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Education

- 2012 UNIVERSITY OF ZURICH
Ph.D., Economics (summa cum laude). Advisor: Ernst Fehr
- 2008 HARVARD UNIVERSITY
Ph.D., Neurobiology. Advisors: Nancy Kanwisher, Margaret Livingstone
- 2003 UNIVERSITY OF OXFORD
B.A. (First Class Honours), Physiology, Psychology, Philosophy

Academic Positions

- 2014– PRINCETON UNIVERSITY
Assistant Professor of Psychology and Public Affairs
- 2011–14 HARVARD UNIVERSITY
Prize Fellow in Economics
- 2011–14 MASSACHUSETTS INSTITUTE OF TECHNOLOGY
Postdoctoral Fellow, Abdul Latif Jameel Poverty Action Lab

Affiliations

- 2015– Research Associate, Center for History and Economics, Harvard University
- 2015– Faculty Associate, Niehaus Center for Globalization and Governance, Princeton University
- 2014– Associated Faculty Member, Department of Economics, Princeton University
- 2014– Faculty Affiliate, Center for Health and Wellbeing, Princeton University
- 2014– Faculty Affiliate, ideas42
- 2012– Scientific Director, Busara Center for Behavioral Economics
- 2009– Research Network Member, Innovations for Poverty Action

Awards

- 2011–14 Prize Fellowship in Economics, Harvard University

2008 Mind-Brain-Behavior Award, Harvard University

2003–08 Presidential Scholarship, Harvard University

2006–08 PhD Scholarship, German National Merit Foundation

2005–08 PhD Scholarship, Boehringer Ingelheim Fonds

2003 Gibbs Prize (best thesis), University of Oxford

2002 Markby Scholarship for First Class in second year exams, Balliol College, University of Oxford

2002 Scatcherd European Scholarship, University of Oxford

1999–2006 Undergraduate Scholarship, German National Merit Foundation

Publications and Working Papers

1. The Short-Term Impact of Unconditional Cash Transfers to the Poor: Evidence from Kenya (previously circulated as: Household Response to Income Changes: Evidence from an Unconditional Cash Transfer Program in Kenya) (with Jeremy Shapiro). April 2016. *Forthcoming, Quarterly Journal of Economics*.
2. Development of impulse control and associated vmPFC-DLPFC connectivity explains children's increased resistance to temptation in intertemporal choice (with Niko Steinbeis, Ernst Fehr, and Tania Singer). *Cerebral Cortex* **26** (2016), 32-42.
3. Stress and Temporal Discounting: Do Domains Matter? (with Channing Jang and John Lynham). December 2015.
4. The Social Cost of Randomization (with Michala Riis-Vestergaard and Jeremy Shapiro). November 2015.
5. Your Gain Is My Pain: Negative Psychological Externalities of Cash Transfers (with James Reisinger and Jeremy Shapiro). October 2015.
6. How Soon Is Now? Evidence of Present Bias from Convex Time Budget Experiments (with Uttara Balakrishnan and Pamela Jakiela). September 2016.
7. The Cost of Keeping Track. June 2015.
8. Get Happy, Get Rich: The Relationship Between Depression and Poverty (with Catherine Thomas). *Foreign Affairs* (2015), 1114346.
9. The Price of Poverty: Psychology and the Cycle of Need. *Foreign Affairs* (2014), 138739.
10. Neurobiological Poverty Traps (with Molly Crockett & Gwen Lawson). Background paper prepared for the *World Development Report* 2015.
11. The Behavioural Economics of Poverty (with Jennifer Sheehy-Skeffington). In *Barriers to and Opportunities for Poverty Reduction: Prospects for Private Sector Led-Interventions*. Istanbul: UNDP Istanbul International Center for Private Sector in Development (2014).
12. Time-Dependent Effect of Hydrocortisone Administration on Intertemporal Choice (with Sandra Cornelisse, Vanessa van Ast, Maayke Seinstra, and Marian Joels). January 2014.
13. On the Psychology of Poverty (with Ernst Fehr). *Science* **344** (2014), 862–867.

14. Negative Income Shocks Increase Discount Rates (with Ernst Fehr and Daniel Schunk). July 2013.
15. Negative Rainfall Shocks Increase Levels of the Stress Hormone Cortisol Among Poor Farmers in Kenya (with Matthieu Chemin and Joost de Laat). July 2013.
16. The Psychology of Poverty: Evidence from 43 Countries. September 2013.
17. Market Convergence and Equilibrium in a Kenyan Informal Settlement (with Noémie Zurlinden). September 2013.
18. No Effects of Psychosocial Stress on Intertemporal Choice (with Sandra Cornelisse, Maayke Seinstra, Ernst Fehr, Marian Joëls, and Tobias Kalenscher). *PLoS One* **8** (2013), e78597.
19. A Methodology for Laboratory Experiments in Developing Countries: Examples from the Busara Center (with Marie Collins, Giovanna de Giusti, Conor Hughes, Channing Jang, Maneesh Kuruvila, Joseph Muiruri Njoroge, and James Vancel). October 2012.
20. Low Income is Associated with High Baseline Levels and Low Stress Reactivity of Cortisol, but Not Alpha Amylase (with Sandra Cornelisse, Marian Joëls, Tobias Kalenscher, and Ernst Fehr). December 2011.
21. The role of testosterone in social interaction (with Ernst Fehr and Christoph Eisenegger). *Trends in Cognitive Science* **15** (2011), 263–271.
22. Reply to Golan and Rosenblatt: Revisiting the statistical analysis of the Israeli-Palestinian conflict confirms that both sides retaliate. *Proceedings of the National Academy of Sciences* **108** (2011): E55–E56.
23. Both Sides Retaliate in the Israeli-Palestinian Conflict (with Nancy Kanwisher and Anat Biletzki). *Proceedings of the National Academy of Sciences* **107** (2010), 17927–17932.
24. The Legal Brain: How Does the Brain Make Judgments about Crimes? (with Ernst Fehr). *Scientific American Online* (2009).
25. You shouldn't have: your brain on others' crimes (with Ernst Fehr). *Neuron* **60** (2008), 738–740.
26. Multivariate Patterns in Object-Selective Cortex Dissociate Neural and Perceptual Similarity (with Margaret Livingstone and Nancy Kanwisher). *PLoS Biology* **6** (2008), e187.
27. Sensitivity to Object Parts in Human Object-Selective Cortex (with Chris Baker, Margaret Livingstone, and Nancy Kanwisher). *Journal of Neurophysiology* **100** (2008), 753–762.
28. For Love or Money: A Common Neural Currency for Social and Monetary Reward (with Rebecca Saxe). *Neuron* **58** (2008), 164–165.
29. Interpreting fMRI data: Maps, modules, and dimensions (with Hans op de Beeck and Nancy Kanwisher). *Nature Reviews Neuroscience* **9** (2007), 123–135.
30. In the Eye of the Beholder: Visual Experience and Categories in the Human Brain (with Nancy Kanwisher). *Neuron* **53** (2007), 773–775.
31. Express saccades: What is coded for their production? (with Peter Schiller). *Experimental Brain Research* **22** (2005), 1–9.
32. How do target predictability and precueing affect the production of express saccades in monkeys? (with Peter Schiller and Geoffrey Kendall). *European Journal of Neuroscience* **19** (2004), 1963–1968.
33. An examination of the variables that affect express saccade generation (with Peter Schiller and Geoffrey Kendall). *Visual Neuroscience* **21** (2004), 119–127. 2006

Ongoing Work and Papers in Preparation

1. Health Insurance, Cash Transfers, and Stress Hormones: A Randomized Controlled Trial in the Slums of Nairobi (with Matthieu Chemin and Channing Jang)
2. Growth Mindset, Self-Affirmation, and Cash Transfers: Evidence from Randomized Controlled Trial in Kenya (with Stefan Dercon, Robert Garlick, Kate Orkin, and Richard Sedlmayr)
3. General Equilibrium Effects of Cash Transfers (with Edward Miguel, Paul Niehaus, and Michael Walker)
4. Non-financial Awards and Community Monitoring for Clinic Performance: A Randomized Controlled Trial in Sierra Leone (with Oeindrila Dube and Bilal Siddiqi)
5. "Count your Blessings": Can Positive Psychology Improve Well-Being in Kenya? Evidence from a Randomized Controlled Trial (with Channing Jang and Victoria Baranov)
6. Heat Stress and Performance: Evidence from Weather and Test Scores in Kenya (with Simone Schaner)

Research Funding

1. How Does Stress Affect Health Behaviors: Preferences, Beliefs, or Constraints? NIH UH2NR016378, 2015–2020, \$4,091,966. Role: PI.
2. Spatial Equilibrium Effects of Positive Wealth Shocks. International Growth Centre, 2016–2018, £265,000. Role: Co-PI (with Edward Miguel, Paul Niehaus, and Michael Walker).
3. Spatial Equilibrium Effects of Positive Wealth Shocks. PEDL/DfID, 2016–2018, £226,731. Role: Co-PI (with Edward Miguel, Paul Niehaus, and Michael Walker).
4. Reducing Domestic Violence: Economic Conditions, Psychological Well-being, and Social Norms. Anonymous donor, \$280,000. Role: Co-PI (with Jeremy Shapiro).
5. Poverty, Stress, and Discounting: A Potential Micro-Mechanism for Behavior Change, NIH R01-AG039297, 2010–2015, \$1,250,000. Role: Co-PI (with Ernst Fehr).
6. The Neurobiology and Behavioral Economics of Poverty, Cogito Foundation, 2010–2013, CHF 164,000. Role: Co-PI (with Ernst Fehr).
7. Neural Mechanisms of Temporal Discounting, Bial Foundation, 2006–2008, \$60,000. Role: Co-PI (with Margaret Livingstone).

Invited Seminars (past three years)

Scheduled NYU (Economics); George Mason University (Economics); University of Munich (Economics)

2015 Stanford University (Economics); UCSD (Rady); UC Berkeley (Economics); CERGE-EI Prague; Princeton University (Economics); University of Oxford (Economics); Cornell University (Economics); ideas42, New York; Stockholm University (IIES); INSEAD Paris; NYU (Steinhardt)

- 2014 Harvard University (Economics); Dartmouth College (Economics); University of California, Berkeley (Agricultural and Resource Economics); University of Bonn (Economics); Stockholm University (IIES); Warwick University (Economics); Harvard University (Kennedy School of Government); Georgetown University (Economics); University of Michigan (Economics); McGill University (Economics); UCSD (Economics); Harvard University (School of Public Health); University of California, Berkeley (Social Welfare); University of Pennsylvania (Psychology); Princeton University (Health & Wellbeing Seminar); Northwestern University (Buffett Center for International and Comparative Studies); University of Southern California (Economics); University College London (Psychology); Massachusetts Institute of Technology (Brain & Cognitive Sciences); Princeton University (Psychology & Woodrow Wilson School of Public and International Affairs); International Economic Association World Congress, Amman, Jordan (invited panel); National Institutes of Health (Science of Behavior Change); University of Chicago (Human Capital and Economic Opportunity Global Working Group); Microfinance Club of New York (invited panel); First African Behavioral Economics Symposium, Nairobi (keynote lecture)
- 2013 Massachusetts Institute of Technology (Economics); University of Chicago (Booth School of Business); Cornell University (Psychology); Yale University (Public Health); Massachusetts Institute of Technology (Brain & Cognitive Sciences); World Bank (Research Group), Norwegian School of Economics (Economics)
- 2012 NYU Abu Dhabi; National Institutes of Health (Science of Behavior Change); University of Dusseldorf (Psychology); Innovations for Poverty Action; Harvard University (Neuroeconomics Working Group); Harvard University (Decision Science Lab)

Conference Presentations

- Scheduled Stress and Temporal Discounting: Do Domains Matter? CSAE conference, Oxford
 The Social Cost of Randomization: CSAE conference, Oxford
 Your Gain Is My Pain: Negative Psychological Externalities of Cash Transfers: CSAE conference, Oxford; NEUDC, Providence
 Health Insurance, Cash Transfers, and Stress Hormones: A Randomized Controlled Trial in the Slums of Nairobi: Society for Personality and Social Psychology Annual Convention
- 2016 The Cost of Keeping Track: American Economic Association Annual Meeting, San Francisco
 Stress and Temporal Discounting: Do Domains Matter? American Economic Association Annual Meeting, San Francisco
- 2015 Household Response to Income Changes: Evidence from an Unconditional Cash Transfer Program in Kenya: American Economic Association Annual Meeting, Boston
 The Cost of Keeping Track: CSAE conference, Oxford, UK; RAND Behavioral Finance Forum
 How Soon Is Now? Evidence of Present Bias from Convex Time Budget Experiments: Symposium on Economic Experiments in Developing Countries
 Are you there, God? It's me, Dawkins: Atheist Primes Diminish Religiosity and Subjective Wellbeing: Symposium on Economic Experiments in Developing Countries
 Health Insurance, Cash Transfers, and Stress Hormones: A Randomized Controlled Trial in the Slums of Nairobi: Pan-African PCAF Psychotrauma Conference, Nairobi
 How does stress affect health behaviors: preferences, beliefs, or constraints? National Advisory Council on Aging (NIH, Bethesda, MD)
- 2014 The Cost of Keeping Track: New England Universities Development Conference, Boston University

Market Convergence and Equilibrium in a Kenyan Informal Settlement: Symposium on Economic Experiments in Developing Countries, Norwegian School of Economics, Bergen, Norway

- 2013 Household Response to Income Changes: Evidence from an Unconditional Cash Transfer Program in Kenya (with Jeremy Shapiro): New England Universities Development Conference, Harvard University
- 2012 The Busara Center: A Laboratory Environment for Developing Countries (with Marie Collins, Giovanna de Giusti, Chaning Jang, Maneesh Kuruvila, Joseph Muiruri Njoroge, and James Vancel): Symposium on Economic Experiments in Developing Countries, University of California Berkeley.
- 2012 Poverty Raises Levels of the Stress Hormone Cortisol: Evidence from Weather Shocks in Kenya (with Matthieu Chemin and Joost de Laat): New England Universities Development Conference, Dartmouth College
- 2007 Frequency-based categorization of complex visual objects (with Chris I. Baker and Nancy Kanwisher). *Journal of Vision* 7, 210a. Vision Sciences Society Conference.
- 2005 Greater Sensitivity to Convexities than Concavities in Human Lateral Occipital Complex (with Chris I. Baker and Nancy Kanwisher). Society for Neuroscience Annual Meeting; *Journal of Vision* 5, 904a, Vision Sciences Society Conference.
- 2002 Express saccades: the conditions under which they are generated and the brain structures involved (with Peter Schiller, Geoffrey Kendall, Warren Slocum, and Andreas Tolias). *Journal of Vision* 2, 174a, Vision Science Society Conference.

Workshops

- 2010 Russell Sage Summer Institute in Behavioral Economics (Trento, Italy)
- 2013 White House Meeting: Psychological Science and Behavioral Economics in the Service of Public Policy (Washington, DC)

Teaching

- 2016 Princeton University, Woodrow Wilson School of Public & International Affairs: Psychology for Public Policy Analysis (with Alin Coman, graduate level)
- 2015 Princeton University, Woodrow Wilson School of Public & International Affairs: Psychology of Poverty (seminar, undergraduate level)
Princeton University, Department of Psychology: Psychological Aspects of Inequality (seminar, PhD level)
Strathmore Business School (Nairobi, Kenya): Econometrics of Program Evaluation (graduate level)
NYU Abu Dhabi (Winter Experimental Social Sciences Institute)
- 2014 Princeton University, Department of Psychology: Psychology of Poverty (seminar, undergraduate level)
- 2013 Jameel Poverty Action Lab, MIT: Executive Training (White House, Washington, DC)
- 2012 Jameel Poverty Action Lab, MIT: Executive Training (Kampala, Uganda)

- 2010 University of Zurich: Behavioral & Experimental Economics (seminar, graduate level)
- 2010 University of Zurich: Behavioral Economics (lecture course; TA for Ernst Fehr & Charles Efferson)
- 2006 Harvard University: Senior Workshop Leader (Mind/Brain/Behavior Initiative)
- 2004 Sanayee Foundation, Kabul: Course (20 hours), Monitoring and Evaluation of Development Projects
- 2003 German Student Academy (DSA): Course (50 hours), Visual Neuroscience

Refereeing

Economics: American Economic Review, Quarterly Journal of Economics, Journal of Development Economics, American Economic Journal: Applied, Science, Journal of Economic Behavior and Organization, Management Science, Economic Journal

Psychology: Science, Nature, Nature Neuroscience, Neuron, Journal of Neuroscience, Neuroimage, Current Biology, Proc Roy Soc B, PNAS, Consciousness & Cognition, Experimental Brain Research, Neuroscience Letters

Advising

Undergraduate students: Miriam Klein (Saarbrücken/Oxford), Emily Zhao (RSI/MIT), Minjeong Ahn (MIT), Lauren Fishkin (MIT), Monica Hu (MIT), Nuné Lemaire (MIT), Lauren McClain (RSI/MIT), Joyce Chen (MIT), Julia Nickel (TU Karlsruhe/MIT), Roni Madar (Zurich), Christoph Vonwiller (Zurich), Maayke Seinstra (Amsterdam), Maneesh Kuruvila (St. Andrews), Noémie Zurlinden (Bern), Colton Jang (Yale)

Princeton seniors: Fred Shaykis (2014-15), Yaniv Sapir (2014-15), Catherine Idylle (2015-16), Chris Perez (2015-16), Chris Harwood (2015-16), Melissa Stewart (2015-16), Everest Goldstein (2015-16), Victoria Hammarskjöld (2015-16), Emily Sura (2015-16),

Princeton juniors: Douglas Guyett (2014-15), Catherine Idylle (2014-15), Victoria Hammarskjöld (2014-15), Melissa Stewart (2014-15), Danielle Ellis (2014-15)

Graduate students: Alain Kamm (Zurich), Florian Bosshart (Zurich), Deborah Kistler (Zurich), Linda Kleppin (Düsseldorf), Michala Riis-Vestergaard (Princeton), Channing Jang (Hawai'i)

Postdocs: Channing Jang (Princeton)

Media

The Economist, The New York Times, Forbes, Businessweek, AllAfrica.com, The Chronicle of Philanthropy, NPR Morning Edition, NPR Planet Money, International Herald Tribune, Huffington Post, El Pais (Spain), Süddeutsche (Germany), Handelszeitung (Switzerland), arte TV (Germany/France), Freakonomics Blog, Marginal Revolution Blog