

CURRICULUM VITAE

MARIO MACIS

Johns Hopkins University Carey Business School
100 International Dr., Baltimore, MD 21202

E-mail: mmacis@jhu.edu

Website: <https://sites.google.com/site/mmacis>

Tel: (410) 234-9431; Fax: (410) 234-9439.

PERSONAL

- Born on April 25, 1976 in Cagliari (Italy).
- Citizen of Italy and the United States.

EDUCATION

- Ph.D. Economics, University of Chicago, 2007.
- M.A. Economics, University of Chicago, 2003.
- *Laurea* in Economics and Social Disciplines (DES), *cum laude*, Bocconi University, 2000.

ACADEMIC POSITIONS

- Associate Professor, Johns Hopkins University Carey Business School, 2016-
 - On sabbatical leave January – May 2020 (scheduled)
- Affiliate Faculty, Johns Hopkins Berman Institute of Bioethics, 2019-
- Academic Program Director, MS Health Care Management, Carey Business School, 2016-
- Associate Faculty, Armstrong Institute for Patient Safety and Quality, Johns Hopkins Medicine, 2012-
- Assistant Professor, Johns Hopkins University Carey Business School, 2010–2016.
- Assistant Professor, Business Economics and Public Policy, University of Michigan Ross School of Business, 2007-10.

VISITING POSITIONS

- Visiting Scholar, Stigler Center for the Study of the Economy and the State, University of Chicago Booth School of Business, May 2020 (scheduled).
- Visiting Scholar, University of the Thai Chamber of Commerce, Thailand, April 2020 (scheduled).
- Visiting Professor, Johns Hopkins Bloomberg School of Public Health, spring 2020 (scheduled).
- Visiting Scholar, Einaudi Institute for Economics and Finance (EIEF), Rome, Italy. June 2010.

PROFESSIONAL AFFILIATIONS

- Faculty Research Fellow, National Bureau of Economic Research (NBER), 2015-
- Research Fellow, Institute for Labor Economics (IZA, Germany), 2008-
- Research Affiliate, Ideas42 Behavioral Science Lab, 2016-
- Fellow, Center for Economic Research North-South, Universities of Cagliari and Sassari (Italy), 2018-

OTHER APPOINTMENTS AND EXPERIENCE

- Editorial Board member, *World Medical and Health Policy*, 2019-
- Faculty Advisory Council member, Johns Hopkins University Research Administration (JHURA), 2017-
- Advisory Board member, Johns Hopkins Behavioral, Social and Systems Science TRC, 2016-
- Consultant, United Nations Development Programme, 2016-2017.

- Consultant, National Marrow Donor Program (NMDP), 2015-2016.
- Consultant, World Bank, 2008, 2010, 2015-16, 2018-19.
- Consultant, International Labor Organization (ILO), 2013.
- Co-Editor, SSRN, Labor and Organizations & Markets Abstracts e-Journals, 2012-2016.

PUBLICATIONS (including forthcoming)

- [1] Paying for Kidneys? A Randomized Survey and Choice Experiment. *American Economic Review*, forthcoming (with Julio Elias and Nicola Lacetera).
- [2] Do Female Executives Make a Difference? The Impact of Female Leadership on Firm Performance and Gender Gaps. *Economic Journal*, forthcoming (with Luca Flabbi, Andrea Moro and Fabiano Schivardi).
- [3] Bias in patient satisfaction surveys: a threat to measuring health care quality. *BMJ Global Health* 2018, 3(2) (with Felipe Dunsch, David Evans and Qiao Wang).
- [4] Moral NIMBY-ism? Understanding Societal Support for Monetary Compensation to Plasma Donors in Canada. *Law and Contemporary Problems* 2018, 81 (with Nicola Lacetera).
- [5] Providing level-of-match information to perfectly matched unrelated stem cell donors: Evaluating acceptability and potential changes in donor availability. *Biology of Blood and Marrow Transplantation* 2018 (with Mary Amanda Dew, Rachel Fabi, Galen Switzer, Dennis Confer, et al.).
- [6] Motivating Cord Blood Donation with Information and Behavioral Nudges. *Nature Scientific Reports* 2018, 8(1) (with Daniela Di Martino, Daniela Grieco and Nicola Lacetera).
- [7] Economic Development and the Regulation of Morally Contentious Activities. *American Economic Review (P&P)* 2017, 107(5) (with Julio Elias, Nicola Lacetera and Paola Salardi).
- [8] Exports and Wages: Rent Sharing, Workforce Composition or Returns to Skills? *Journal of Labor Economics* 2016, 34(4) (with Fabiano Schivardi).
- [9] Viral Altruism? Charitable Giving and Social Contagion in Online Networks. *Sociological Science* 2016, (with Nicola Lacetera and Angelo Mele).
- [10] Sacred Values? The Effect of Information on Attitudes toward Payments for Human Organs. *American Economic Review (P&P)* 2015, 105(5) (with Julio Elias and Nicola Lacetera).
- [11] Markets and Morals: An Experimental Survey Study. *PLoS ONE* 2015, 10(6) (with Julio Elias and Nicola Lacetera).
- [12] Removing Financial Barriers to Organ and Bone Marrow Donation: The Effect of Leave and Tax Legislation. *Journal of Health Economics* 2014, 33 (with Nicola Lacetera and Sarah Stith).
- [13] Rewarding Volunteers: A Field Experiment. *Management Science* 2014, 60(5) (with Nicola Lacetera and Robert Slonim).
- [14] Economic Rewards to Motivate Blood Donations. *Science* 2013, 340(6135) (with Nicola Lacetera and Robert Slonim).
- [15] The Effects of Information, Social and Financial Incentives on Voluntary Undirected Blood Donations: A Field Experiment in Argentina. *Social Science and Medicine* 2013, 98 (with Victor Iajya, Nicola Lacetera and Robert Slonim).
- [16] Time for Blood: The Effect of Paid Leave Legislation on Altruistic Behavior. *Journal of Law, Economics and Organization* 2013, 29(6) (with Nicola Lacetera).
- [17] Will there be Blood? Incentives and Displacement Effects in Pro-Social Behavior. *American Economic Journal: Economic Policy* 2012, 4(1) (with Nicola Lacetera and Robert Slonim).
- [18] Do Unemployment Benefits Promote or Hinder Job Turnover? *Journal of Development Economics* 2010, 93 (with Tito Boeri).
- [19] Social Image Concerns and Pro-Social Behavior: Field Evidence from a Nonlinear Incentive Scheme. *Journal of Economic Behavior and Organization* 2010, 76 (with Nicola Lacetera).
- [20] Do All Material Incentives for Pro-Social Activities Backfire? The Response to Cash and Non-Cash Incentives for Blood Donations. *Journal of Economic Psychology* 2010, 31 (with Nicola Lacetera).

- [21] Labor Market Conditions and Judges' Decisions on Unfair Dismissal Cases (in Italian). *Diritto delle Relazioni Industriali* (Industrial Relations Law Review) 2001, 2. Based on my Bocconi University undergraduate thesis, invited by the Editor (Prof. Marco Biagi).

REVIEW ARTICLES AND POLICY REPORTS

- [22] Understanding Repugnance: Implications for Public Policy. *World Medical and Health Policy* 2017, 9(4) (with Julio Elias and Nicola Lacetera).
- [23] Socio-economic impact assessment of Zika virus in Latin America and the Caribbean. Report of the United Nations Development Programme. 2017 (with various other contributors).
- [24] Gender Differences in Earnings and Leadership: Recent Evidence on Causes and Consequences. *Ifo DICE Report* 2017, 15(2) (with Mirco Tonin).
- [25] Gender Differences in Wages and Leadership, *IZA World of Labor* 2017, Institute of Labor Economics.
- [26] The Impact of Non-Wage Benefits on Job Quality and Labor Market Outcomes in the Developing World: What do we know? *World Bank Employment Policy Primer* 2009 (13), (with Brooke Helpie).
- [27] Labor Regulations in Developing Countries: A Review of the Evidence and Directions for Future Research. *World Bank Social Protection Discussion Paper* N. 0833, 2008 (with Tito Boeri and Brooke Helpie).

BOOK EDITING

- [28] Social Economics: Current and Emerging Avenues (co-editor with Joan Costa-i-Font). CES-Ifo and MIT Press, Cambridge, Massachusetts. January 2017. ISBN 9780262035651.

BOOK CHAPTERS

- [29] Organ Donation. Forthcoming in *Legislating Morality in America: Debating the Morality of Controversial U.S. Laws and Policies*. Edited by Don Haider-Markel for ABC-CLIO.
- [30] Paid vs. Volunteer Donations: An Analysis of the Behavioral and Ethical Issues around Donor Incentives, in Domen R, ed. *Ethical Issues in Transfusion Medicine and Cellular Therapies*, Bethesda, MD: AABB Press, 2015 (with Nicola Lacetera).
- [31] Labor and Social Protection Institutions: Recent Trends and Impact on Development - Employment Protection, Ch. 6, pp. 93-97, in *International Labor Organization World of Work Report*, 2014, 14(1) (with Paola Monti).

COMMENTS

- [32] A critical comment on Niza, Tung and Marteau's "Incentivizing Blood Donation: Systematic Review and Meta-Analysis to Test Titmuss' Hypotheses". *Health Psychology*, Letter to the Editor, 2013 (with Nicola Lacetera and Robert Slonim).
- [33] On the importance of unconditional rewards for blood donations. *Clinical Chemistry*, 2013, Letter to the Editor (with Nicola Lacetera and Robert Slonim).
- [34] In Defense of WHO's Blood Donation Policy-Response. *Science*, 2013, 342(6159) (with Nicola Lacetera and Robert Slonim).
- [35] The Value of Incentives in Blood Donation-Response. *Science*, 2013, 341(6142) (with Nicola Lacetera and Robert Slonim).

WORKING PAPERS

- [36] Incentivized peer referrals for tuberculosis screening: evidence from India (with Jessica Goldberg and Pradeep Chintagunta). NBER Working Paper N. 25279. [SUBMITTED]
- [37] Behavioral nudges, information and incentives for HIV testing: A field experiment in Ecuador (with Michelle Grunauer, Ricardo Izurieta, Phillip Phan, Miguel Reina Ortiz, and Enrique Teran). [SUBMITTED]
- [38] Management, supervision, and health care: a field experiment (with Felipe Dunsch, David Evans and Ezinne Eze-Ajoku). NBER Working Paper 23749. [SUBMITTED]

WORK IN PROGRESS

- [39] The empirics of repugnant exchanges (with Julio Elias and Nicola Lacetera).
- [40] An evaluation of RBC genotyping as a donor recruitment and retention strategy (with Patricia Brunker and Aaron Tobian).
- [41] Evaluating the effects of university fundraiser incentives (with Michael Gibbs).
- [42] Information acquisition and polarization (with Julio Elias and Nicola Lacetera).
- [43] Altruism, ethics and markets: A behavioral and neuroscientific experimental study (with Vikram Chib, Jeffrey Kahn, and Nicola Lacetera).
- [44] Enhancing organ donor registration rates through strengthening ServiceOntario customer representatives' motivations: observational studies and field interventions (with Nicola Lacetera, Julian House, Audrey Laporte, Frank Markel and Nina Mazar).
- [45] The link between economic diversification and poverty reduction in sub-Saharan Africa: evidence from micro data (with Marco Ranzani).

POPULAR PRESS ARTICLES AND POLICY BRIEFS

- [46] The Economic and Moral Foundations of Americans' Attitudes toward Paying Kidney Donors, **Cato Institute Research Brief in Economic Policy** No. 172, 17 July 2019 (with Julio Elias and Nicola Lacetera).
- [47] Societal Support for Paying Plasma Donors in Canada, **Cato Institute Research Brief in Economic Policy** No. 127, 22 August 2018 (with Nicola Lacetera).
- [48] The debate in Canada over paying plasma donors, **Policy Options – The Public Forum for the Public Good**, 28 May 2018 (with Nicola Lacetera).
- [49] Better quality health care through consistent supervision, **VoxDev**, 17 November 2017 (with Felipe Dunsch, David Evans, and Ezinne Eze-Ajoku).
- [50] Understanding moral repugnance: The case of the kidney market, **Vox – CEPR Policy Portal**, 15 October 2016 (with Julio Elias and Nicola Lacetera).
- [51] Female executives and gender wage gaps, **Vox – CEPR Policy Portal**, 24 April 2015 (with Luca Flabbi, Andrea Moro, and Fabiano Schivardi).
- [52] Incentives for altruism? The case of blood donations, **Vox – CEPR Policy Portal**, 4 November 2008 (with Nicola Lacetera).

HONORS AND AWARDS

- Dean's Award for Faculty Excellence 2015-2018.
- Johns Hopkins University Early-Career "Catalyst" Award, 2015.
- Johns Hopkins University Alumni Association "Excellence in Teaching" Award, 2013.
- E. and T.W. Schultz Endowment Fund Dissertation Fellowship, University of Chicago, 2006-07.
- Ente Luigi Einaudi Scholarship for Graduate Studies, 2003-04.

GRANTS

- [1] Global Established Multidisciplinary Sites (GEMS) grant, \$30,000, 2019-2020 (Co-PI; PI: Jonathan Golub)
- [2] Johns Hopkins Alliance for a Healthier World Implementation Grant \$250,000, 2018-20 (Co-I; PI: Richard Chaisson).
- [3] Johns Hopkins University "Discovery Award" Grant \$150,000, 2018-19 (Co-I; PI: Macey Henderson).
- [4] Creative and Novel Ideas in HIV Research (CNIHR) Award (NIH Office of AIDS Research and Centers for AIDS Research) for "Behavioral Nudges, Information and Incentives for HIV Testing: A Field Experiment in Ecuador", \$308,000, 2016-18, PI.
- [5] Johns Hopkins University "Discovery Award" Grant \$60,000, 2016-17 (PI; with Patricia Brunker, Aaron Tobian, Nicola Lacetera, Robert Slonim).
- [6] Government Partnership Initiative (J-PAL), "Leveraging Patients' Social Networks to Overcome Tuberculosis Under-detection in India" \$48,965, 2016-17 (PI, with J. Goldberg (PI) and P. Chintagunta).

- [7] Johns Hopkins University “Exploration of Practical Ethics” Grant \$58,000, 2016-17 (PI, with V. Chib, J. Kahn and N. Lacetera).
- [8] International Growth Center India Central Grant, GBP 20,294, 2016-17 (PI, with J. Goldberg and P. Chintagunta).
- [9] World Bank Strategic Impact Evaluation Fund (SIEF) Grant, \$555,162, 2015-17 (PI, with J. Goldberg (PI) and P. Chintagunta).
- [10] Sloan Foundation “Economics of Knowledge Contribution and Distribution” sub-grant \$ 10,000, 2015-16 (Co-PI, with N. Lacetera and J. Elias).
- [11] Science of Philanthropy grant, \$36,340, 2014-15 (Co-PI, with D. Grieco and N. Lacetera).
- [12] Johns Hopkins Center for Global Health Faculty Grant in Global Health Research, \$47,844, 2014-15 (PI, with J. Goldberg, J. Farley and P. Chintagunta).
- [13] International Growth Center India Central Grant, GBP 10,000, 2013-14 (PI, with J. Goldberg and P. Chintagunta).
- [14] Maryland Population Research Center Seed Grant, \$15,000, 2013-14 (Co-PI, with J. Goldberg (PI)).
- [15] NET Institute Summer Grant 2012, \$7,500, Net Institute, NYU Stern (Co-PI, with A. Mele and N. Lacetera).
- [16] JHU Carey Business School Dean’s Grant, 2011, \$5,000.
- [17] National Science Foundation (NSF) grant (PI, with N. Lacetera (PI on collaborative grant) and R. Slonim), 2009-11, \$308,000.
- [18] Social Sciences and Humanities Research Council of Canada grant (Co-PI, with V. Iajya, N. Lacetera and R. Slonim), 2010-11, \$42,000.
- [19] Mitsui Life Financial Research Center Grant, 2008-2010, \$5,000 (PI).
- [20] Ross School of Business Dean’s Grant, 2008-09, \$10,000.
- [21] Russell Sage Foundation Grant for Young Scholars (Co-PI, with N. Lacetera and R. Slonim), 2008-09, \$5,000.

INVITED SEMINARS (including scheduled)

2019/20: University of Economics (Prague, Czech Republic); National University of Singapore (Singapore); University of Sydney (Australia); University of the Thai Chamber of Commerce (Thailand).

2018/19: London School of Economics (UK); Erasmus University Rotterdam (Netherlands); American University (US); Università degli Studi di Milano (Italy); University of Pennsylvania (US); Universidad del CEMA (Argentina); University of Alabama (US); Università degli Studi di Cagliari (Italy).

2017/18: University of South Florida College of Public Health (US); Johns Hopkins Medicine, Department of Psychiatry (US).

2016/17: Pontificia Universidad Católica de Chile (Chile); University of Maryland (US); University of Louisville (US); Center for Global Development (Washington DC); International Monetary Fund.

2015/16: Washington University St. Louis, Olin Business School; Duke University, School of Law; University of Bologna; University of Bristol; University of Essex; Copenhagen Business School; Ideas 42 (New York).

2014/15: University of Toronto Rotman School of Management; George Mason University; University of Cagliari.

2013/14: World Health Organization, TB & M/XDR-TB Control Programme, Division of Communicable Diseases, Health Security, and Environment, Regional Office for Europe (Webinar); University of New Mexico, Economics Department.

2012/13: World Bank, Development Impact Evaluation Initiative; George Washington University, Dept. of Economics; Inter-American Development Bank Research Department; Trinity College (Ireland).

2011/12: Columbia University, Graduate School of Business; Johns Hopkins Armstrong Institute for Patient Safety and Quality; Center for Global Development (Washington DC).

2010/11: Yale University, Department of Economics; Yale School of Management; University of Maryland, Dept. of Economics; Johns Hopkins University, Bloomberg School of Public Health; Johns Hopkins University, Dept. of Economics.

2009/10: University of Maryland Business School; Einaudi Institute for Economics and Finance-EIEF (Rome, Italy); Johns Hopkins University Carey Business School.

2008/09: Georgetown University; Stockholm School of Economics; Universidad de Chile; UC Santa Barbara; University of Cagliari.

2007/08: Northwestern University; Indiana University; University of Rochester; UC Irvine; University of Michigan; University of Edinburgh; Oxford University; University of Illinois at Urbana-Champaign; Case Western Reserve University; Federal Reserve Board; RAND Corporation; Duke University.

CONFERENCE PRESENTATIONS (including scheduled)

2019/20: Advances with Field Experiments (Chicago).

2018/19: Advances with Field Experiments (Boston); American Economic Association Meeting (Atlanta); American Society of Health Economists Meeting (Washington, DC).

2017/18: Altruism, Community and Markets Conference, American Enterprise Institute (Washington DC); Creative and Novel Ideas in HIV Research Workshop (NIH).

2016/17: Harvard-MIT-Stanford Empirical Management Conference (MIT); Jobs and Development Conference (World Bank); Creative and Novel Ideas in HIV Research Workshop (NIH); Advances with Field Experiments (University of Chicago); Asociacion Argentina de Economía Política Meeting (Argentina); American Economic Association Meeting (Chicago).

2015/16: American Society of Health Economists (ASHE) Meeting (Philadelphia); Conference on “The Ethics of Bodily Commodification” (College of New Jersey); Southern Economic Association Meeting; Natural Experiments and Controlled Field Studies Workshop, Ammersee (Germany).

2014/15: American Economic Association Annual Meeting; Colloquium on Personnel Economics (COPE), University of Vienna (Austria); Workshop on Morality, Incentives and Unethical Behavior (UC San Diego); Eastern Economic Association Meeting; 5th Workshop of Fondazione Debenedetti Fellows (Bologna, Italy); American Law and Economics Association Meetings (Columbia University); World Bank workshop on “Quality of Health Services & Products in Low Income Countries” (Washington, DC); Science of Philanthropy Initiative Conference.

2013/14: American Economic Association Annual Meeting; CESifo conference on Social Economics (Munich, Germany); Society of Labor Economists Meetings; Natural Experiments and Controlled Field Studies Workshop, Ammersee (Germany); INFORMS;

2012/13: Institute for Compensation Studies Emerging Scholars Conference (Cornell University); Workshop on Giving and Wellbeing (Warwick University, UK); International Plasma Protein Congress (Dublin).

2011/12: NBER Summer Institute, Labor/Public Economics; IZA-SLOAN Economics of Leadership conference; Plasma Protein Forum (Washington, DC); 11th IZA/SOLE Transatlantic Meeting of Labor Economists (Buch/Ammersee, Germany); CEPR Public Policy Conference on Altruism and Charitable Giving (Paris, France); American Economic Association Meetings.

2010/11: American Economic Association Meetings; Midwest Health Economics Conference; FRDB Fellows and Affiliates Workshop (Italy), 2011 China India Consumer Insights Conference (New Delhi, India).

2009/10: NBER Summer Institute, Labor/Personnel Economics; Advances with Field Experiments, Wharton; Association for Public Economic Theory Annual Conference (Istanbul); American Society of Health Economists; IZA-World Bank Conference on Employment and Development (Cape Town, South Africa).

2008/09: IZA-World Bank Workshop on Active Labor Market Policies (Bonn); Association for Public Economic Theory Conference (Ireland), Society for Judgment and Decision Making Meeting (Boston).

2007/08: American Economic Association Meetings; American Society of Health Economists; IZA-World Bank Conference on Employment and Development (Bonn); Society of Labor Economists Meetings.

2006/07: Society of Labor Economists Meetings; Midwest Economics Association; Eastern Economics Association; American Economic Association Meetings (Philadelphia), International Comparative Analysis of Enterprise Data Conference; Frontier Research in Economics, University of the Thai Chamber of Commerce (Bangkok, Thailand).

DISCUSSANT (including scheduled)

Southern Economic Association Meeting, 2019; American Society of Health Economists annual meeting 2019; Southern Economic Association Meeting, 2018; International Monetary Fund conference on Financial Inclusion and Growth, 2018; NBER Culture & Institutions Meeting, 2017; American Economic Association Meeting, 2017; American Economic Association Meeting, 2015; World Bank Workshop on “Higher Education in Latin America”, 2015; American Economic Association Meeting, 2014; American Economic Association Meetings, 2010; Econometric Society, 2009; World Bank conference on “Female Entrepreneurship: Constraints and Opportunities”, 2009.

KEYNOTES AND PANELS (including scheduled)

- **Invited panelist**, Plasma Protein Forum, panel on “Motivation Crowding Out”, June 19 2019.
- **Faculty presenter** at “Hopkins on the Hill”, US Congress, Rayburn House Office Building, Washington DC, June 12, 2019.
- **Keynote Speaker**, Annual meeting of the Association of Donor Relations Professionals (ADRP), May 16 2019, Indianapolis.
- **“Landsteiner Lecture”**, Sanquin - National Blood Agency of the Netherlands, February 18, 2019 (Amsterdam, Netherlands).
- **“Masterclass”**, Sanquin - National Blood Agency of the Netherlands, February 18, 2019 (Amsterdam, Netherlands).
- **Public Lecture** on “Euros for your organs?”, organized by Erasmus University and Arminius (Rotterdam, Netherlands). February 14, 2019.
- **Keynote speaker**, University of Michigan Ross School of Business, annual PhD symposium, Business Economics and Public Policy, November 9, 2019.
- **Invited panelist**, National Blood Foundation CORD Summit, October 15, 2018 (Boston).
- **Guest**, Economics Detective Podcast, August 12, 2018.
- **Expert panelist** at Congressional staff briefing on on the legal, ethical and economic issues surrounding compensation for bone marrow, US Congress, Russell Senate Office Building, November 15, 2016.
- **Invited panelist** at “Centro Único Coordinador de Ablación e Implante” (Organ Procurement and Transplant Center), San Miguel de Tucuman (Argentina). December 22, 2015.
- **TEDx Speaker** on “Economic Incentives for Body Parts?” TEDx Johns Hopkins University, March 2015.
- **Panelist** at JHU Berman Institute of Bioethics seminar on “Rationality and Bias in the Consent Process: Perspectives from Behavioral Economics and the Social Sciences”, January 26 2015.
- **Expert panelist** at Congressional staff briefing on Compensation to Bone Marrow donors, US Congress, Rayburn House Office Building, March 14 2014.
- **Panelist** at Academy of Management symposium on “Do High-Powered Incentives for Knowledge and Creative Workers Work?”, Philadelphia, August 5, 2014.
- **Inside Higher Ed’s Academic Minute**: “Economics and the Blood Supply”, February 22 2012.
- **Panelist** at World Bank forum on “Promoting Jobs in the Recovery for Men and Women: What Works, What Doesn’t and Why?” Washington DC, April 27 2010.

CONFERENCE ORGANIZATION

- AEA Meetings, session on “Sex, Drugs, Kidneys and Migrants: Economic Analyses of Morally Contested Transactions”, January 2019 (co-organizer).
- IBEO Health Economics Workshop, Alghero (Italy), June 2018 (co-organizer).
- Hopkins Health, Labor, Education and Development Conference (H2LED), Johns Hopkins University, May 2017; May 2018 (co-organizer).
- Panel on “Markets for Body Parts: Exploitation or Opportunity”, Festival of Economics, Trento, June 2017.
- Session on “The economics of organ donation and transplantation”, American Society of Health Economics (ASHE) meetings, Philadelphia, June 2016.
- Symposium and Workshop on “Everything for Sale? The Ethics and Economics of Compensation for Body Parts” (co-organizer with Jeffrey Kahn, JHU Berman Institute of Bioethics), May 2015.
- American Economic Association Meetings, session on “Moral Values and Economic Behavior” (selected for the AER Papers & Proceedings), January 2015.
- CES-Ifo conference on “Social Economics”, Munich (co-organizer with Joan Costa-i-Font), March 2013.
- AEA Meetings, session on “Field Experiments in Health Economics”, January 2011.
- AEA Meetings, session on “Extrinsic Incentives and Pro-Social Behavior”, January 2009.

TEACHING

Johns Hopkins Carey Business School (2010-present)

- Applied and Behavioral Health Economics (GMBA-MS Elective); Behavioral Economics for Health Care (Executive Education); Business Microeconomics (Global MBA); Strategic Human Resources (Executive MBA, Flex MBA, Global MBA); Economics for Decision Making (Full-Time MS Finance, Flex MBA); course lead since 2011.

University of Michigan Ross School of Business (2007-2010)

- Topics in Personnel and Organizational Economics (Ph.D. seminar); Incentives and Productivity (Full-time MBA); Applied Microeconomics (Undergraduate - BBA Core course); course coordinator in 2008-2009.

Guest Lecturing

- Ethics and Decision-Making in Clinical Practice (Graduate course, December 6 2018, Johns Hopkins School of Public Health and Berman Institute of Bioethics); Ethics in Business and Science (Graduate course, November 26 2018, Johns Hopkins Homewood and Center for Leadership Education); Cases in Business Ethics (undergraduate course, April 3 2017, Johns Hopkins Homewood and Center for Leadership Education); Cases in Business Ethics (undergraduate course, April 3 2018, Johns Hopkins Homewood and Center for Leadership Education).
- Invited Ph.D. lecture on Field Experiments, University of Copenhagen, Faculty of Science (Denmark). August 18, 2016.
- Lecture on Conducting Randomized Controlled Trials at World Bank - Nigeria Impact Evaluation Community of Practice. Abuja (Nigeria), November 2013.

STUDENT ADVISING AND RELATED SERVICE

PhD Committee member

- Sarah S. Stith, PhD, University of Michigan Ross School of Business (currently Assistant Professor, University of New Mexico, Department of Economics).
- Danielle Edwards, PhD program in Bioethics and Health Policy, Johns Hopkins University Bloomberg School of Public Health/Berman Institute of Bioethics (3rd year).
- Seema Kacker, MD/PHD program, Johns Hopkins Bloomberg School of Public Health/Johns Hopkins School of Medicine.

Graduate Board Oral Examination committee chair (external): Shaiza Qayyum (JHU Department of Economics, May 2018), Ding Xuan Ng (JHU Department of Economics, September 2018), Kyungmin Kang (JHU Department of Economics, May 2019).

REVIEWING

Economics and Management Journals: American Economic Review; Journal of Political Economy; Quarterly Journal of Economics; Review of Economic Studies; Management Science; American Economic Journal: Applied Economics; American Economic Journal: Economic Policy; Marketing Science; B.E. Journal of Economic Analysis and Policy; CESifo Economic Studies; Contemporary Economics; *Economica*; Economic Journal; Economics and Human Biology; European Economic Review; Environmental and Resource Economics; Games and Economic Behavior; Industrial and Labor Relations Review; Industrial Relations; International Economic Review; German Economic Review; International Journal of Manpower; Journal of Applied Econometrics; Journal of Benefit-Cost Analysis; Journal of Economic Behavior and Organization; Journal of Economic Psychology; Journal of Economics & Management Strategy; Journal of the European Economic Association; Journal of the Economic Science Association; Journal of Health Economics; Journal of Labor Economics; Journal of Law, Economics, and Organization; Journal of Nonprofit & Public Sector Marketing; Journal of Policy Analysis and Management; Journal of Public Economics; Journal of Socio-Economics; Health Economics; Labour; Labour Economics; National Tax Journal; Review of Economics of the Household; Small Business Economics; Social Science and Medicine; Inter-American Development Bank Working Papers.

Health Policy, Medicine, Ethics Journals: BMJ Global Health; Journal of Medical Ethics; American Journal of Preventive Medicine; Journal of Blood Medicine; Medicina; World Health Organization Public Health Panorama; World Medical & Health Policy.

Publishers/Funding Agencies: Cambridge University Press; National Science Foundation (NSF); Robert Wood Johnson Foundation; Italian Ministry of Education, University and Research “PRIN”; Italian Ministry of Education, University and Research “Young Researchers Awards Rita Levi Montalcini”; World Bank Human Development Network (HDN); World Bank Development Impact Evaluation Unit (DECIE); German-Israeli Foundation for Scientific Research and Development; JHU Center for Global Health.

OTHER SERVICE

Johns Hopkins Carey Business School: Research Seminar Series Coordinator (2013-2016); Course lead for Strategic Human Resources (GMBA, EMBA, 2015-present); Course lead for Economics for Decision Making (2011-present); Member of the Faculty Diversity Initiative Committee (2016-2017); Member of the Diversity and Inclusion committee (2013-2015); Member of the Admissions committee (2014-2016).

University of Michigan Ross School of Business: Business Economics and Public Policy Seminar Series organizer (2008-2010); Course coordinator for Applied Microeconomics (2008-2009); Member of the PhD program Admissions committee (2008-2010).

Community service: Member of Patient Advisory Board, JHU Community Physicians, Bethesda MD.

SELECTED MEDIA COVERAGE

- When Women Run Companies, *The Atlantic*, December 2016.
- How a Woman CEO Affects Sales and Salaries, *Wall Street Journal*, December 2016.
- Without Matching Bone Marrow Donors, 3,000 Americans Die Each Year, *Forbes*, August 2016.
- Why you get paid to donate plasma but not blood, *STAT (Boston Globe Media)*, January 2016.
- How To Convince People To Solve The Organ Shortage, *Forbes*, January 2015.
- Need a Kidney? Not Iranian? You'll Wait, *The New York Times*, July 2015.
- How much can you get for selling your body (parts)?, *The Guardian*, January 2015.
- Is There a Moral Way to Fix America's Kidney Shortage?, *The Atlantic*, January 2015.
- Should monetary incentives be offered for blood donation? Study says yes, *Fox News*, May 2013.
- Noncash Incentives Boost Blood Donations without Risking Supply, *Globe and Mail*, May 2013.
- Blood donation is valuable, so why not pay donors?, *The Los Angeles Times*, May 2013.
- Should blood donors be rewarded?, *Sydney Morning Herald*, June 25 2013.
- Does the altruism theory help anyone at all?, *Financial Times*, 2012.