

Anja Sautmann, Ph.D.

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Director of Research, Education, and Training, J-PAL MIT	2017-2020
Assistant Professor, Department of Economics, Brown University	2010-2017
Affiliate, CESifo Research Network	Since 2016
Visiting Assistant Professor, Economic Growth Center, Yale University	2013-2014

Education

Ph.D. Economics, New York University	2010
M.A. Economics, New York University	2008
Diplom-Volkswirtin (Diploma in Economics), University of Munich, Germany	2004

Articles

“Contracts for Agents with Biased Beliefs: Some Theory and an Experiment”, 2013.
American Economic Journal: Microeconomics, 5(3), 124-156.

“Age-Dependent Payoffs and Assortative Matching by Age in a Market with Search”, 2017.
American Economic Journal: Microeconomics, 9(2), 263-294.

“Credit Constraints and the Measurement of Time Preferences”, with Mark Dean, 2019.
Forthcoming, Review of Economics and Statistics.

“Adaptive Treatment Assignment in Experiments for Policy Choice”, with Maximilian Kasy, 2020.
Forthcoming, Econometrica.

Working papers

“Does Patient Demand Contribute to the Overuse of Prescription Drugs?”, with Carolina Lopez and Simone Schaner (*R&R, AEJ:Applied*)

“Subsidies, Information, and the Timing of Children’s Health Care in Mali”, with Samuel Brown and Mark Dean (*submitted*)

“Gender Differences in Children’s Antibiotics Use and Adherence”, with Christine Blandhol (*working paper*)

“Partner Search and Demographics: The Marriage Squeeze in India” (*working paper*)

“Welfare Effects of Non-Pecuniary vs. Pecuniary Incentives”, with François Gerard (*in progress*)

“Paying for Urban Services: Utility Bills and the Spending Patterns of the Poor”, with Kelsey Jack and Kathryn McDermott (*in progress*)

“Voice Messages to Parents to Improve Student Outcomes: Choosing the Best Policy through Adaptive Treatment Assignment”, with Max Kasy and Sarah Kopper (*in progress*)

Other writing

“A Revolution in Economics? It’s Just Getting Started...”, with Shawn Cole and William Parienté, 2020.
Commentary in: Symposium on Experimental Approaches in Development and Poverty Alleviation. *World Development*, 127 (104849).

“Guide to Publishing Research Data” and “Guide to De-Identifying Data”, with Sarah Kopper and James

Turitto, J-PAL, 2020.

["In Praise of Moderation: Suggestions for the Scope and Use of Pre-Analysis Plans for RCTs in Economics"](#), with Abhijit Banerjee, Esther Duflo, Amy Finkelstein, Lawrence F. Katz, and Benjamin A. Olken.
NBER Working Paper 26993.

Research Support

Co-Investigator, International Growth Center grant (PI Kelsey Jack), "Paying for power: Prepaid electricity and the spending patterns of the poor", 2017

PI, Development Frontiers award (Co-PIs Mark Dean and Simone Schaner), Economic and Social Research Council, ES/N00583X/1, "Incentives for Accurate Diagnosis: Improving Health Care Quality in Mali", 2015

Co-PI, Development Frontiers Award (PI Mark Dean), Economic and Social Research Council, ES/K01207X/1 "Determinants of Health Care Decisions: Children's Health in Mali", 2013

PI, Research support grant (with Mark Dean), Aga Khan Foundation, 2013

PI, Brown Seed Fund Award, Brown University (with Mark Dean and Caitlin Cohen), 2012

Doctoral Dissertation Research Award (with Guillaume Fréchet), National Science Foundation, SES-0849465, 2009

Honors

Excellence in Refereeing Award, American Economic Review	2013, 2014, 2015
MacCracken Fellowship, New York University	2004-2008
Fellow of the German National Academic Foundation	1998-2004

Selected Conferences and Invitations

"Natural Experiments and Controlled Field Studies", Munich U.	June 2015, 2019
Barcelona GSE Summer Forum 2018	June 2018
32 nd BREAD/CEPR/PODER Conference on Development Economics, Bocconi U.	September 2016
CES Visitor and CES lecture "A field project from start to finish: a randomized trial in Mali", Center of Economic Studies, Munich, Germany	June 2016
Stanford Institute for Theoretical Economics (SITE) Experimental Economics	August 2014
NBER Development Summer Institute, Cambridge MA	July 2014
27 th BREAD Conference on Development Economics, UC Berkeley	May 2014
PER Visitor, Department of Economics, Columbia University	October 2013
Invited talk, "International Symposium on Gender and Sustainable Social Development: Consequences and Public Policies" Xi'an Jiaotong U., China	October 2011
Invited talk, "New directions in Applied Microeconomics – Theory and Evidence", hosted by NYU, CalTech, and Washington U.	July 2011

Referee for:

American Economic Review, Canadian Journal of Economics, Demography, Econometrica, Economic Development and Cultural Change, Economic Journal, Economic Letters, Journal of Human Resources, Historical Methods, Journal of Development Economics, B.E. Journal of Economic Analysis and Policy, Journal of Economic Behavior and Organization, Journal of Economic Growth, Journal of Economic Theory, Journal of the European Economic Association, Journal of Political Economy, Journal of Public Economics, Journal of Urban Economics, Oxford Economic Papers, Population, Review of Economic Dynamics, World Bank Economic Review.