

SAROJINI R. HIRSHLEIFER

CONTACT INFORMATION

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DEPARTMENT ADDRESS

Department of Economics
4128 Sproul Hall
900 University Ave.
Riverside, CA 92521

ACADEMIC POSITIONS

2016- Assistant Professor, Department of Economics, University of California, Riverside

2018- Center for Global Action (CEGA) at University of California Faculty Affiliate

EDUCATION

Ph.D. in Economics, University of California, San Diego, 2016

B.A. with Highest Honors in Economics and Distinction in General Scholarship, University of California, Berkeley, 2004

FIELDS

Fields: Development, Behavioral and Labor Economics; Field Experiments

Research Interests: incentives; information, decision-making and behavioral biases; firm and employee productivity; human capital accumulation, technology and innovation

ACADEMIC PAPERS

PUBLISHED

Hirshleifer, S., McKenzie, D., Almeida, R. & Ridao-Cano, C. 2016. "The Impact of Vocational Training for the Unemployed: Experimental Evidence from Turkey," *Economic Journal*, 126 (November), 2115–2146

WORKING

Hirshleifer, S., "Incentives for Effort or Outputs? A Field Experiment to Improve Student Performance"

Ghanem, D. & Hirshleifer, S. "Testing for Attrition Bias in Field Experiments"

WORK IN PROGRESS

Brownback, A., Hirshleifer, S., Rezaee, A & Kachero, B. "Employer Beliefs, Technical Training and Wages: A Field Experiment with Small Firms in Uganda" (funding from PEDL, J-PAL, Blum, and CEGA-EASST)

Batheja, D. & Hirshleifer, S. "Feedback and Productivity: A Field Experiment in Indian Call Centers"

Hirshleifer, S., Manian, S. & Sheth, K. "Incentives as Signals: A Experiment on Healthcare Compliance"

GRANTS

- 2018: Private Enterprise Development in Low-income countries (CEPR at DFID) Major Grant 454,000 USD (PI with Andy Brownback, Arman Rezaee and Benjamin Kachero)
Blum Initiative Faculty Research Grant 10,000 USD (PI)
J-PAL Post-Primary Education Grant (MIT) 16,000 USD (PI with Andy Brownback, Arman Rezaee and Benjamin Kachero)
- 2015: Private Enterprise Development in Low-income countries (CEPR at DFID) Exploratory Grant 50,000 USD (PI with Arman Rezaee and Benjamin Kachero)
East African Social Science Translation (CEGA at UC Berkeley) Research Grant 50,000 USD (co-PI with Arman Rezaee, Benjamin Kachero, Craig McIntosh)
- 2014: Policy Design Evaluation Lab (UC San Diego) Pilot Research Grant 10,000 USD (co-PI with Karthik Muralidharan)
J-PAL Post-Primary Education Grant 50,000 USD (co-PI with Karthik Muralidharan)
Policy Design Evaluation Lab Graduate Student Research Grant 7,000 USD (PI)
- 2010: Spanish Impact Evaluation Fund (World Bank) Grant 200,000 USD (Researcher, with Cristobal Ridao-Cano, David McKenzie and Rita Almeida)

PROFESSIONAL ACTIVITIES

PRESENTATIONS (INCLUDING PLANNED)

- 2019: UC Riverside School of Business, UC Merced Economics, USC Economics, Pacific Development Conference (Pac-Dev)
- 2018: Southern California Conference in Applied Microeconomics (SoCCAM) Discussant, Advances in Field Experiments Conference, UCSD Development Economics Conference
- 2017: American Economic Association Meetings; Competitiveness Policy Evaluation Lab (ComPEL) World Bank (Mexico City); Pacific Development Conference (Pac-Dev); NYU Abu Dhabi Institute's Entrepreneurship and Private Enterprise Development (EPED) in Emerging Economies Workshop
- 2016: University of Pennsylvania, Department of Psychology (Duckworth Lab); North American Summer Meetings of the Econometric Society; University of British Columbia, Vancouver School of Economics; UC Davis, Agricultural and Resource Economics
- 2015: North-East Universities Development Consortium (NEUDC); Economic Science Association (ESA); All-California Labor Economics Conference (ACLEC) (poster)
- 2014: Pacific Development Conference (Pac-Dev)

Journal Referee: *Journal of Public Economics*, *Journal of Development Economics*, *Economic Development and Cultural Change*, *Economics of Education Review*, *Journal of Development Studies*, *Journal of Comparative Economics*, *European Economic Review*

TEACHING

- Field Experiments in Development Economics (advanced undergraduate)
 - Behavioral Economics (advanced undergraduate)
 - Development Economics: Investment, Productivity, and Organizations (PhD)
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OTHER EMPLOYMENT

Economist, Human Development Economics Team, Europe and Central Asia Division, *January 2009 – July 2010*, World Bank, Washington DC

Research Manager, ideas42 at Harvard University, Denpasar, Indonesia, *December 2007 – December 2008*

Research Coordinator, Innovations for Poverty Action, Cotonou, Benin and New Haven, CT, *August 2006 – November 2007*

Research Analyst, *World Development Report 2007*, Development Research Group, World Bank, Washington, DC, *August 2005 – July 2006*

Research Assistant, Financial Economics Team, Development Research Group, World Bank, Washington, DC, *September 2004 – July 2005*

POLICY REPORTS

Bulgaria: Household Welfare during the 2010 Recession and Recovery (with team led by Emil Daniel Tesliuc and Boyan Zahariev) World Bank, 2012

Skills, Not Just Diplomas: Managing Education for Results in Eastern Europe and Central Asia (contributor, lead authors: Lars Sondergaard and Mamta Murthi), World Bank, 2012

The Jobs Crisis: Household and Government Responses to the Great Recession in Europe and Central Asia, (with core team led by Mohemad Ihsan Ajwad) World Bank, 2011

World Development Report 2007: Development and the Next Generation (with team led by Emmanuel Jimenez), World Bank, 2006.