

## JOHANNES HAUSHOFER

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### Education

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- 2011–14    HARVARD UNIVERSITY / MASSACHUSETTS INSTITUTE OF TECHNOLOGY  
*Prize Fellow in Economics. Advisors: Esther Duflo, Abhijit Banerjee*
- 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), STOCKHOLM  
*Visiting Assistant Professor*

### 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. Haushofer, J. (2019). Psychological origins of the industrial revolution: why we need causal methods and historians. *In press, Behavioral and Brain Sciences*.
2. Tol, W., Murray, S. M., Lund, C., Bolton, P., Murray, L., Davies, T., Haushofer, J., Orkin, K., Witte, M., Salama, L., Patel, V., Thornicroft, G., & Bass, J. (2019). Can mental health treatments help prevent or reduce intimate partner violence in low- and middle-income countries? A systematic review. *BMC Women's Health* 19, 34.
3. Baranov, V., Haushofer, J., & Jang, C. (2019). Can Positive Psychology Improve Psychological Well-being? Experimental Evidence from Kenya. *Economic Development and Cultural Change*, advance on-line publication.
4. de Quidt, J., Haushofer, J., & Roth, C. (2018). Measuring and Bounding Experimenter Demand. *American Economic Review* 108, 3266–3302.
5. Haushofer, J., Riis-Vestergaard, M., & Shapiro, J. (2018). The Social Cost of Randomization. *Social Choice and Welfare* 52, 1–31.
6. Lund, C., Brooke-Sumner, C., Baingana, F., Baron, E. C., Breuer, E., Chandra, P., Haushofer, J., Herman, H., Jordans, M., Kieling, C., Medina-Mora, M. E., Morgan, E., Omigbodun, O., Tol, W., Patel, V., Saxena, S. (2018). Social Determinants of Mental Health Disorders and the Sustainable Development Goals: A systematic review of reviews. *Lancet Psychiatry* 5, 357–369.
7. Haushofer, J., & Reisinger, J. (2018). Atheist Primes Reduce Religiosity and Subjective Wellbeing. *Religion, Brain, and Behavior*, 2018: 1–17.
8. Riis-Vestergaard, M. I., Ast, V. van, Cornelisse, S., Joëls, M., & Haushofer, J. (2018). The effect of hydrocortisone administration on intertemporal choice. *Psychoneuroendocrinology* 88, 173–182.
9. 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. (2018). Measuring self-efficacy, executive function, and temporal discounting in Kenya. *Behaviour Research and Therapy* 101, 30–45.
10. Riis-Vestergaard, M. I., & Haushofer, J. (2017). Stuff goes wrong, so act now. *Behavioral and Brain Sciences*, 40, e340.

11. 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.
12. Haushofer, J., & Shapiro, J. (2016). The Short-Term Impact of Unconditional Cash Transfers to the Poor: Experimental Evidence from Kenya. *Quarterly Journal of Economics* 131(4), 1973–2042.
13. 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.
14. Haushofer, J., & Fehr, E. (2014). On the psychology of poverty. *Science*, 344(6186), 862–867.
15. 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.
16. Eisenegger, C., Haushofer, J., & Fehr, E. (2011). The role of testosterone in social interaction. *Trends in Cognitive Sciences*, 15(6), 263–271.
17. 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.
18. 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.
19. Haushofer, J., & Fehr, E. (2008). You shouldn’t have: your brain on others’ crimes. *Neuron*, 60(5), 738–740.
20. 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.
21. 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.
22. Saxe, R., & Haushofer, J. (2008). For love or money: a common neural currency for social and monetary reward. *Neuron*, 58(2), 164–165.
23. Haushofer, J., & Kanwisher, N. (2007). In the eye of the beholder: visual experience and categories in the human brain. *Neuron*, 53(6), 773–775.
24. 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.
25. Schiller, P. H., Haushofer, J., & Kendall, G. (2004a). An examination of the variables that affect express saccade generation. *Visual Neuroscience*, 21(2), 119–127.
26. 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.

## Working papers

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1. Christensen, D., Dube, O., Haushofer, J., Siddiqi, B., & Voors, M. (2018). Healthcare Delivery during Crises: Experimental Evidence from Sierra Leone’s Ebola Outbreak. *Revise-and-resubmit, Quarterly Journal of Economics*.

2. Balakrishnan, U., Haushofer, J., & Jakiela, P. (2018). How Soon Is Now? Evidence of Present Bias from Convex Time Budget Experiments. *Revise-and-resubmit, Experimental Economics*.
3. Haushofer, J., Chemin, M., Jang, C., & Abraham, J. (2018). Economic and Psychological Effects of Health Insurance and Cash Transfers: Evidence from a Randomized Experiment in Kenya. *Revise-and-resubmit, Journal of Development Economics*.
4. Esopo, K., Derby, L., & Haushofer, J. (2018). Interventions to improve adherence to antenatal and postnatal care regimens among pregnant women in sub-Saharan Africa: a systematic review. *Resubmitted, BMC Pregnancy and Childbirth*.
5. Haushofer, J., & Graff, T. (2019). Psychological well-being is related to income, not inequality. *Under review*.
6. Esopo, K., Haushofer, J., Kleppin, L., & Skarpeid, I. (2019). Acute Stress Decreases Competitiveness Among Men. *Under review*.
7. Almås, I., Haushofer, J., & Shapiro, J. (2019). The Income Elasticity for Nutrition: Evidence from Unconditional Cash Transfers in Kenya. *NBER Working Paper 25711. Under review*.
8. Haushofer, J., John, A., & Orkin, K. (2019). Can Simple Psychological Interventions Increase Preventive Health Investment? *NBER Working Paper 25731. Under review*.
9. Haushofer, J., Ringdal, C., Shapiro, J., & Wang, X.-Y. (2019). Income Changes and Domestic Violence: Evidence from Unconditional Cash Transfers in Kenya. *NBER Working Paper 25627*.
10. Haushofer, J., & Shapiro, J. (2018). The Long-Term Impact of Unconditional Cash Transfers to the Poor: Experimental Evidence from Kenya.
11. Haushofer, J., & Fehr, E. (2018). Negative Income Shocks Increase Discount Rates.
12. de Quidt, J., & Haushofer, J. (2016). Depression for Economists. *NBER Working Paper 22973*.
13. Haushofer, J., Jang, C., & Lynham, J. (2015). Stress and Temporal Discounting: Do Domains Matter?
14. 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.
15. Haushofer, J., Reisinger, J., & Shapiro, J. (2015). Your Gain is My Pain: Negative Psychological Externalities of Cash Transfers.
16. Haushofer, J. (2015). The Cost of Keeping Track.
17. Haushofer, J., Collins, M., Giusti, D., Giovanna, Njoroge, J. M., et al. (2014). A Methodology for Laboratory Experiments in Developing Countries: Examples from the Busara Center.
18. Haushofer, J., & Zurlinden, N. (2013). Market Convergence and Equilibrium in a Kenyan Informal Settlement.
19. Chemin, M., de Laat, J., & Haushofer, J. (2013). Poverty and Stress: Rainfall Shocks Increase Levels of the Stress Hormone Cortisol.
20. Haushofer, J. (2013). The Psychology of Poverty: Evidence from 43 Countries.
21. 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., Miguel, E., Niehaus, P., & Walker, M. General Equilibrium Effects of Unconditional Cash Transfers.
2. Haushofer, J. The Shape of Forgetting.
3. Haushofer, J., & Nunn, N., & Dougherty, J. Behavioral Effects of Priming Aid Dependence.
4. Haushofer, J., & Skarpeid, I. Is there a Happiness-Suicide Paradox?
5. Dube, O., Haushofer, J., & Siddiqi, B. Non-financial Awards and Community Monitoring for Clinic Performance: A Randomized Controlled Trial in Sierra Leone.
6. Haushofer, J., Mellow, D., & Cuijpers, P. Does Psychotherapy Alleviate Depression?
7. Haushofer, J., Jain, P., Musau, A., & Ndetei, D. Stress and Economic Behavior: Evidence from Laboratory Experiments in Kenya.
8. Coman, A., Haushofer, J., Jang, C., Paluck, E. L., Schweickart, O. Behavioral Biases Across Cultures: Evidence from Kenya and the USA.

### Ongoing work

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1. Haushofer, J., Riis-Vestergaard, M., & Shapiro, J. Cash Transfers and Psychotherapy: Evidence from a Randomized Experiment in Kenya.
2. de Quidt, J., Haushofer, J., Rao, G., Schilbach, F., & Vautrey, L. Effects of Psychotherapy on Beliefs and Preferences.
3. Coville, A., Bedoya, G., Haushofer, J., & Shapiro, J. No Household Left Behind: Targeting the Ultra-Poor in Afghanistan.
4. Haushofer, J., Lowes, S., Nunn, N., & Qian, N. Experimental Evidence on Stress and In-group Preference.
5. Orkin, K., Garlick, R., Mahmud, M., Sedlmayr, R., Haushofer, J., & Dercon, S. Cash Transfers and Mindset Interventions: Experimental Evidence from Kenya.
6. Haushofer, J., Jakiela, P., & Poll, M. Discounting Losses.
7. Björkegren, D., Blumenstock, J., Haushofer, J., & Mellow, D. Phone Sensing of Depression.
8. Haushofer, J. & Hensel, L. Labor Market Effects of Negative Signaling on CVs.

### 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. Long-Run Enterprise Responses to Redistribution: Experimental Evidence from Kenya. PEDL/DfID, 2019–2021, £298,505. Role: PI (with Edward Miguel, Paul Niehaus, and Michael Walker).
2. Experimental Evidence on Stress and In-group Preference. NSF 1823988, 2018–2021, \$338,452.00. Role: Co-PI (with Nathan Nunn, Nancy Qian, and Sara Lowes).
3. Long-Term Effects of Unconditional Cash Transfers to the Poor. NSF 1824409, 2018–2021, \$310,590.00. Role: PI (with Edward Miguel, Paul Niehaus, and Michael Walker).
4. How Does Stress Affect Health Behaviors: Preferences, Beliefs, or Constraints? NIH UH2NR016378, 2015–2019, \$2,087,936. Role: PI.
5. 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).
6. Spatial Equilibrium Effects of Positive Wealth Shocks. PEDL/DfID, 2016–2018, £226,731. Role: Co-PI (with Edward Miguel, Paul Niehaus, and Michael Walker).
7. Reducing Domestic Violence: Economic Conditions, Psychological Well-being, and Social Norms. Anonymous donor, \$280,000. Role: Co-PI (with Jeremy Shapiro).
8. Poverty, Stress, and Discounting: A Potential Micro-Mechanism for Behavior Change, NIH R01-AG039297, 2010–2015, \$1,250,000. Role: PI.
9. The Neurobiology and Behavioral Economics of Poverty, Cogito Foundation, 2010–2013, CHF 164,000. Role: Co-PI.
10. Neural Mechanisms of Temporal Discounting, Bial Foundation, 2006–2008, \$60,000. Role: Co-PI.

## Invited Seminars (past three years)

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2019	Harvard University (Psychology); Harvard Business School (NOM); Max Planck Institute for Research on Collective Goods (Bonn)
2018	University of Pennsylvania (Wharton, Health Policy, & PPE); CUNY; University of Gothenburg; UC Berkeley (Goldman)
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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- 2019 General Equilibrium Effects of Cash Transfers: American Economic Association Annual Meeting, Atlanta
- 2017 Depression for Economists: American Economic Association Annual Meeting, Chicago
- 2016 Depression for Economists: NBER conference on poverty traps, Washington DC  
 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; 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  
 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)  
 Princeton University, Department of Psychology: Research Methods in Psychology (with Justin Junge, undergraduate 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, Journal of Economic Perspectives, 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, Organizational Behavioral and Human Decision Processes

## Advising

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

Postdocs: Channing 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; Swedish Research Council

- 2018– Departmental committee on the GRE requirement, Department of Psychology, Princeton University
- 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 (SEEDEC)
- 2015– Executive Committee, Center for Health and Wellbeing, Princeton University