

## JOHANNES HAUSHOFER

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### Education

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- 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

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- 2014–      PRINCETON UNIVERSITY  
*Assistant Professor of Psychology and Public Affairs*
- 2016–17      INSTITUTE FOR INTERNATIONAL ECONOMIC STUDIES (IIES)  
*Visiting Assistant Professor*
- 2011–14      HARVARD UNIVERSITY  
*Prize Fellow in Economics*
- 2011–14      MASSACHUSETTS INSTITUTE OF TECHNOLOGY  
*Postdoctoral Fellow, Abdul Latif Jameel Poverty Action Lab*

### Affiliations

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- 2017–      Faculty Research Fellow, National Bureau of Economic Research (NBER)
- 2017–      Faculty Affiliate, Berkeley Initiative for Transparency in the Social Sciences (BITSS)
- 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 and Executive Committee Member, Center for Health and Wellbeing, Princeton University
- 2014–      Faculty Affiliate, ideas42
- 2012–      Founder and Scientific Director, Busara Center for Behavioral Economics
- 2009–      Research Network Member, Innovations for Poverty Action

## Awards

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- 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

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1. Lund, C., Brooke-Sumner, C., Baingana, F., Baron, E. C., Breuer, E., Chandra, P., Haushofer, J., Herrman, H., Jordans, M., Kieling, C., Medina-Mora, M. E., Morgan, E., Omigbodun, O., Tol, W., Patel, V., Saxena, S. (2017). Social Determinants of Mental Health Disorders and the Sustainable Development Goals: A systematic review of reviews. *In press, Lancet Psychiatry*.
2. Haushofer, J., & Reisinger, J. (2017). Atheist Primes Reduce Religiosity and Subjective Wellbeing. *In press, Religion, Brain, and Behavior*.
3. Riis-Vestergaard, M. I., Ast, V. van, Cornelisse, S., Joëls, M., & Haushofer, J. (2017). The effect of hydrocortisone administration on intertemporal choice. *In press, Psychoneuroendocrinology*.
4. Esopo, K., Mellow, D., Thomas, C., Uckat, H., Abraham, J., Jain, P., Jang, C., Otis, N., Riis-Vestergaard, M., Starcev, A., Orkin, K., & Haushofer, J. (2017). Measuring self-efficacy, executive function, and temporal discounting in Kenya. *In press, Behaviour Research and Therapy*.
5. Riis-Vestergaard, M. I., & Haushofer, J. (2017). Stuff goes wrong, so act now. *Behavioral and Brain Sciences*, 40.
6. Braithwaite, J., Bryan, C. J., Dechausay, N., Fishbane, A., Fox, E., Gauri, V., Glennerster, R., Haushofer, J., Jamison, J., Karlan, D., Mazar, N., & Vakis, R. (2016). Overcoming Behavioral Obstacles to Escaping Poverty. *Behavioral Science and Policy*, 3(1), 81–92.
7. Haushofer, J., & Shapiro, J. (2016). The Short-Term Impact of Unconditional Cash Transfers to the Poor: Experimental Evidence from Kenya. *The Quarterly Journal of Economics* 131(4), 1973–2042.
8. Steinbeis, N., Haushofer, J., Fehr, E., & Singer, T. (2016). Development of Behavioral Control and Associated vmPFC–DLPFC Connectivity Explains Children’s Increased Resistance to Temptation in Intertemporal Choice. *Cerebral Cortex*, 26(1), 32–42.
9. Haushofer, J., & Fehr, E. (2014). On the psychology of poverty. *Science*, 344(6186), 862–867.
10. Haushofer, J., Cornelisse, S., Seinstra, M., Fehr, E., Joëls, M., & Kalenscher, T. (2013). No Effects of Psychosocial Stress on Intertemporal Choice. *PLoS ONE*, 8(11), e78597.

11. Eisenegger, C., Haushofer, J., & Fehr, E. (2011). The role of testosterone in social interaction. *Trends in Cognitive Sciences*, 15(6), 263–271.
12. Haushofer, J., Biletzki, A., & Kanwisher, N. (2010). Both sides retaliate in the Israeli–Palestinian conflict. *Proceedings of the National Academy of Sciences*, 107(42), 17927–17932.
13. Haushofer, J., Baker, C. I., Livingstone, M. S., & Kanwisher, N. (2008). Privileged Coding of Convex Shapes in Human Object-Selective Cortex. *Journal of Neurophysiology*, 100, 753–762.
14. Haushofer, J., & Fehr, E. (2008). You shouldn't have: your brain on others' crimes. *Neuron*, 60(5), 738–740.
15. Haushofer, J., Livingstone, M. S., & Kanwisher, N. (2008). Multivariate Patterns in Object-Selective Cortex Dissociate Perceptual and Physical Shape Similarity. *PLOS Biology*, 6(7), e187.
16. Op de Beeck, H. P., Haushofer, J., & Kanwisher, N. G. (2008). Interpreting fMRI data: maps, modules and dimensions. *Nature Reviews Neuroscience*, 9(2), 123–135.
17. Saxe, R., & Haushofer, J. (2008). For love or money: a common neural currency for social and monetary reward. *Neuron*, 58(2), 164–165.
18. Haushofer, J., & Kanwisher, N. (2007). In the eye of the beholder: visual experience and categories in the human brain. *Neuron*, 53(6), 773–775.
19. Schiller, P. H., & Haushofer, J. (2005). What is the coordinate frame utilized for the generation of express saccades in monkeys? *Experimental Brain Research*, 167(2), 178–186.
20. Schiller, P. H., Haushofer, J., & Kendall, G. (2004a). An examination of the variables that affect express saccade generation. *Visual Neuroscience*, 21(2), 119–127.
21. Schiller, P. H., Haushofer, J., & Kendall, G. (2004b). How do target predictability and precueing affect the production of express saccades in monkeys? *The European Journal of Neuroscience*, 19(7), 1963–1968.

## Revise-and-resubmit

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1. de Quidt, J., Haushofer, J., & Roth, C. (2017). Measuring and Bounding Experimenter Demand. *Revise-and-resubmit, American Economic Review*.
2. Baranov, V., Haushofer, J., & Jang, C. (2017). Can Positive Psychology Improve Psychological Well-being? Experimental Evidence from Kenya. *Revise-and-resubmit, Economic Development and Cultural Change*
3. Haushofer, J., Riis-Vestergaard, M., & Shapiro, J. (2017). The Social Cost of Randomization. *Revise-and-resubmit, Social Choice and Welfare*.

## Working papers

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1. Haushofer, J., Jang, C., & Lynham, J. (2015). Stress and Temporal Discounting: Do Domains Matter?
2. Haushofer, J., Chemin, M., Jang, C., & Abraham, J. (2017). "Peace of Mind": Health Insurance Reduces Stress – Experimental Evidence from Kenya.
3. Thomas, C., Jordan, K., Goldstein, E., Tankard, M., Haushofer, J., & Shapiro, J. (2016). The effects of cash on intimate partner violence: qualitative findings from western Kenya.

4. Haushofer, J., Reisinger, J., & Shapiro, J. (2015). Your Gain is My Pain: Negative Psychological Externalities of Cash Transfers.
5. Haushofer, J. (2015). The Cost of Keeping Track.
6. Balakrishnan, U., Haushofer, J., & Jakiela, P. (2015). How Soon Is Now? Evidence of Present Bias from Convex Time Budget Experiments.
7. Haushofer, J., Collins, M., Giusti, D., Giovanna, Njoroge, J. M., Odero, A., ... Hughes, C. (2014). A Methodology for Laboratory Experiments in Developing Countries: Examples from the Busara Center.
8. Haushofer, J., Fehr, E., & Schunk, D. (2013). Negative income shocks increase discount rates.
9. Haushofer, J., & Zurlinden, N. (2013). Market Convergence and Equilibrium in a Kenyan Informal Settlement.
10. Chemin, M., de Laat, J., & Haushofer, J. (2013). Poverty and Stress: Rainfall Shocks Increase Levels of the Stress Hormone Cortisol.
11. Haushofer, J. (2013). The psychology of poverty: Evidence from 43 countries.
12. Haushofer, J., Cornelisse, S., Joels, M., Kalenscher, T., & Fehr, E. (2011). Low income is associated with high baseline levels and low stress reactivity of cortisol, but not alpha amylase.

### **Papers in preparation**

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1. Haushofer, J., & Shapiro, J. Income Changes and Domestic Violence: Evidence from Unconditional Cash Transfers in Kenya.
2. Haushofer, J. Does Psychotherapy Alleviate Depression?
3. Haushofer, J., & Shapiro, J. The Long-Term Impact of Unconditional Cash Transfers to the Poor: Experimental Evidence from Kenya.
4. Almås, I., Haushofer, J., & Shapiro, J. The Income Elasticity for Consumption and Calories: Evidence from Unconditional Cash Transfers in Kenya.
5. Esopo, K., & Haushofer, J. Behavioral and Survey Measures for Self-Efficacy and Executive Control: A Systematic Review.
6. Haushofer, J. The Forgetting Function.
7. Haushofer, J., & Nunn, N. Behavioral Effects of Priming Aid Dependence.
8. dal Re, E., Haushofer, J., & Shapiro, J. Wealth and Political Engagement: Cash Transfers and Voting Intentions.
9. Orkin, K., Garlick, R., Haushofer, J., Sedlmayr, R., & Dercon, S. Short-Term Economic and Psychological Effects of Psychological Affirmation and Goal-Setting Interventions.
10. Dube, O., Haushofer, J., & Siddiqi, B. Non-financial Awards and Community Monitoring for Clinic Performance: A Randomized Controlled Trial in Sierra Leone

### **Ongoing work**

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1. Haushofer, J., Miguel, E., Niehaus, P., & Walker, M. General Equilibrium Effects of Cash Transfers.

2. Haushofer, J., Riis-Vestergaard, M., & Shapiro, J. Cash Transfers and Psychotherapy: Evidence from a Randomized Experiment in Kenya.
3. Blattman, C., Haushofer, J., Ortoleva, P., & Young, L. Preoccupation and productivity: The economic and cognitive consequences of poverty, crime, and violence.
4. Esopo, K., Haushofer, J., Jain, P., Jang, C., & Riis-Vestergaard, M. Stress and Economic Behavior: Evidence from Laboratory Experiments in Kenya.
5. Esopo, K., Haushofer, J., Jang, C., & Orkin, K. Measuring Self-Efficacy and Executive Control: Validation of Behavioral and Survey Measures.
6. Haushofer, J., Jang, C., & Otis, N. Phone Sensing for Depression Screening.
7. Haushofer, J., Lund, C., & Orkin, K. Mental Health, Psychotherapy, and Economic Outcomes: A Randomized Controlled Trial in Nairobi, Kenya.
8. Orkin, K., Garlick, R., Haushofer, J., Sedlmayr, R., & Dercon, S. Cash Transfers and Mindset Interventions: Experimental Evidence from Kenya.
9. Shapiro, J., & Haushofer, J. Deliberative Lives: The Landscape of Thought and Decisions Among the Poor.
10. Starcev, A., & Haushofer, J. Light-Touch Psychological Mindset Interventions: A Systematic Review.
11. Schweickart, O., Jang, C., & Haushofer, J. Behavioral Biases Across Cultures: Evidence from Kenya and the USA.
12. Haushofer, J., & Schaner, S. Heat Stress and Performance: Evidence from Weather and Test Scores in Kenya

## Chapters

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1. de Quidt, J., & Haushofer, J. (forthcoming). Depression Through the Lens of Economics: A Research Agenda. *NBER Volume on Poverty Traps*.
2. Lawson, G., Haushofer, J., & Crockett, M. (2015). Neurobiological Poverty Traps. Background Paper for *World Development Report 2015*.
3. Sheehy-Skeffington, J., & Haushofer, J. (2014). 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.

## Popular writing

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1. Haushofer, J., Pomeranz, D., Roser, M., & Schilbach, F. (2017). Daten gegen Armut. *DIE ZEIT*.
2. Thomas, C., & Haushofer, J. (2015). Get Happy, Get Rich: The Relationship Between Depression and Poverty. *Foreign Affairs*.
3. Thomas, C., & Haushofer, J. (2015). Cash: A simple remedy for domestic violence? *International Growth Centre Blog*.
4. Haushofer, J. (2014). The Price of Poverty. *Foreign Affairs*.

5. Haushofer, J., & Shapiro, J. (2014). Broadening the Aperture of Measurement. *Stanford Social Innovation Review*.
6. Haushofer, J., & Fehr, E. (2009). The Legal Brain: How Does the Brain Make Judgments about Crimes? (with Ernst Fehr). *Scientific American Online*.

## Research Funding

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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: PI.
6. The Neurobiology and Behavioral Economics of Poverty, Cogito Foundation, 2010–2013, CHF 164,000. Role: Co-PI.
7. Neural Mechanisms of Temporal Discounting, Bial Foundation, 2006–2008, \$60,000. Role: Co-PI.

## Invited Seminars (past three years)

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| 2017 | Stockholm University (Economics); Stockholm University (IIES); Society for Neuroeconomics  |
| 2016 | UC Berkeley (Economics); Stanford University (Economics); Bocconi University (Economics); TEDMED; NYU (Economics); George Mason University (Economics); UC Los Angeles (Luskin)  |
| 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) |

## Conference Presentations (past three years)

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| 2017 | Depression for Economists: American Economic Association Annual Meeting, Chicago  |
| 2016 | Depression for Economists: NBER conference on poverty traps, Washington DC<br>The Cost of Keeping Track: American Economic Association Annual Meeting, San Francisco<br>Stress and Temporal Discounting: Do Domains Matter? American Economic Association Annual Meeting, San Francisco; CSAE conference, Oxford<br>The Social Cost of Randomization: CSAE conference, Oxford<br>Your Gain Is My Pain: Negative Psychological Externalities of Cash Transfers: CSAE conference, Oxford<br>Health Insurance, Cash Transfers, and Stress Hormones: A Randomized Controlled Trial in the Slums of Nairobi: Society for Personality and Social Psychology Annual Convention |

- 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)  
 Your Gain Is My Pain: Negative Psychological Externalities of Cash Transfers: NEUDC, Providence

## Workshops

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

## Teaching

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- 2018 Princeton University, Woodrow Wilson School of Public & International Affairs: Psychology for Public Policy Analysis (with Alin Coman, graduate level)  
 2017 Princeton University, Department of Psychology: Research Methods in Psychology (with Justin Junge, undergraduate level)  
 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, Afghanistan: Course (20 hours), Monitoring and Evaluation of Development Projects
- 2003 German Student Academy (DSA): Course (50 hours), Visual Neuroscience

### **Refereeing**

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Economics: American Economic Review, Quarterly Journal of Economics, Journal of Development Economics, Review of Economics and Statistics, American Economic Journal: Applied, Journal of Economic Behavior and Organization, Management Science, Economic Journal, Journal of Policy Analysis and Management, Economic Development and Cultural Change, Journal of the European Economic Association, World Development

Psychology: Science, Nature, Nature Neuroscience, Neuron, Journal of Neuroscience, Psychological Science, Neuroimage, Current Biology, Proc Roy Soc B, PNAS, Consciousness & Cognition, Experimental Brain Research, Neuroscience Letters, Behavioral & Brain Sciences, Behavior Research & Therapy, Social Cognitive and Affective Neuroscience, Community Mental Health Journal

### **Advising**

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PhD students: Michala Riis-Vestergaard (Princeton), Charlotte Ringdal (NHH)

Postdocs: Chaning Jang (Princeton); Prachi Jain (Princeton); Jeremy Shapiro (Princeton)

### **Service**

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Grant reviewing: National Center for Responsible Gambling; NSF; Danish Agency for Science and Higher Education

2017– Departmental committee on methods curriculum, Department of Psychology, Princeton University

2017– University committee on statistics education, Princeton University

2015–17 Conference organizer & selection committee, Symposium for Economic Experiments in Developing Countries (SEEDC)

2015– Executive Committee, Center for Health and Wellbeing, Princeton University