

CURRICULUM VITAE
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EDUCATION:

Ph.D. Economics - University of Texas, Austin 1994
M.A. Economics - University of California, Los Angeles 1984
B.A. Economics - University of Chicago 1980

CURRENT AND PAST POSITIONS:

Professor of Development Economics, University of Oxford, 2016-Present.

Professor, Department of Economics, University of Warwick, 2009-2016.

Professor, Graduate School of International Relations and Pacific Studies, University of California at San Diego, 2009-2011 (on leave 2009-2011).

Associate Professor, Graduate School of International Relations and Pacific Studies, University of California at San Diego, 2002-2009.

Assistant Professor, Graduate School of International Relations and Pacific Studies, University of California at San Diego, 1994-2002.

Economist and Manager of Financial Planning, Central Power and Light Company, Corpus Christi, Texas. April 1981 - January 1987.

OTHER AFFILIATIONS, DIRECTORSHIPS AND EDITORIAL BOARDS:

Scientific Coordinator, Private Enterprise Development in Low-Income Countries (PEDL), a DFID – CEPR Research Programme, 2011-present

Co-Director, Program on Firm Capabilities, International Growth Center, 2009-Present

Academic Coordinator, SGB Evidence Fund, 2018- Present

Research Associate, Productivity Program, NBER, 2010-present

Research Associate, Centre for Competitive Advantage and the Global Economy (CAGE), 2010-present

Research Fellow, BREAD, 2011-present

Research Fellow, CEPR, 2011-present

Research Fellow, IZA, 2011-present

Editorial Board and Founder, VoxDev.org, 2017-Present

Editorial Board, *Journal of Development Economics*, 2010-Present

Editorial Board, *World Bank Economic Review*, 2011 – Present
Editorial Board, *Journal of African Economics*, 2011 - Present
Editorial Board, *The B.E. Journal of Economic Analysis and Policy*, 2008-2014
Editorial Board, *Journal of Comparative Economics*, 2009-2012
Director, Center for US-Mexican Studies, UCSD, September 2003 - 2008
Guest Editor, *Economics of Transition*, Vietnam Symposium issue, 2004.

DISSERTATION RESEARCH:

Specific Investments and Industry Location: Manufacturer-Retailer Integration in the Mexican Footwear Industry, Dale O. Stahl, Advisor.

JOURNAL ARTICLES:

“Can Mobile-Linked Bank Accounts Bolster Savings? Evidence from a Randomized Control Trial in Sri Lanka,” (w/ Suresh de Mel, Craig McIntosh and Ketki Sheth), *Review of Economics and Statistics*, *accepted*.

“What Are the Headwaters of Formal Savings? Experimental Evidence from Sri Lanka” (w/ Michael Callen, Suresh de Mel and Craig McIntosh), *Review of Economic Studies*, Vol 86, October 2019, pp. 2491-2529.

“Experiments and Entrepreneurship in Developing Countries,” (w/ S. Quinn), *Annual Review of Economics*, Vol. 11, 2019, pp. 225–248.

“Labor Drops: Experimental Evidence on the Return to Additional Labor in Microenterprises,” (w/ Suresh de Mel and David McKenzie), *AEJ- Applied*, January 2019, Vol 11(1), pp. 202-235.

“Identifying Gazelles: Expert Panels Vs. Surveys as a Means to Identify Firms with Rapid Growth Potential,” (w/ Marcel Fafchamps), *World Bank Economic Review*, Vol 31(3), October 2017, pp. 670-686.

“Business Practices in Small Firms in Developing Countries,” (w/ David McKenzie), *Management Science*, Vol 63(9), September 2017, pp. 2967-2981.

“Microenterprise Growth and the Flypaper Effect: Evidence from a Randomized Experiment in Ghana,” (w/ Marcel Fafchamps, David McKenzie and Simon Quinn), *Journal of Development Economics*, Vol. 106, January 2014, pp. 211-226.

“Business Training and Female Enterprise Start-up, Growth, and Dynamics: Experimental evidence from Sri Lanka,” (w/ Suresh de Mel and David McKenzie), *Journal of Development Economics*, Vol. 106, January 2014, pp. 199-210.

“What are we learning from business training and entrepreneurship evaluations around the developing world? (w/ David McKenzie), *World Bank Research Observer*, July 2013.

Deposit Collecting: Unbundling the Role of Frequency, Salience and Habit Formation in Generating Savings, (w/ Suresh de Mel and Craig McIntosh), *AEA Papers and*

Proceedings, May 2013, Vol 103(3), pp. 387-392.

“The demand for, and consequences of, formalization among informal firms in Sri Lanka”, (w/ Suresh de Mel and David McKenzie), *AEJ – Applied Economics*, 5(2): 122–150, April 2013.

“One-time transfers of cash or capital have long-lasting effects on microenterprises in Sri Lanka,” (w/ Suresh de Mel and David McKenzie), *Science*, 24 February, 2012. Vol. 335 (6071), pp. 962-966.

“Enterprise Recovery following Natural Disasters,” (w/ Suresh de Mel and David McKenzie), *Economic Journal*, March 2012, Vol 122(559), pp. 64-91.

“Getting Credit to High-Return Microenterprises: The Results of an Information Intervention,” (w/ Suresh de Mel and David McKenzie), *World Bank Economic Review*, 2011, Vol. 25(3), pp. 456-485.

“Using PDA consistency checks to increase the precision of profits and sales measurement in panels,” (w Marcel Fafchamps, David McKenzie, and Simon Quinn) *Journal of Development Economics*, May 2012, Vol. 98(1), pp. 51-57.

“Remittances and Banking Services: Evidence from Mexico,” (w/ Asli Demirgüç-Kunt, Ernesto López Córdova, and María Soledad Martínez Pería), *Journal of Development Economics*, July 2011, Vol 95(2), pp. 229-241.

“Wage Subsidies for Microenterprises”, (w/ Suresh de Mel and David McKenzie), *American Economic Review Papers and Proceedings*, May 2010, Vol 100(2), pp. 614-618.

“Mexican-American Entrepreneurship,” (w/ Rob Farlie), *B.E. Journal of Economic Analysis & Policy*, February 2010, Vol 10, Issue 1 (Contributions), Article 10.

“Are Women more credit Constrained? Experimental Evidence on Gender and Microenterprise Returns”, (w/ Suresh de Mel and David McKenzie), *AEJ-Applied Economics*, July 2009, Vol 1(3), pp. 1-32.

“Measuring Microenterprise Profits: Must we ask how the sausage is made?,” (w/ Suresh de Mel and David McKenzie), *Journal of Development Economics*, January, 2009, Vol 88, No. 1, pp. 19-31.

“Experimental Evidence on Returns to Capital and Access to Finance in Mexico,” (w/ David McKenzie), *World Bank Economic Review*, December 2008, Vol 22(3), pp. 457-482.

“Returns to Capital in Microenterprises: Evidence from a Field Experiment” (w/ Suresh de Mel and David McKenzie), *Quarterly Journal of Economics*, November 2008, Vol 123(4), pp. 1329-1372.

“The Impact of Short-term Credit on Microenterprises: Evidence from the *Bimbo* Program in Mexico,” (w/ Pablo Cotler) *Economic Development and Cultural Change*, Vol 56, No. 4, July 2008, pp. 829-849.

“Mental Health Recovery and Economic Recovery after the Tsunami: High-Frequency Longitudinal Evidence from Sri Lankan Small Business Owners,” (w/ Suresh de Mel and David McKenzie), *Social Science and Medicine*, February 2008, Vol 66(3), pp. 582-595.

“Mexican Microenterprise Investment and Employment: The Role of Remittances,” *Integration and Trade Journal*, No. 27, July-December 2007 pp. 185-209.

“The Quality of the Legal System, Firm Ownership, and Firm Size,” (w/ Luc Laeven), *Review of Economics and Statistics*, November 2007, Vol. 89(4), pp. 601-614.

“Migration Networks and Microenterprises in Mexico” (w/ Rene Zenteno), *Journal of Development Economics*, March 2007, Vol 82(2), pp. 509-528.

“Do Entry Costs Provide an Empirical Basis for Poverty Traps? Evidence from Mexican Microenterprises” (w/ David McKenzie), *Economic Development and Cultural Change*, October 2006, Vol. 55 (1), pp. 3-42.

“Symposium on Transition in Vietnam,” *Economics of Transition*, June 2004, Vol 12(2), pp. 193-199.

"Property Rights and Finance" (W/ S. Johnson and J. McMillan), *American Economic Review*, December 2002, Vol 92(5) pp. 1335-56. [Reprinted in *The Economics of Transition: The Fifth Nobel Symposium in Economics*, Palgrave-McMillan, 2007.]

"The Central Role of Entrepreneurs in Transition Economies" (w/ J. McMillan) *Journal of Economic Perspectives*, Summer 2002, Vol 16(3) pp. 153-70. [Reprinted in *Pathways out of Poverty*, G. Fields and G. Pfeffermann, eds., Kluwer Academic Publishers, 2003.]

"Courts and Relational Contracting" (w/ S. Johnson and J. McMillan), *Journal of Law, Economics and Organization*, Spring 2002, Vol 18(1), pp. 221-277. [Reprinted in *The Economics of Transition: The Fifth Nobel Symposium in Economics*, Palgrave-McMillan, 2007.]

“Non-Contractible Investments and Vertical Integration in the Mexican Footwear Industry,” *International Journal of Industrial Organization*, October 2002, Vol. 20 (8), pp. 1197-1224.

"Expansion and Intergenerational Mobility in Schooling: The Case of Mexico" (W/ M. Binder), *Economic Development and Cultural Change*, January 2002, 50(2).

"Private Ordering under Dysfunctional Public Ordering" (w/ J. McMillan), August 2000,

Michigan Law Review, 98(8), pp. 2421-2458.

"Why do Firms Hide?: Bribes and Unofficial Activity after Communism" (w/ S. Johnson, D. Kaufmann and J. McMillan), June 2000, *Journal of Public Economics*, (76)3, pp. 495-520. [Reprinted in *The Economics of Transition: The Fifth Nobel Symposium in Economics*, Palgrave-McMillan, 2007.]

"Entrepreneurs and the ordering of institutional reform - Poland, Slovakia, Romania, Russia and Ukraine compared," (w/ S. Johnson and J. McMillan), February 2000, *Economics of Transition*, V 8(1), pp. 1-36.

"Interfirm Relationships and Informal Credit in Vietnam," (w/ J. McMillan), November 1999, *Quarterly Journal of Economics*, V 114 (4), pp. 1285-1320.

"Dispute Prevention without Courts in Vietnam," (w/ J. McMillan), October 1999, *Journal of Law, Economics and Organization*, V15(3), pp. 637-658.

"Inflation Stabilization and the Vanishing Size-Wage Effect," October 1999, *Industrial and Labor Relations Review*, V 53 (1), pp. 103-122.

"Contract Enforcement and Trade Liberalization in Mexico's Footwear Industry," June 1998, *World Development*, pp. 979-991.

"Formal Measures of the Informal Sector Wage Gap in Mexico, El Salvador and Peru," (w/ D. Marcouiller and V. Ruiz de Castilla), January 1997, *Economic Development and Cultural Change*, pp. 367-392.

"Domestic Politics, Foreign Interests and International Trade Policy: Comment" (w/ T. Hofer), December 1994, *American Economic Review*.

BOOK CHAPTERS:

"Who are the Microenterprise Owners?: Evidence from Sri Lanka on Tokman v. de Soto," (w/ Suresh de Mel and David McKenzie), in *International Differences in Entrepreneurship*, Lerner and Schoar, eds., *University of Chicago Press*, 2010.

"Mexican-American Entrepreneurship in a Comparative perspective," (w/ Rob Fairlie), in Furchtgott-Roth, ed. *Overcoming Barriers to Entrepreneurship in the United States*, Rowman & Littlefield, 2008.

"Self-employment: Engine of Growth or Self-help Safety Net?," in *Employment and Shared Growth: Rethinking the Role of Labor Mobility for Development*, Paci and Serneels, eds., World Bank Studies in Development series, 2007.

"How does migration affect local development? What Mexico's experience tells us," in Pozo, ed., *Immigrants and their International Money Flows*, Upjohn Institute, 2007.

“Mexican Entrepreneurship: A Comparison of Self-Employment in Mexico and the United States,” (w/ Rob Fairlie), in Borjas, ed., *Mexican Immigration to the United States*, University of Chicago Press, 2007.

“Measuring Institutions,” in Rose-Ackerman, editor, *International Handbook on the Economics of Corruption*, Edward Elgar Publishers, 2006.

"Establishing Confidence in Business Partners: Courts, Networks, and Relationships as Pillars of Support," in Kornai, Rose-Ackerman and Rothstein, eds., *Problems of Post Socialist Transition (Volume 2): Creating Social Trust*, Palgrave MacMillan, 2006

BOOK REVIEWS:

Review of Seabright’s “The Company of Strangers,” *Economics of Transition*, June 2005.

Review of de Soto’s “The Mystery of Capital”, *Journal of Economic Literature*, December 2001.

Review of "Institutions and Economic Organization in the Advanced Economies: The Governance Perspective," *Journal of Economic Literature*, V. 38(2), June 2000, pp. 428-29.

OTHER PUBLICATIONS:

“Training Entrepreneurs,” (w/ D. McKenzie, K. Bjorvatn, M. Bruhn, J. Cai, J. Gonzalez-Uribe, S. Quinn, T. Sonobe, and M. Valdivia, [VoxDevLit](#) Vol. 1 (Issue 1), Dec 2020.

“The Importance of Protecting Export-Oriented Firms,” CEPR Covid e-book, *COVID-19 in Developing Countries*, 2020. Simeon Djankov and Ugo Panazzi, Eds.

“Addressing Constraints to Small and Growing Businesses,” IGC-ANDE-Argidius Working Paper, October 2018.

WORKING PAPERS:

“Challenges of Change: An Experiment Training Women to Manage in the Bangladeshi Garment Sector,” (w/ R. Macchiavello, A. Menzel and A. Rabbani), July 2020.

“Gender Wage Gaps and Worker Mobility: Evidence from the Garment Sector in Bangladesh” (w/ A. Menzel), March 2019

“Information and Bargaining Through Agents: Experimental Evidence from Mexico’s Labor Courts” (w/ J. Sadka and E. Seira), September 2020.

“Micro-Equity for Microenterprises,” (w/ S. de Mel and D. McKenzie), December 2019

“Learning How to Choose or Learning How to Lead? Experiments on Selecting and Training Female Managers in Bangladesh’s Garment Industry,” (w/ H. Uckat), July 2020.

TEACHING:

Mexican Economic Policy, Latin American Economic Policy, Managerial Economics, Economic Development, Organizations, Firms and Labor Markets in Low-Income Countries, all at the MA / PhD level.

2004-2006 Managerial Economics, MBA students at the Rady School of Management, UC San Diego

Recipient of the PIASO student award for excellence in teaching, 1998-1999 and 2002-2003.

AWARDS, HONORS AND RESEARCH GRANTS:

First Prize, Victor L. Urquidi Prize in Economics, 2020 (for “Information and Bargaining Through Agents: Experimental Evidence from Mexico’s Labor Courts,” w/ J. Sadka and E. Seira.

“Well-being, Productivity and Economic Prospects of Female Workers in Bangladesh,” Urban Services Initiative (Gates / JPAL), \$245,924 (co-PI), January 2016.

“Worker well-being and Productivity in the Bangladeshi Garment Sector,” Urban Services Initiative (Gates / JPAL), \$50,000 (co-PI), April 2015.

“Worker well-being and Productivity in the Bangladeshi Garment Sector,” International Growth Centre, £70,088 (co-PI), September 2015.

“Productivity and Development: The Ready-made Garment Productivity Project”, European Research Council Advanced Grant, 2015-2020, £1,469,232. (PI)

“Productivity Improvements in LIC Manufacturing Sectors: Multidimensional Evidence from Bangladeshi Garment Factories,” ESRC 2014-2017, £378,507. (co-PI)

“Cross country measures of productivity dispersion in multi-product firms: Comparing Ready-made Garments across IGC Countries,” International Growth Centre, January 2014, £143,000 (PI)

"Training, Productivity, and Upgrading: Evaluation of Female and Supervisor Training Programs in the Bangladesh Apparel Sector", ESRC 2012-2015, £430,000 (PI)

"Building Management Hierarchies for Growth in LICs: Understanding the Role of Supervisor Training in the Bangladeshi Garment Sector", GLM-LIC program (IZA) 2012-2014, €275,000 (PI)

"Enabling Micro-savings Through Bank-Linked Mobile Phones and Mobile Banking in Sri Lanka," 3ie 2011-2013, \$233,000 (PI)

"Understanding Use of Mobile Savings Technologies in Low-Income Countries," Consortium on Financial Services and Poverty at the university of Chicago, 2012-2013, \$275,000 (PI)

"Evaluation of Female Supervisor Training Programs in the Bangladesh Apparel Sector", IPA SME Initiative, September 2011

"Training Productivity, and Upgrading: Pilot of Evaluation of Female and Supervisor Training Programs in the Bangladesh Apparel Sector," International Growth Centre, August 2011

"Enabling Micro-savings Through Bank-Linked Mobile Phones in Sri Lanka," (w/ Suresh de Mel, Craig McIntosh and Michael Callen), International Growth Center, November 2009; 3ie June 2010

"Identifying and Relaxing Constraints to Employment Generation in Small Scale African Enterprises," World Bank, October 2008 (w/ Marcel Fafchamps), October 2009

"Finding the Headwaters of Household Financial Assets," (w/ Suresh de Mel, Craig McIntosh and Michael Callen), Consortium on Financial Systems and Poverty, University of Chicago, July 2009

"Identifying and Relaxing Constraints to Employment Generation in Small Scale African Enterprises," World Bank Pilot Project grant, October 2008 (w/ Marcel Fafchamps)

"The Transition from Non-Employer to Employer status in Low-Income Countries," NSF June 2008.

"Increasing Formality through Lowering Formalization Costs Vs Innovation Training: A Field Experiment in Sri Lanka," World Bank / Kauffman Foundation April 2006 (co-PI)

"Rebuilding Sri Lankan Microenterprises after the Tsunami," NSF May 2006.

"Mexican American and Immigrant Entrepreneurship," Kauffman Foundation May 2006 (w/ Rob Fairlie).

"A Field Experiment on Rebuilding Sri Lankan Microenterprises After the Tsunami," NSF February 2005.

"Remittances and Microenterprises in Mexico," IADB 2004-2005.

"Local Institutions and NAFTA: Educational attainment in the 1990s in Mexico," European Bank for Reconstruction and Development, 2004-2005.

"The Mexico Data Web," UC-Mexus/ CONACYT 2004-2005.

"The Impact of the Fincomún-Bimbo Credit Program," Ford Foundation (Mexico), 2003-2004.

Research Fellow, Center for US-Mexican Studies, UCSD, April-June 2001.

Senior Research Fellow, Stanford University, Center for Research on Economic Development and Policy Reform, Fall 2000.

"The Birth and Growth of Firms in Mexican Industry," UC-Mexus/ CONACYT, 2000.

"The Entry and Survival of Firms in Transition Economies," European Bank for Reconstruction and Development, 1998.

"Institutional Adjustment to Trade Liberalization," UCSD Academic Senate, 1997.
Research Fellow, Center for US-Mexican Studies, UCSD, January-June 1997.

"The Growth of Markets in Vietnam," The William Davidson Institute, 1997.

"The Growth of Markets in Vietnam," UCSD Academic Senate, 1996.

"The Mexican Labor Market and Informal Sector Wage Gaps," UCSD Academic Senate, 1995.

Institute of Latin American Studies, UT-Austin, Faculty Sponsored Dissertation Grant, 1993.

University of Texas, University Fellow, 1992-1993.

Social Science Research Council/Ford Foundation, International Pre-Dissertation Fellow, 1991-1992.

UCLA, Graduate Studies Fellow, 1983-1984.

University of Chicago, General Honors and Honors in Economics.

REFEREEING:

National Science Foundation, European Research Council, American Economic Review, European Economic Review, Quarterly Journal of Economics, Journal of Political Economy, Science, AEA – Applied, Journal of Comparative Economics, Journal of Latin American Studies, Journal of International Economics, Economic Development and Cultural Change, Journal of Economic Development, Journal of Policy Reform, Journal of Economic Literature, Review of Economics and Statistics, Academy of Management Review, Eastern Economic Journal, Economic Journal, Economic Inquiry, Economics of Transition, Journal of Economics and Management Strategy, Journal of Regional Science, Journal of Developing Areas, World Development, World Bank Economic Review, MacArthur Foundation, Templeton Foundation.