAD)  
Affiliate, Center of Evaluation for Global Action (CEGA)  
Affiliate, Jameel Poverty Action Lab (J-PAL)  
Co-founder and director (2009-present), GiveDirectly  
Co-founder and director (2014-2019), Segovia Technology Co.  
Director (2019-2020), Taptap Send Inc.

**Education**

Ph.D. in Economics, Harvard University, June 2009.  
Advisors: Edward Glaeser, Sendhil Mullainathan (primary), Markus Mobius  
Dissertation: Essays in Economic Development  
S.B., Harvard University, June 2004  
Concentration: Applied Math and Economics

**Honors and Awards**

Sloan Fellowship, 2015

Top 100 “Global Thinker,” *Foreign Policy*, 2013  
Mars Fellow at the Lindau Meetings of Nobel Laureates in Economic Science, 2008  
National Science Foundation Graduate Research Fellowship, 2006-2009

## **Publications**

- “Filtered Social Learning,” *Journal of Political Economy* 119 (4), 2011, pp. 686-720.
- “Political Aid Cycles”, with Michael Faye. *American Economic Review* 102 (7), 2012, pp. 3516-30.
- “Targeting with Agents”, with Antonia Attanassova and Marianne Bertrand and Sendhil Mullainathan. *American Economic Journal: Economic Policy* 5 (1), 2013, pp. 206-38.
- “Corruption Dynamics: the Golden Goose Effect”, with Sandip Sukhtankar. *American Economic Journal: Economic Policy* 5(4), 2013, pp.230-69. *AEJ: Economic Policy Best Paper Prize, 2014.*
- “The Marginal Rate of Corruption in Public Programs”, with Sandip Sukhtankar. *Journal of Public Economics* 104, 2013, pp. 52-64.
- “Building State Capacity: Evidence from Biometric Smartcards in India,” with Karthik Muralidharan and Sandip Sukhtankar. *American Economic Review* 106 (10), 2016, pp. 2895-2929.
- “Experimentation at Scale,” with Karthik Muralidharan. *Journal of Economic Perspectives* 31 (4), Fall 2017, pp. 103-124.
- “Universal basic income in the developing world,” with Abhijit Banerjee and Tavneet Suri. *Annual Review of Economics* 11, August 2019, pp. 959-983.
- “Improving Last-Mile Service Delivery using Phone-based Monitoring,” with Karthik Muralidharan, Sandip Sukhtankar, and Jeff Weaver. *Forthcoming, American Economic Journal: Applied Economics.*
- “Pathways of Persuasion,” with Lucas Coffman. *Forthcoming, Games and Economic Behavior.*

## **Other Writing**

- “Show Them the Money: Why Giving Cash Helps Alleviate Poverty,” with Chris Blattman. *Foreign Affairs*, May-June 2014, pp. 117-126.
- “Worth Every Cent,” with Chris Blattman and Michael Faye. *Foreign Affairs*, October 2015.
- “Cash as Capital,” with Chris Blattman, Michael Faye, Dean Karlan, and Chris Udry. *Stanford Social Innovation Review*, Summer 2017.

## **Working Papers**

- “Education and Knowledge Spillovers”

“Managing Self-Confidence: Theory and Experimental Evidence”, with Markus Mobius, Muriel Niederle, and Tanya Rosenblatt. *Revise and resubmit, Review of Economic Studies*.

“A Theory of Good Intentions”

“General Equilibrium Effects of (Improving) Public Employment Programs,” with Karthik Muralidharan and Sandip Sukhtankar.

“Identity verification standards in welfare programs: experimental evidence from India,” with Karthik Muralidharan and Sandip Sukhtankar.

“General equilibrium effects of cash transfers: experimental evidence from Kenya,” with Dennis Egger, Johannes Haushofer, Ted Miguel, and Michael Walker. *Revise and resubmit, Econometrica*.

### **Teaching Experience**

Special Topics: Corruption (Graduate – GPEC 449). UCSD, 2016-2020.

Intermediate Microeconomics Video Handbook project. UCSD, 2014.

Seminar in International Studies (Undergraduate – Intl 190). UCSD, 2012-2014, 2016-2020.

Macroeconomics of Development (Graduate). UCSD, 2009-2012, 2014, 2016-2017.

The Economics of Organizations in Developing Countries (Graduate). UCSD, 2018-2020.

Intermediate Microeconomics (Undergraduate – 100C). UCSD, 2009-2012.

Microeconomic Theory (Graduate), Harvard University, 2006-2008. Teaching Fellow.

### **Professional Activities**

Refereeing: American Economic Journal – Economic Policy; American Economic Journal – Applied Economics; American Economic Review; American Political Science Review; Agricultural Technology Adoption Initiative; Econometrica; Economic Journal; Economics Letters; Games and Economic Behavior; International Economic Review; Journal of Development Economics; Journal of the European Economic Association; Journal of Human Resources; Journal of Law and Economics; Journal of Law, Economics, and Organization; Journal of Policy Analysis and Management; Journal of Political Economy; Private Enterprise Development in Low-Income Countries initiative; Journal of Public Economics; National Science Foundation; Oxford Economic Papers; Quarterly Journal of Economics (2011 Excellence in Refereeing Award); Reviews of Economics and Statistics; Review of Economic Studies; Science; World Development

### **Invited Seminars**

2008-2009	Yale University, Cornell University, the London School of Economics, Warwick University, University of California – San Diego, University of Wisconsin – Madison, Dartmouth College, Gordon College
2009-2010	Stanford University, University of California – San Diego, World Bank, Center for Global Development
2010-2011	University of California – Berkeley, Iowa State University, University of California – Los Angeles (Anderson)
2011-2012	University of California – Santa Cruz, University of California – Berkeley (Haas), Stanford University, Naval Postgraduate School, New York University, University of California – Berkeley, University of Chicago (Booth), Microsoft Research New England
2012-2013	Microsoft Research, Duke University, University of Chicago, University of San Francisco, Columbia University, London School of Economics / University College London, Oxford University, Warwick University, University of California – Berkeley (Haas), University of Southern California, Stanford University (GSB), University of California – Los Angeles, UCSD – Rady School of Business
2013-2014	University of California – Berkeley, World Bank, Center for Global Development (US), Center for Global Development (UK)
2014-2015	Yale University, University of California – Los Angeles, University of Pittsburg, Stanford University
2015-2016	Berkeley (Haas), RAND Corporation, Apple University, World Bank
2016-2107	Claremont Graduate University, Princeton University, Oxford University, UK Department for International Development
2017-2018	Stanford University, World Bank, Duke University, University of California – Berkeley, University of Michigan, Northwestern University
2018-2019	Penn State University, University of Chicago, Harvard Business School, Georgetown University, University of San Diego, University of British Columbia, Harvard / MIT,
2019-2020	University of Geneva, University of Zurich, Maastricht University, University of Washington, Stanford University, University of California – Berkeley, University of California – Santa Cruz, University of Pennsylvania – Wharton School

### **Conference Presentations**

2005-2006	Economic Science Association
2008-2009	Northeast Universities Development Consortium (NEUDC), Bureau for Research and Economic Analysis of Development (BREAD)
2009-2010	NEUDC, MOVE Barcelona “Development: Experiment and Field” Workshop
2010-2011	Southwestern Economic Theory Conference (SWET), National Bureau for Economic Research – Public Economics
2011-2012	CEGA Day
2012-2013	Brown University Mini-conference on Networks, Stanford Institute for Theoretical Economics (SITE)
2013-2014	NEUDC, Duke Mini-conference on Charitable Giving
2015-2016	Effective Altruism Global, Delhi Economics Conclave, Skoll World Forum, San Diego Global Poverty Forum
2016-2017	ideas42 Behavioral Summit, Hewlett Foundation
2017-2018	Economics of Social Sector Organizations (London School of Economics), University of Connecticut, The Graduate Institute (Geneva), Williams College Center for Development Economics

2018-2019 Stanford Institute for Theoretical Economics (SITE), Y-RISE conference (Yale University), World Bank, Bridgewater (corporate retreat)

2019-2020 Y-RISE conference (Yale University), Korean Economic Review International Conference, Science of Philanthropy Conference (University of Chicago)