

## AMANDA PALLAIS

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### Employment

- 2016 – Paul Sack Associate Professor of Political Economy and Social Studies, Harvard University
- 2015 – 2016 Associate Professor of Economics and Social Studies, Harvard University
- 2011 – 2015 Assistant Professor of Economics and Social Studies, Harvard University

### Visiting Positions

- 2014 Visitor, Yale Program in Applied Economics and Policy Research
- 2014 Visiting Fellow, Initiative on Global Markets (IGM), Chicago Booth
- 2013 – 2014 Visiting Assistant Professor of Economics, Princeton University

### Affiliations

- 2014 – Affiliate, Abdul Latif Jameel Poverty Action Lab (J-PAL)
- 2012 – Faculty Research Fellow, National Bureau of Economic Research (NBER)
- 2011 – Faculty Affiliate, MIT School Effectiveness and Inequality Initiative (SEII)

### Education

- 2006 – 2011 Massachusetts Institute of Technology, Ph.D. in Economics
- 2002 – 2006 University of Virginia, B.A. with Highest Distinction, Economics and Mathematics

### Fields of Interest

Labor Economics, Economics of Education

### Research Grants

- 2015 NSF CAREER Award: “Using Field Experiments to Identify Barriers to Labor Market Success and Human Capital Accumulation”, \$450,850
- 2015 Susan Thompson Buffett Foundation, “Randomized Evaluation of Post-Secondary Financial Aid Services” (with Joshua Angrist, David Autor, and Sally Hudson), \$1,889,943
- 2014 J-PAL Post Primary Education Initiative, “Improving Employment Prospects of Indian College Graduates through Standardized Testing: A Pilot Evaluation” (with David Autor), \$29,614
- 2012 Lab for Economic Applications and Policy, Harvard University  
"Referential Treatment: Why Referrals Matter" (with Emily Sands), \$10,000

- 2011 Susan Thompson Buffett Foundation, “Impact Evaluation of the Susan Thompson Buffett Scholarship Program” (with Joshua Angrist and David Autor), \$1,307,468
- 2010 Republic of France, Large Research Grant for Experiments Involving Youth (received high-quality project citation, with William Pariente), \$376,121

### **Fellowships and Honors**

- 2017 – 2019 Alfred P. Sloan Research Fellowship
- 2015 – 2020 NSF CAREER Award
- 2015 Clark Award, Harvard University
- 2015, 2016 Excellence in Refereeing Award, *American Economic Review*
- 2014 – 2017 Furer Fellow, Harvard University
- 2014 Empirical Microeconomics Jamboree, Duke University (selected participant)
- 2012 Excellence in Refereeing Award, *Quarterly Journal of Economics*
- 2011 Robert M. Solow Prize for excellence in research and teaching, MIT
- 2006 – 2009 NSF Graduate Research Fellowship
- 2006 – 2008 Presidential Fellow, MIT
- 2008 – 2010 George and Obie Shultz Fund Grants
- 2006 Economics Outstanding Major Award, University of Virginia
- 2006 Best Economics Thesis, University of Virginia
- 2005 Phi Beta Kappa (junior year)
- 2002 – 2006 Jefferson Scholar, University of Virginia

### **Teaching**

Graduate Labor Economics, Harvard University  
Undergraduate Economics of Education, Harvard University

### **Publications**

“‘Acting Wife’: Marriage Market Incentives and Labor Market Investments” with Leonardo Bursztyn and Thomas Fujiwara. *American Economic Review*, forthcoming.  
NBER Working Paper #23043.

“Valuing Alternative Work Arrangements” with Alexandre Mas. *American Economic Review*, forthcoming.  
NBER Working Paper #22708.

“Discrimination as a Self-Fulfilling Prophecy: Evidence from French Grocery Stores” with Dylan Glover and William Pariente. *Quarterly Journal of Economics* 2017. 132 (3): 1219-1260.  
NBER Working Paper #22786.

“Why the Referential Treatment?: Evidence from Field Experiments on Referrals” with Emily Sands. *Journal of Political Economy* 2016. 124(6): 1793-1828.  
NBER Working Paper #21357.

“Evaluating Econometric Evaluations of Post-Secondary Aid” with Joshua Angrist, David Autor, and Sally Hudson. *American Economic Review: Papers and Proceedings* 2015. 105(5): 502-507.

“Small Differences that Matter: Mistakes in Applying to College.” *Journal of Labor Economics* 2015. 33(2): 493-520.  
NBER Working Paper #19480.

“Inefficient Hiring in Entry-Level Labor Markets.” *American Economic Review* 2014. 104(11): 3565-3599.  
NBER Working Paper #18917.  
Reprinted in *Learning in Labor Markets* (2017), edited by Michael Waldman.

“Taking a Chance on College: Is the Tennessee Education Lottery Scholarship Program a Winner?” *Journal of Human Resources* 2009. 44(1): 199-222.

“Access to Elites” with Sarah Turner in *Economic Inequality and Higher Education, Access, Persistence, and Success*, edited by Stacy Dickert-Conlin and Ross Rubenstein. 2007: 128-156. New York: Russell Sage Foundation.

“Opportunities for Low Income Students at Top Colleges and Universities: Policy Initiatives and the Distribution of Students” with Sarah Turner. *National Tax Journal* 2006. 59 (2): 357-386.

### **Working Papers**

“Can Online Delivery Increase Access to Education?” with Joshua Goodman and Julia Melkers. Revise and Resubmit, *Journal of Labor Economics*.  
NBER Working Paper #22754.

“Labor Supply and the Value of Non-Work Time: Experimental Estimates from the Field” with Alexandre Mas.

“Evaluating Post-Secondary Aid: Enrollment, Persistence, and Projected Completion Effects” with Joshua Angrist, David Autor, and Sally Hudson.  
NBER Working Paper #23015.

“Leveling Up: Early Results from a Randomized Evaluation of Post-Secondary Aid” with Joshua Angrist, David Autor, and Sally Hudson.  
NBER Working Paper #20800.

### **Other Articles**

“The Missing ‘One-Offs’: The Hidden Supply of High-Achieving, Low Income Students: Comments and Discussion.” *Brookings Papers on Economic Activity*. Spring 2013: 51-56.

## **Work in Progress**

“Schmoozing: On-the-Job Networking and the Gender Gap” with Leonardo Bursztyn, Zoë Cullen, and Thomas Fujiwara.

“Pink Collar Jobs: Male Identity and Entry into the Health Care Sector” with Leonardo Bursztyn and Thomas Fujiwara.

“Leaning In and Staying In: Financing and Female Entrepreneurs” with Gauri Kartini Shastry and Olga Shurchkov.

## **Presentations**

- 2017: (includes scheduled) Berkeley Haas, Cornell University, Kennedy School, London School of Economics, MIT Sloan, NBER India Meeting, NBER Summer Institute: IT and Digitization (discussant), Northwestern University, Society of Labor Economists, Stanford University, University of California – Berkeley, University of Michigan, Wharton School, Yale University
- 2016: Advances with Field Experiments Conference, Brown University, Executive Office of the President of the United States, Harvard Business School, Harvard University, MIT, NBER Labor Studies, NBER Summer Institute: Joint Labor Studies and Personnel Session, NBER Summer Institute: Development Economics (discussant), Tufts University, University of Chicago, Wellesley College
- 2015: Allied Social Science Association, Berkeley Haas, London School of Economics, NBER Organizational Economics (discussant), Paris School of Economics, Stanford CEPA, University of Illinois Urbana-Champaign, University of California – Santa Barbara, University of Virginia (Merrick Lecture)
- 2014: Allied Social Science Association, Booth School, Brookings Institution, Columbia University, Duke Empirical Microeconomics Jamboree, Harvard University, Institute for International Economic Studies Stockholm University, MIT, NBER Summer Institute: Economics of IT and Digitization (discussant), NBER Summer Institute: Joint Education and Labor Studies Session, University of Chicago, Yale University
- 2013 : Allied Social Science Association (discussant), Brookings Papers on Economic Activity (discussant), Harvard University, Kellogg School, NBER Labor Markets After the Great Recession (discussant), NBER Summer Institute: Labor Studies, NBER-CCER Conference on China and the World Economy, New York Federal Reserve, Princeton University, RAND Corporation, University of British Columbia, University of California – Berkeley, Wharton School
- 2012: Boston College, Future of Children Conference (discussant), Northeastern University, Rutgers University, Yale University
- 2011: Booth School, Boston University, Columbia University, Cornell University, Harvard University, Michigan State University, Princeton University, Stanford University, University of California – Irvine, University of California – San Diego, Wharton School, University of Chicago

- 2010: Allied Social Science Association (discussant), MIT, University of Virginia  
2009: Allied Social Science Association, Society of Labor Economists  
2008: NBER Higher Education Working Group  
2006: European Science Days (poster presentation)  
2005: Southern Economics Association

### **Referee and Reviewer**

*American Economic Journal: Applied Economics, American Economic Journal: Economic Policy, American Economic Review, B.E. Journal of Economic Analysis & Policy, Eastern Economic Journal, Econometrica, Economica, Economic Inquiry, Economics of Education Review, Education Finance & Policy, Educational Evaluation and Policy Analysis, International Journal of Industrial Organization, Jameel Poverty Action Lab, Journal of Human Resources, Journal of Labor Economics, Journal of Policy Analysis and Management, Journal of Public Economics, Journal of the European Economic Association, Journal of Urban Economics, Management Science, National Science Foundation, National Tax Journal, Quarterly Journal of Economics, Review of Economic Studies, Review of Economics and Statistics, Southern Economic Journal*

### **Committees**

Harvard Athletics Committee, Harvard Economics Department Graduate Instruction Committee, Harvard Economics Department Graduate Recruiting Committee, Harvard Economics Department Junior Hiring Committee, Harvard Social Studies Concentration Junior Hiring Committee, Harvard Social Studies Concentration Standing Committee, Lab for Economic Analysis and Policy Executive Committee, Society of Labor Economists Program Committee

### **Other**

Citizenship: USA  
Date of Birth: 1985

Last Updated: August 10, 2017