

## CURRICULUM VITAE

### MARIO MACIS

Johns Hopkins University Carey Business School

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#### 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-present.
  - On sabbatical leave January 2020 – May 2020 (scheduled)
- Affiliate Faculty, Johns Hopkins Berman Institute of Bioethics, 2019-present.
- Associate Faculty, Armstrong Institute for Patient Safety and Quality, Johns Hopkins Medicine, 2012-present.
- Academic Program Director, MS Health Care Management, Carey Business School, 2016-2019.
- 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, Booth School of Business (University of Chicago), 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-present.
- Research Fellow, Institute for Labor Economics (IZA, Germany), 2008-present.
- Fellow, Johns Hopkins Institute for Applied Economics, Global Health, and the Study of Business Enterprise, 2019-present.
- Fellow, Center for Economic Research North-South, Universities of Cagliari and Sassari (Italy), 2018-present.
- Research Affiliate, Ideas42 Behavioral Science Lab, 2016-present.

#### OTHER APPOINTMENTS AND EXPERIENCE

- Editorial Board member, *World Medical and Health Policy*, 2019-present.
- Faculty Advisory Council member, Johns Hopkins University Research Administration (JHURA), 2017-present.
- Advisory Board member, Johns Hopkins Behavioral, Social and Systems Science TRC, 2016-present.
- Consultant, World Bank, 2018-2019, 2008, 2010, 2015-2016, 2018-2019.
- Consultant, United Nations Development Programme, 2016-2017.

- Consultant, Sardinia Region (Italy), Youth Entrepreneurship Program Design, 2016-2017.
- Consultant, National Marrow Donor Program (NMDP), 2015-2016.
- Consultant, International Labor Organization (ILO), 2013.
- Co-Editor, SSRN, Labor and Organizations & Markets Abstracts e-Journals, 2012-2016.

#### PEER-REVIEWED PUBLICATIONS (including forthcoming).

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).

Paying for Kidneys? A Randomized Survey and Choice Experiment.

*American Economic Review*, 2019, 109(8): 2855-2888 (with Julio Elias and Nicola Lacetera).

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).

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.).

Motivating Cord Blood Donation with Information and Behavioral Nudges.

*Nature Scientific Reports* 2018, 8(1) (with Daniela Di Martino, Daniela Grieco and Nicola Lacetera).

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).

Exports and Wages: Rent Sharing, Workforce Composition or Returns to Skills?

*Journal of Labor Economics* 2016, 34(4) (with Fabiano Schivardi).

Viral Altruism? Charitable Giving and Social Contagion in Online Networks.

*Sociological Science* 2016, (with Nicola Lacetera and Angelo Mele).

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).

Markets and Morals: An Experimental Survey Study.

*PLoS ONE* 2015, 10(6) (with Julio Elias and Nicola Lacetera).

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).

Rewarding Volunteers: A Field Experiment.

*Management Science* 2014, 60(5) (with Nicola Lacetera and Robert Slonim).

Economic Rewards to Motivate Blood Donations.

*Science* 2013, 340(6135) (with Nicola Lacetera and Robert Slonim).

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).

Time for Blood: The Effect of Paid Leave Legislation on Altruistic Behavior.

*Journal of Law, Economics and Organization* 2013, 29(6) (with Nicola Lacetera).

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).

Do Unemployment Benefits Promote or Hinder Job Turnover?

*Journal of Development Economics* 2010, 93 (with Tito Boeri).

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).

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).

#### OTHER PUBLICATIONS

Moral NIMBY-ism? Understanding Societal Support for Monetary Compensation to Plasma Donors in Canada.

*Law and Contemporary Problems* 2018, 81 (with Nicola Lacetera).

Understanding Repugnance: Implications for Public Policy.

*World Medical and Health Policy* 2017, 9(4) (with Julio Elias and Nicola Lacetera).

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).

Gender Differences in Earnings and Leadership: Recent Evidence on Causes and Consequences  
Ifo DICE Report 2017, 15(2) (with Mirco Tonin).

Gender Differences in Wages and Leadership, *IZA World of Labor* 2017, Institute of Labor Economics.

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 Helppie).

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 Helppie).

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).

#### BOOK EDITING

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

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.

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).

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

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).

On the importance of unconditional rewards for blood donations. *Clinical Chemistry*, 2013, Letter to the Editor (with Nicola Lacetera and Robert Slonim).

In Defense of WHO's Blood Donation Policy-Response. *Science*, 2013, 342(6159) (with Nicola Lacetera and Robert Slonim).

The Value of Incentives in Blood Donation-Response. *Science*, 2013, 341(6142) (with Nicola Lacetera and Robert Slonim).

#### WORKING PAPERS

Incentivized peer referrals for tuberculosis screening: evidence from India (with Jessica Goldberg and Pradeep Chintagunta). NBER Working Paper N. 25279. [SUBMITTED]

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]

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

The empirics of repugnant exchanges (with Julio Elias and Nicola Lacetera).

An evaluation of RBC genotyping as a donor recruitment and retention strategy (with Patricia Brunker and Aaron Tobian).

Evaluating the effects of university fundraiser incentives (with Michael Gibbs).

Information acquisition and polarization (with Julio Elias and Nicola Lacetera).

Altruism, ethics and markets: A behavioral and neuroscientific experimental study (with Vikram Chib, Jeffrey Kahn, and Nicola Lacetera).

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).

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

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).

Societal Support for Paying Plasma Donors in Canada, **Cato Institute Research Brief in Economic Policy** No. 127, 22 August 2018 (with Nicola Lacetera).

The debate in Canada over paying plasma donors, **Policy Options – The Public Forum for the Public Good**, 28 May 2018 (with Nicola Lacetera).

Better quality health care through consistent supervision, **VoxDev**, 17 November 2017 (with Felipe Dunsch, David Evans, and Ezinne Eze-Ajoku).

Understanding moral repugnance: The case of the kidney market, **Vox – CEPR Policy Portal**, 15 October 2016 (with Julio Elias and Nicola Lacetera).

Female executives and gender wage gaps, **Vox – CEPR Policy Portal**, 24 April 2015 (with Luca Flabbi, Andrea Moro, and Fabiano Schivardi).

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

Global Established Multidisciplinary Sites (GEMS) grant, \$30,000, 2019-2020 (Co-PI; PI: Jonathan Golub)

Johns Hopkins Alliance for a Healthier World Implementation Grant \$250,000, 2018-20 (Co-I; PI: Richard Chaisson).

Johns Hopkins University "Discovery Award" Grant \$150,000, 2018-19 (Co-I; PI: Macey Henderson).

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.

Johns Hopkins University "Discovery Award" Grant \$60,000, 2016-17 (PI; with Patricia Bruncker, Aaron Tobian, Nicola Lacetera, Robert Slonim).

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).

Johns Hopkins University "Exploration of Practical Ethics" Grant \$58,000, 2016-17 (PI, with V. Chib, J. Kahn and N. Lacetera).

International Growth Center India Central Grant, GBP 20,294, 2016-17 (PI, with J. Goldberg and P. Chintagunta).

World Bank Strategic Impact Evaluation Fund (SIEF) Grant, \$555,162, 2015-17 (PI, with J. Goldberg (PI) and P. Chintagunta).

Sloan Foundation "Economics of Knowledge Contribution and Distribution" sub-grant \$ 10,000, 2015-16 (Co-PI, with N. Lacetera and J. Elias).

Science of Philanthropy grant, \$36,340, 2014-15 (Co-PI, with D. Grieco and N. Lacetera).

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).

International Growth Center India Central Grant, GBP 10,000, 2013-14 (PI, with J. Goldberg and P. Chintagunta).

Maryland Population Research Center Seed Grant, \$15,000, 2013-14 (Co-PI, with J. Goldberg (PI)).

NET Institute Summer Grant 2012, \$7,500, Net Institute, NYU Stern (Co-PI, with A. Mele and N. Lacetera).

JHU Carey Business School Dean's Grant, 2011, \$5,000.

National Science Foundation (NSF) grant (PI, with N. Lacetera (PI on collaborative grant) and R. Slonim), 2009-11, \$308,000.

Social Sciences and Humanities Research Council of Canada grant (Co-PI, with V. Iajya, N. Lacetera and R. Slonim), 2010-11, \$42,000.

Mitsui Life Financial Research Center Grant, 2008-2010, \$5,000 (PI).

Ross School of Business Dean's Grant, 2008-09, \$10,000.

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: National University of Singapore (Singapore); University of Sydney (Australia); Free University of Bozen-Bolzano (Italy); University of Glasgow (Scotland); University of Economics (Prague, Czech Republic); University of the Thai Chamber of Commerce (Thailand); University of Pittsburgh.

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**

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 Economia Politica 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; 5<sup>th</sup> 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, PUBLIC LECTURES AND PANELS**

- **Invited panelist**, Johns Hopkins Bayview Research Symposium on Improving Health Care Outcomes with Behavioral Economics, December 6 2019.
- **Invited speaker**, Understanding Social Support for Morally Contested Transactions, Social Policy Speaker Series, University of Pennsylvania, November 14 2019.
- **Expert panelist** at Congressional staff briefing on “The kidney shortage: short-term salves and long-term solutions,” Rayburn House Office Building, October 4, 2019.
- **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 the legal, ethical and economic issues surrounding compensation for bone marrow, 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, 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 (3<sup>rd</sup> 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.