

# Sendhil Mullainathan

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## Education

HARVARD UNIVERSITY, CAMBRIDGE, MA, 1993-1998

*PhD in Economics*

Dissertation Topic: Essays in Applied Microeconomics

Advisors: Drew Fudenberg, Lawrence Katz, and Andrei Shleifer

CORNELL UNIVERSITY, ITHACA, NY, 1990-1993

*B.A. in Computer Science, Economics, and Mathematics, magna cum laude*

## Fields of Interest

Corporate Finance, Development, Economics and Psychology, and Labor Economics

## Professional Affiliations and Activities

DEPARTMENT OF ECONOMICS, HARVARD UNIVERSITY

Professor of Economics, 2004 (September) to present.

DEPARTMENT OF ECONOMICS, MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Mark Hyman Jr. Career Development Associate Professor, 2002-2004

Mark Hyman Jr. Career Development Assistant Professor, 2000-2002

Assistant Professor, 1998- 2000

Courses taught:

Macroeconomic Theory (required 1<sup>st</sup> year PhD course)

Economics and Psychology (2<sup>nd</sup> year PhD Course)

Corporate Finance (2<sup>nd</sup> year PhD Course)

## AFFILIATIONS

Research Associate, National Bureau of Economic Research

Member, Russell Sage Foundation Behavioral Economics Roundtable

Founding Member, Poverty Action Lab

Board Member, Bureau of Research in Economic Analysis of Development

## REFEREE

*American Economic Review, Econometrica, Journal of Political Economy, Journal of Public Economics, The Quarterly Journal of Economics, Review of Economic Studies, Review of Financial Studies, Rand Journal of Economics.*

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### Published Papers

“Implicit Discrimination,” joint with Marianne Bertrand and Dolly Chugh.

“Media Bias,” with Andrei Shleifer, July 2002, *American Economic Review*, forthcoming.

“Do Cigarette Taxes Make Smokers Happier?” with Jonathan Gruber, *Advances in Economic Analysis and Policy*, forthcoming.

“Psychology and Development Economics,” *Yrjö Jahnsson Foundation 50th Anniversary Conference on Economic Institutions and Behavioral Economics*, edited by Peter Diamond and Hannu Vartiainen, Princeton University Press, forthcoming.

“Development Economics through the Lens of Psychology,” *Proceedings of the Annual Bank Conference on Development Economics*, forthcoming.

“Are Emily and Brendan More Employable than Latoya and Tyrone? Evidence on Racial Discrimination in the Labor Market from a Large Randomized Experiment,” with Marianne Bertrand, September 2004, *American Economic Review*.

“A Behavioral-Economics View of Poverty,” with Marianne Bertrand and Eldar Shafir, *American Economic Review Papers and Proceedings*, May 2004, 419-423.

“Pyramids,” joint with Marianne Bertrand, *Journal of the European Economic Association*, 1(2-3), April/May 2003: 478-83.

“How Much Should We Trust Difference-in-Difference Estimates?” mimeo (2000), with Marianne Bertrand and Esther Duflo, forthcoming, *The Quarterly Journal of Economics*.

“Enjoying the Quiet Life? Corporate Governance and Managerial Preferences, with Marianne Bertrand, *Journal of Political Economy*, 111(5), October 2003: 1043-1075.

“Public Policy and Extended Families: Evidence from South Africa,” with Marianne Bertrand and Douglas Miller, *World Bank Economic Review*, 17(1), 2003: 27-50.

“A Memory-Based Model of Bounded Rationality,” *Quarterly Journal of Economics*, 117, (3), August 2002: 735-774 .

“Behavioral Economics,” with Richard Thaler, *International Encyclopedia of Social*

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*Sciences*, Pergamon Press, 1st edition, October 1, 2001: 1094-1100.

"Ferretting Out Tunneling: An Application to Indian Business Groups," with Marianne Bertrand and Paras Mehta, *The Quarterly Journal of Economics*, 117(1), February 2002: 121-48.

"Are CEOs Rewarded for Luck? The Ones Without Principals Are," with Marianne Bertrand, forthcoming, *The Quarterly Journal of Economics*, 116(3), August 2001: 901-32. (Longer version available as "Do CEOs Set Their Own Pay? The Ones Without Principals Do," National Bureau of Economic Research Working Paper #7604).

"Do Firm Boundaries Matter?" with David Scharfstein, *American Economic Review Papers and Proceedings*, 91(2), May 2001: 195-199.

"Do People Mean What They Say? Implications for Subjective Survey Data," with Marianne Bertrand. Shorter version: *American Economic Review Papers and Proceedings*, 91(2), May 2001: 67-72.

"Network Effects and Welfare Cultures," with Marianne Bertrand and Erzo F.P. Luttmer, *Quarterly Journal of Economics*, Vol. 115, Issue 3, August 2000.

"Agents with and without Principals," with Marianne Bertrand, *American Economic Review Papers and Proceedings*, 90(2), May 2000: 203-208.

"Is there Discretion in Wage Setting?" with Marianne Bertrand, *Rand Journal of Economics*, 30(3), Autumn 1999: 535-554.

"Resource Bounds and Combinations of Consensus Objects," *Proceedings of the 12th Annual ACM Symposium on Principles of Distributed Computing*, ACM Press, 1993, with Jon M. Kleinberg.

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### **Unpublished Papers**

“Executive Compensation and Takeover Legislation,” mimeo (1997), with Marianne Bertrand, under revision, *Review of Economic Studies*.

“Thinking through Categories,” mimeo (2002).

“Cash Flow and Investment: Evidence from the Oil Industry,” with Marianne Bertrand.

“What’s psychology worth? A Field Experiment in the Consumer Credit Market,” with Marianne Bertrand, Dean Karlan, Eldar Shafir and Jon Zinman.

“Sticking with Your Vote: Cognitive Dissonance and Voter Perceptions,” joint with Ebonya Washington.

“Persuasion in Financial Markets,” joint with Andrei Shleifer.

“Is Corruption Efficient? A Field Experiment on Obtaining a Drivers Licenses in India,” joint with Marianne Bertrand and Rema Hanna.

### **Research Grants, Fellowships, and Awards**

National Science Foundation Grant, 2004-2007 for “Experimental and Quasi-Experimental Analysis of Discrimination”, with Marianne Bertrand.

MacArthur Fellow, 2003-2008.

Olin Foundation Fellow, 2002-2003.

Zvi Griliches National Fellow, National Bureau of Economic Research, 2001.

Sloan Foundation Fellow, 2001-2003.

Corporate Governance Library Award for Best Paper, 2000, (for “Do CEOs Set Their Own Pay? The Ones Without Principals Do”).

National Science Foundation Grant, 2000-2002 (Award #9986268, joint with Marianne Bertrand).

Graduate Student Award for Outstanding Faculty Member, MIT Economics Department, 2000.

Citicorp Research Grant, 1999-present (joint with Marianne Bertrand).

Russell Sage Foundation Small Grants Program, 1997 (joint with Marianne Bertrand).

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American Compensation Association Research Grant, 1996.

Chiles Foundation Fellowship, Harvard University, 1997-1998

Sumner Slichter Fellowship, Harvard University, 1996-1997

Harvard University Merit Fellowship, Harvard University, 1993-1996