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## Education:

- 12/00–7/02      **University of California, Berkeley**, Haas School of Business, Berkeley, California. Ph.D. in business administration.  
  
*“Technology Adoption from Foreign Direct Investment and Exporting: Evidence from Indonesian Manufacturing.”*  
  
*Dissertation Committee: Prof. Paul Gertler (Chair, Haas), Prof. David Mowery (Haas), and Prof. Pranab Bardhan (Dept. of Economics).*
- 9/98–12/00      **University of California, Berkeley**, Haas School of Business, Berkeley, California. M.S. in business administration.
- 9/89–6/93      **Yale University**, New Haven, Connecticut. B.A. in applied mathematics with concentration in operations research.

## Professional Experience:

- 6/12–present      **House Professor and Dean**, Flora Rose House, Cornell University.
- 7/09–present      **Associate Professor (with tenure)**, **Cornell University**, Dyson School of Applied Economics and Management, Ithaca, New York.
- 8/02–7/09      **Assistant Professor, Cornell University**, Dyson School of Applied Economics and Management, Ithaca, New York.
- 2/98–6/98      **Volunteer Project Manager, Raleigh International**, Belize, Central America. Raleigh International is a London-based community and youth development organization.
- 1/96–2/98      **Marketing Engineer, Berkeley Design Technology, Inc. (BDTI)**, Berkeley, California.
- 8/93–1/96      **Applications Engineer, Motorola Japan, Ltd.**, Semiconductor Division, Tokyo Design and Development Center, Tokyo, Japan.

## Publications:

### Journals

"Locus of Control and Technology Adoption," with Kibrom Abay and Guush Berhane. Forthcoming at *Journal of Economic Behavior and Organization*.

"What Impedes Efficient Adoption of Products? Evidence from Randomized Sales Offers for Fuel-Efficient Cookstoves in Uganda," with Theresa Beltramo, David I. Levine, and Andrew M. Simons. Forthcoming at *Journal of the European Economic Association*.

"Using Unobtrusive Sensors to Quantify and Minimize Hawthorne Effects: Evidence from Cookstoves. With Andrew M. Simons, Theresa Beltramo, and David I. Levine. *Journal of Environmental Economics and Management*, November 2017, 86, pp. 68–80.

What is a Meal?: Comparative Methods of Auditing Carbon Offset Compliance for Fuel-Efficient Cookstoves," with Stephen Harrell, Theresa Beltramo, Juliet Kyayesimira, David I. Levine, and Andrew M. Simons. *Ecological Economics*, August 2016, 128, 8–16.

"The Effect of Marketing Messages and Payment Over Time on Willingness to Pay for Fuel-Efficient Cookstoves," with Theresa Beltramo, David I. Levine, and Andrew M. Simons. *Journal of Economic Behavior & Organization*, October 2015, 118, 333–345.

Does Peer Use Influence Adoption of Efficient Cookstoves?: evidence from a randomized controlled trial in Uganda," with Theresa Beltramo, David I. Levine, Andrew M. Simons. *Journal of Health Communication*, 2015, 20(S1), 55–66.

"Comparing Methods for Signal Analysis of Temperature Readings from Stove Use Monitors," with Andrew M. Simons, Theresa Beltramo, and David I. Levine. *Biomass and Bioenergy*, (2014) 70, 476-488.

"Filling the Phosphorus Fertilizer Gap in Developing Countries," with Andrew Simons, Dawit Solomon, Worku Chibssa, and Johannes Lehman, *Nature Geoscience*, January 2014, Vol. 7, 2.

"Understanding Foreign Direct Investment in the Southern African Development Community: An Analysis Based on Project-Level Data," with Nomathemba Mhlanga and Ralph Christy, *Agricultural Economics*, May/July 2010, 41(3–4), 337–347.

"How Firm Capabilities Affect Who Benefits from Foreign Technology," with Paul J. Gertler. *Journal of Development Economics*, November 2009, 90(2), 192–197.

"Do All Firms Benefit Equally from Downstream FDI? The Moderating Effect of Local Suppliers' Capabilities on Productivity Gains," with Daniel H. Simon, *Journal of International Business Studies*, June 2009, 40, 1095–1112.

"Gender Bias in Power Relationships: Evidence from Police Traffic Stops" with Jed DeVaro, Stephanie Leventhal, and Daniel H. Simon, *Applied Economics*, Volume 41(14), June 2009, 1717–1729.

"Driving Fatalities After 9/11: A Hidden Cost of Terrorism" with Vrinda Kadiyali and Daniel H. Simon, *Applied Economics*, June 2009, 41(14), 1717–1729.

"Financial Constraints on Investment in an Emerging Market Crisis" with Paul J. Gertler and David I. Levine, *Journal of Monetary Economics*, April 2008, 55(3), 568–591.

"Welfare Gains from Foreign Direct Investment through Technology Transfer to Local Suppliers" with Paul J. Gertler, *Journal of International Economics*, March 2008, 74(2), 402–421.

"Imports, Productivity Growth, and Supply Chain Learning" with Francisco Veloso, *World Development*, July 2007, 35(7), 1134–1151.

"The Impact of Post 9/11 Airport Security Measures on the Demand for Air Travel" with Vrinda Kadiyali and Daniel H. Simon, *Journal of Law and Economics*, November 2007, 50(4), 731–755.

"Hitting the Jackpot or Hitting the Skids: Entertainment, Poverty, and the Demand for State Lotteries" with David R. Just and Daniel H. Simon, *American Journal of Economics and Sociology*, July 2007, 66(3), 545–570.

"A Firm-Level Examination of the Exports Puzzle: Why East Asian Exports Didn't Increase After the 1997–1998 Financial Crisis?" with Sonali Roy, *The World Economy*, January 2007, 30(1), 39–59.

"Learning from Exporting Revisited in a Less Developed Setting" with Paul J. Gertler, *Journal of Development Economics*, December 2004, 75(2), 397–416.

#### Book Chapters

"Foreign Direct Investment and Externalities: The Case for Public Intervention," with Paul J. Gertler. In *Does FDI Promote Development?*, Theodore H. Moran (editor). Institute for International Economics, Washington, D.C., 2005, 73–106.

#### Book Reviews

"Review of Multinational Corporations in Indonesia and Thailand," Eric D. Ramstetter and Fredrik Sjöholm (eds), *Bulletin of Indonesian Economic Studies*, August 2007, 43(2), 269–270.

### **Publications (non-academic):**

"General-Purpose Microprocessors for DSP Applications: Consider the Trade-offs," *Electronic Design News (EDN)*, October 23, 1997.

"Microprocessors Outperform DSP 2:1," *Microprocessor Report*, December 30, 1996.

"Choosing a DSP Processor," with Jeff Bier and Philip Lapsley, *Embedded Systems Programming*, October 1996.

"Evaluating DSP Processor Performance," with Phil Lapsley, Institute of Electrical and Electronics Engineers (IEEE) *Spectrum*, July 1996.

### **Honors:**

SUNY Chancellor's Award For Teaching Excellence, 2009.

Kendall S. Carpenter Award, Cornell University's highest award for distinguished undergraduate advising, 2008.

Recognized as an outstanding scholar for having influenced a Cornell University Merrill Presidential Scholar, 2008.

Best Paper Award, Business Policy and Strategy Division, Academy of Management, August 2003.

Henry K. Hayase Award for contributions to the social and intellectual development of Ph.D. students, Haas School of Business, University of California, Berkeley, 2002.

Management of Technology Ph.D. Fellowship, Haas School of Business, University of California, Berkeley, 2001-2002.

Honorable Mention, "The Failure of Cooperative Standard Setting in Digital Home Video," Annual Conference of the Administrative Sciences Association of Canada, Technology and Innovation Management Division, June 1999.

Saltzman Award for undergraduate community service, Trumbull College, Yale University, May 1993.

### **Grants:**

Leveraging the Commercialization of Animal Bone-Derived Biofertilizers to Create Entrepreneurship Opportunities for Landless Poor in Ethiopia, Cornell University Einaudi Center for International Studies (awarded 2014), \$8,000; and Cornell University Institute for Social Sciences, \$12,000, 2015.

Commercialization of Animal Bone-Derived Biofertilizers in Ethiopia, International Food Policy Research Institute, \$212,000, Co-investigator with Christopher Barrett and Johannes Lehman 2014.

Alternative Fertilizers Using Indigenous Value Chains in Ethiopia, Cornell's Atkinson Center for a Sustainable Future, \$173,000, Co-investigator with Johannes Lehman and Dawit Solomon 2012.

### **Teaching:**

Managerial Economics and Strategy, Applied Economics and Management, Cornell University.

Management Strategy, Applied Economics and Management, Cornell University.

Business Strategy Research, Applied Economics and Management, Cornell University.

Graduate Student Instructor, Business Administration 296-9, "Implementing E-Business," Haas School of Business, University of California, Berkeley, California, spring semester 2001.

### **Invited Presentations and Panel Participation:**

Brookings Institute, May 2007.

International Monetary Fund, April 2007.

Emerging Market Financial Crisis Workshop, University of California, Santa Cruz, June 2005.

Empirical Investigations in International Trade Conference, University of Ljubljana, Ljubljana, Slovenia, June 2004.

Institute for International Economics, Foreign Direct Investment Workshop, Washington D.C., May 2004.

Latin American Financial Network Conference, sponsored by the Inter-American Development Bank, Di Tella University, Buenos Aires, Argentina, November 2003.

Economics of Industrial Development Conference, sponsored by the World Bank and London School of Economics, London, October 2003.

Academy of Management, 2003 Annual Meetings, Seattle, Washington, August 2003.

Pennsylvania State University, Department of Economics Seminar Series, State College, Pennsylvania, May 2003.

Case Western Reserve University, Stanford University, New York University, Washington University in St. Louis, The Wharton School of The University of Pennsylvania, University of Maryland, Boston University, Cornell University, The University of Western Ontario, The University of Toronto; late 2001, early 2002.

Empirical Investigations in International Trade, 9th Annual Conference, Georgia Tech University, Atlanta, Georgia, November 2002.

Empirical Investigations in International Trade, 8th Annual Conference, Purdue University, West Lafayette, Indiana, November 2001.

CCC Doctoral Student Colloquium, Duke University, Durham, North Carolina, May 2001.

Pacific Rim in the 21st Century Conference, University of Auckland, Auckland, New Zealand, August 1999.

### **Invited Presentations (non-academic):**

Communications Design Engineering Conference, Washington D.C., March 1997. Course instructor.

Institute of Electrical and Electronics Engineers (IEEE), Santa Clara Communications Chapter, Santa Clara, California, November 1996.

Institute of Electrical and Electronics Engineers (IEEE), East Bay Communications Chapter, San Ramon, California, October 1996.

Armed Forces Communications Engineering Association (AFCEA), Santa Clara Chapter, Santa Clara, California, August 1996.

### **Consulting:**

3/01–12/02                      **World Bank**, Development Economics Research Group, Washington, D.C.

### **Languages:**

Japanese.

### **Service:**

Occasional reviewer for: *American Economic Review*, *Journal of International Business Studies*, *Journal of Development Economics*, *American Journal of Agricultural Economics*, *Canadian Economics Journal*, *Journal of International Economics*, *Journal of World Business*, *The World Economy*, *The National Science Foundation*, *International Economic Review*, *International Journal of Industrial Relations*.

Cornell University, Faculty Advisor, Cornell Club Tennis Team, Cornell Men's Varsity Tennis Team.

Faculty representative to Cornell Varsity Club.

University of California, Berkeley, Haas School of Business, Ph.D. Student Association, President (1999-2000 term).