

JOHANNES HAUSHOFER

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Education

- 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

- 2014– PRINCETON UNIVERSITY
Assistant Professor of Psychology and Public Affairs
- 2011–14 HARVARD UNIVERSITY
Prize Fellow in Economics
- 2011–14 MASSACHUSETTS INSTITUTE OF TECHNOLOGY
Postdoctoral Fellow, Abdul Latif Jameel Poverty Action Lab

Affiliations

- 2014– Associated Faculty Member, Department of Economics, Princeton University
- 2014– Faculty Affiliate, Center for Health and Wellbeing, Princeton University
- 2014– Faculty Affiliate, ideas42
- 2012– Scientific Director, Busara Center for Behavioral Economics
- 2009– Research Network Member, Innovations for Poverty Action

Awards

- 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 and Working Papers

1. The Price of Poverty: Psychology and the Cycle of Need. *Foreign Affairs* (2014), 138739.
2. Neurobiological Poverty Traps (with Molly Crockett & Gwen Lawson). Background paper prepared for the *World Development Report 2015*.
3. A Methodology for Laboratory Experiments in Developing Countries: Examples from the Busara Center (with Marie Collins, Giovanna de Giusti, Conor Hughes, Chaning Jang, Maneesh Kuruvila, Joseph Muiruri Njoroge, and James Vancel). October 2012.
4. Psychology and Neurobiology of Poverty (with Molly Crockett and Gwen Lawson). Background paper prepared for the *World Development Report 2015*.
5. Development of impulse control and associated vmPFC-DLPFC connectivity explains children's increased resistance to temptation in intertemporal choice (with Niko Steinbeis, Ernst Fehr, and Tania Singer). *Cerebral Cortex* (in press).
6. 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 (2014).
7. On the Psychology of Poverty (with Ernst Fehr). *Science* **344** (2014), 862–867.
8. Household Response to Income Changes: Evidence from an Unconditional Cash Transfer Program in Kenya (with Jeremy Shapiro). November 2013.
9. Negative Income Shocks Increase Discount Rates (with Ernst Fehr and Daniel Schunk). July 2013.
10. Negative Rainfall Shocks Increase Levels of the Stress Hormone Cortisol Among Poor Farmers in Kenya (with Matthieu Chemin and Joost de Laat). July 2013.
11. Time-Dependent Effect of Hydrocortisone Administration on Intertemporal Choice (with Sandra Cornelisse, Vanessa van Ast, Maayke Seinstra, and Marian Joels). July 2013.
12. The Psychology of Poverty: Evidence from 43 Countries. September 2013.
13. Market Convergence and Equilibrium in a Kenyan Informal Settlement (with Noémie Zurlinden). September 2013.
14. The Social Cost of Randomization (with Jeremy Shapiro). September 2013.
15. No Effects of Psychosocial Stress on Intertemporal Choice (with Sandra Cornelisse, Maayke Seinstra, Ernst Fehr, Marian Joëls, and Tobias Kalenscher). *PLoS One* **8** (2013), e78597.

16. Low Income is Associated with High Baseline Levels and Low Stress Reactivity of Cortisol, but Not Alpha Amylase (with Sandra Cornelisse, Marian Joels, Tobias Kalenscher, and Ernst Fehr). December 2011.
17. The role of testosterone in social interaction (with Ernst Fehr and Christoph Eisenegger). *Trends in Cognitive Science* **15** (2011), 263–271.
18. Reply to Golan and Rosenblatt: Revisiting the statistical analysis of the Israeli-Palestinian conflict confirms that both sides retaliate. *Proceedings of the National Academy of Sciences* **108** (2011): E55–E56.
19. Both Sides Retaliate in the Israeli-Palestinian Conflict (with Nancy Kanwisher and Anat Biletzki). *Proceedings of the National Academy of Sciences* **107** (2010), 17927–17932.
20. The Legal Brain: How Does the Brain Make Judgments about Crimes? (with Ernst Fehr). *Scientific American Online* (2009).
21. You shouldn't have: your brain on others' crimes (with Ernst Fehr). *Neuron* **60** (2008), 738–740.
22. Multivariate Patterns in Object-Selective Cortex Dissociate Neural and Perceptual Similarity (with Margaret Livingstone and Nancy Kanwisher). *PLoS Biology* **6** (2008), e187.
23. Sensitivity to Object Parts in Human Object-Selective Cortex (with Chris Baker, Margaret Livingstone, and Nancy Kanwisher). *Journal of Neurophysiology* **100** (2008), 753–762.
24. For Love or Money: A Common Neural Currency for Social and Monetary Reward (with Rebecca Saxe). *Neuron* **58** (2008), 164–165.
25. Interpreting fMRI data: Maps, modules, and dimensions (with Hans op de Beeck and Nancy Kanwisher). *Nature Reviews Neuroscience* **9** (2007), 123–135.
26. In the Eye of the Beholder: Visual Experience and Categories in the Human Brain (with Nancy Kanwisher). *Neuron* **53** (2007), 773–775.
27. Express saccades: What is coded for their production? (with Peter Schiller). *Experimental Brain Research* **22** (2005), 1–9.
28. How do target predictability and precueing affect the production of express saccades in monkeys? (with Peter Schiller and Geoffrey Kendall). *European Journal of Neuroscience* **19** (2004), 1963–1968.
29. An examination of the variables that affect express saccade generation (with Peter Schiller and Geoffrey Kendall). *Visual Neuroscience* **21** (2004), 119–127. 2006

Ongoing Work and Papers in Preparation

1. Health Insurance, Cash Transfers, and Stress Hormones: A Randomized Controlled Trial in the Slums of Nairobi (with Matthieu Chemin) [endline completed]
2. Non-financial Awards and Community Monitoring for Clinic Performance: A Randomized Controlled Trial in Sierra Leone (with Oeindrila Dube and Bilal Siddiqi) [endline completed]
3. "Count your Blessings": Can Positive Psychology Improve Well-Being in Kenya? Evidence from a Randomized Controlled Trial (with Chaning Jang and Linda Kleppin) [baseline ongoing]
4. Heat Stress and Performance: Evidence from Weather and Test Scores in Kenya (with Simone Schaner)

Research Funding

1. Improving Health Service Delivery through Community Monitoring & Non-Financial Awards, Sierra Leone, 2012–2014, USAID AID-OAA-F-12-00045, \$432,155. Role: PI.
2. Reducing Domestic Violence: Economic Conditions, Psychological Well-being, and Social Norms. Anonymous donor, \$280,000. Role: PI.
3. Poverty, Stress, and Discounting: A Potential Micro-Mechanism for Behavior Change, NIH R01-AG039297, 2010–2015, \$1,250,000. Role: PI.
4. The Neurobiology and Behavioral Economics of Poverty, Cogito Foundation, 2010–2013, CHF 164,000. Role: Co-PI.
5. Neural Mechanisms of Temporal Discounting, Bial Foundation, 2006–2008, \$60,000. Role: Co-PI. (2006)

Conference Presentations

- Scheduled Household Response to Income Changes: Evidence from an Unconditional Cash Transfer Program in Kenya (with Jeremy Shapiro). American Economic Association Annual Meeting, Boston
 Household Response to Income Changes: Evidence from an Unconditional Cash Transfer Program in Kenya (with Jeremy Shapiro). CSAE conference, Oxford, UK
- 2014 The Cost of Keeping Track. New England Universities Development Conference, Boston University
 Market Convergence and Equilibrium in a Kenyan Informal Settlement. Symposium on Economic Experiments in Developing Countries, Norwegian School of Economics, Bergen, Norway
- 2013 Household Response to Income Changes: Evidence from an Unconditional Cash Transfer Program in Kenya (with Jeremy Shapiro). New England Universities Development Conference, Harvard University
- 2012 The Busara Center: A Laboratory Environment for Developing Countries (with Marie Collins, Giovanna de Giusti, Channing Jang, Maneesh Kuruvila, Joseph Muiruri Njoroge, and James Vancel). Symposium on Economic Experiments in Developing Countries, University of California Berkeley.
- 2012 Poverty Raises Levels of the Stress Hormone Cortisol: Evidence from Weather Shocks in Kenya (with Matthieu Chemin and Joost de Laat). New England Universities Development Conference, Dartmouth College
- 2007 Frequency-based categorization of complex visual objects (with Chris I. Baker and Nancy Kanwisher). *Journal of Vision* 7, 210a. Vision Sciences Society Conference.
- 2005 Greater Sensitivity to Convexities than Concavities in Human Lateral Occipital Complex (with Chris I. Baker and Nancy Kanwisher). Society for Neuroscience Annual Meeting.
- 2005 Greater Sensitivity to Convexities than Concavities in Human Lateral Occipital Complex (with Chris I. Baker and Nancy Kanwisher). *Journal of Vision* 5, 904a. Vision Science Society Conference.
- 2002 Express saccades: the conditions under which they are generated and the brain structures involved (with Peter Schiller, Geoffrey Kendall, Warren Slocum, and Andreas Tolias). *Journal of Vision* 2, 174a. Vision Science Society Conference.

Invited Seminars (past three years)

- Scheduled UC Berkeley (Economics); Princeton University (Economics); University of Oxford (Economics); National Advisory Council on Aging (NIH, Bethesda, MD)
- 2014 Harvard University (Economics); Dartmouth College (Economics); University of California, Berkeley (Agricultural and Resource Economics); University of Bonn (Economics); Stockholm University (IIES); Warwick University (Economics); Harvard University (Kennedy School of Government); Georgetown University (Economics); University of Michigan (Economics); McGill University (Economics); UCSD (Economics); Harvard University (School of Public Health); University of California, Berkeley (Social Welfare); University of Pennsylvania (Psychology); Princeton University (Health & Wellbeing Seminar); Northwestern University (Buffett Center for International and Comparative Studies); University of Southern California (Economics); University College London (Psychology); Massachusetts Institute of Technology (Brain & Cognitive Sciences); Princeton University (Psychology & Woodrow Wilson School of Public and International Affairs); International Economic Association World Congress, Amman, Jordan (invited panel); National Institutes of Health (Science of Behavior Change); University of Chicago (Human Capital and Economic Opportunity Global Working Group); Microfinance Club of New York (invited panel); First African Behavioral Economics Symposium, Nairobi (keynote lecture)
- 2013 Massachusetts Institute of Technology (Economics); University of Chicago (Booth School of Business); Cornell University (Psychology); Yale University (Public Health); Massachusetts Institute of Technology (Brain & Cognitive Sciences); World Bank (Research Group), Norwegian School of Economics (Economics)
- 2012 NYU Abu Dhabi; National Institutes of Health (Science of Behavior Change); University of Dusseldorf (Psychology); Innovations for Poverty Action; Harvard University (Neuroeconomics Working Group); Harvard University (Decision Science Lab)

Workshops

- 2010 Russell Sage Summer Institute in Behavioral Economics (Trento, Italy)
- 2013 White House Meeting: Psychological Science and Behavioral Economics in the Service of Public Policy (Washington, DC)

Teaching

- 2015 NYU Abu Dhabi (Winter Experimental Social Sciences Institute)
Strathmore Business School (Nairobi, Kenya): Econometrics of Program Evaluation (graduate level)
Princeton University, Woodrow Wilson School of Public & International Affairs: Psychology of Poverty (seminar)
- 2014 Princeton University, Department of Psychology: Psychology of Poverty (seminar)
- 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: Graduate Seminar, Behavioral & Experimental Economics

- 2010 University of Zurich: TA for Prof. Ernst Fehr & Charles Efferson, PhD, Behavioral Economics
- 2006 Harvard University: Senior Workshop Leader (Mind/Brain/Behavior Initiative)
- 2004 Sanayee Foundation, Kabul: Course (20 hours), Monitoring and Evaluation of Development Projects
- 2003 German Student Academy (DSA): Course (50 hours), Visual Neuroscience

Refereeing

Economics: American Economic Review, Quarterly Journal of Economics, Journal of Development Economics, American Economic Journal: Applied, Journal of Economic Behavior and Organization

Psychology: Science, Nature, Nature Neuroscience, Neuron, Journal of Neuroscience, Neuroimage, Current Biology, Proc Roy Soc B, PNAS, Consciousness & Cognition, Experimental Brain Research, Neuroscience Letters

Advising

Undergraduate students: Miriam Klein (Saarbrücken/Oxford), Emily Zhao (RSI/MIT), Minjeong Ahn (MIT), Lauren Fishkin (MIT), Monica Hu (MIT), Nuné Lemaire (MIT), Lauren McClain (RSI/MIT), Joyce Chen (MIT), Julia Nickel (TU Karlsruhe/MIT), Roni Madar (Zurich), Christoph Vonwiller (Zurich), Maayke Seinstra (Amsterdam), Maneesh Kuruvila (St. Andrews), Noémie Zurlinden (Bern), Colton Jang (Yale), Yaniv Sapir (Princeton), Fred Shaykis (Princeton)

Graduate students: Alain Kamm (Zurich), Florian Bosshart (Zurich), Deborah Kistler (Zurich), Linda Kleppin (Düsseldorf), Michala Riis-Vestergaard (Copenhagen/Princeton)

Postdocs: Channing Jang (Princeton)

Media

The Economist, The New York Times, Forbes, Businessweek, AllAfrica.com, The Chronicle of Philanthropy, NPR Morning Edition, NPR Planet Money, International Herald Tribune, Huffington Post, El País (Spain), Süddeutsche (Germany), Handelszeitung (Switzerland), arte TV (Germany/France), Freakonomics Blog, Marginal Revolution Blog