

Michael J. Callen

LAST UPDATED: November, 2022

- POSITIONS**
- London School of Economics and Political Science**, London, UK
Associate Professor. July 2020 - Current.
- University of California, San Diego**, Rady School of Management, La Jolla, CA
Assistant Professor of Economics and Strategic Management. July 2016 - June 2020.
- Harvard University**, Kennedy School of Government, Cambridge, MA
Assistant Professor of Public Policy. July 2014 - June 2016
- University of California, Los Angeles**, Los Angeles, CA
Assistant Professor of Political Science. March 2013 - June 2014
- ADDITIONAL POSITIONS**
- International Growth Center**, Research Program Co-Director, State Capabilities.
2019 - Current
- Inclusion Economics**, Scientific Director, Nepal. 2022 - Current
- Review of Economic Studies**, Associate Editor. 2021 - Current
- Journal of the European Economic Association**, Associate Editor. 2021 - Current
- EDUCATION**
- University of California, Berkeley**, Center for Effective Global Action (Post-doc).
2012
- UC San Diego**, Institute on Global Conflict and Cooperation (Post-doc). 2011 - 2013
- University of California, San Diego**, La Jolla, CA
Ph.D., Economics, 2007-2011
Thesis Title: *Essays in Conflict and Development*
- London School of Economics and Political Science**, London, UK
B.Sc., Econometrics and Mathematical Economics, First Class, 2005
- AFFILIATIONS**
- Center for Economic Policy Research (CEPR), Bureau for Research and Economic Analysis of Development (BREAD), Jameel Poverty Action Lab (J-PAL), CESifo, Evidence for Policy Design (EPoD), Empirical Studies of Conflict (ESOC), Center for Effective Global Action (CEGA), University of California Institute on Global Conflict and Cooperation (IGCC), Yale Research Initiative on Innovation and Scale (Y-RISE), Center for Economic Research Pakistan (CERP), Institute of Development and Economic Alternatives (IDEAS), Empirical Studies of Conflict (ESOC), Association for Analytic Learning About Islam and Muslim Societies (AALIMS), Policy Design and Evaluation Lab (PDEL).

FIELDS Development Economics, Political Economy, Behavioral Economics

PUBLICATIONS [Link to all research papers.](#)

“Using Preference Estimates to Customize Incentives: An Application to Polio Vaccination Drives in Pakistan,” (with James Andreoni, Karrar Jaffar, Yasir Khan, and Charles Sprenger). *Journal of the European Economic Association*, forthcoming.

“Violence and Financial Decisions: Evidence from Mobile Money in Afghanistan,” (with Joshua Blumenstock and Tarek Ghani). *Review of Economics and Statistics*, forthcoming.

“The Political Economy of Public Sector Absence,” (with Saad Gulzar, Ali Hasanain, and Yasir Khan). *Journal of Public Economics*, forthcoming.

“Three Sins: The Disconnect Between *de jure* Institutions and *de facto* Power in Afghanistan,” *London School of Economics Public Policy Review*, 2022, 2 (3).

“Covid 19 Vaccine Acceptance and Hesitancy in Low- and Middle-Income Countries” (with many co-authors listed in the published version) *Nature: Medicine*, 2021, 27, pp. 1385 - 1394

“Political Identity: Experimental Evidence on Anti-Americanism in Pakistan,” (with Leonardo Bursztyn, Bruno Ferman, Saad Gulzar, Ali Hasanain, and Noam Yuchtman) *Journal of the European Economic Association*, 2020, 18 (5), pp. 2532 - 2560

“Data and Policy Decisions: Experimental Evidence from Pakistan,” (with Ali Hasanain, Saad Gulzar, Yasir Khan, and Arman Rezaee) *Journal of Development Economics*, 2020, 146

“Can Political Alignment Be Costly?” (with Saad Gulzar and Arman Rezaee), *Journal of Politics*, 2020, 82 (2), pp. 612 - 626

“Elections and Government Legitimacy in Afghanistan,” (with Eli Berman, Clark Gibson, and James D. Long) *Journal of Economic Behavior and Organization*, 2019, 168, pp. 292 - 317

“What are the Headwaters of Formal Savings? Experimental Evidence from Sri Lanka,” (with Suresh de Mel, Craig McIntosh, and Christopher Woodruff) *Review of Economic Studies*, 2019, 86 (6), pp. 2491 - 2529

“Damaging Democracy? Security Provision and Turnout in Afghan Elections” (with Luke Condra, Radha Iyengar, James Long, and Jacob Shapiro) *Economics & Politics*, 2019, 31 (2), pp. 163 - 193

“Why Do Defaults Affect Behavior? Experimental Evidence from Afghanistan,” (with Joshua Blumenstock and Tarek Ghani) *American Economic Review*, 2018, 108 (10), pp. 2868-2901

"Improving Electoral Integrity with Information and Communications Technology," (with Clark Gibson, Danielle F. Jung, and James D. Long), *Journal of Experimental Political Science*, 2016, 3 (1), pp. 4-17

"Pooling Risk Among Countries," (with Jean Imbs and Paolo Mauro), *Journal of International Economics*, 2015, 96 (1), pp. 88-99

"Catastrophes and Time Preference: Evidence from the Indian Ocean Earthquake," *Journal of Economic Behavior and Organization*, 2015, 118, pp. 199-214

"Promises and Pitfalls of Mobile Money in Afghanistan: Evidence from a Randomized Control Trial," (with Joshua Blumenstock, Tarek Ghani, and Lucas Koepke) in: Proceedings of the Fifth ACM/IEEE International Conference on Information and Communication Technologies and Development, ICTD 2015. Association for Computing Machinery

"Institutional Corruption and Election Fraud: Evidence from a Field Experiment in Afghanistan," (with James D. Long), *American Economic Review*, 2015, 105 (1), pp. 354-381

"Violent Trauma and Risk Preference: Experimental Evidence from Afghanistan," (with Mohammad Isaqzadeh, James D. Long, and Charles Sprenger). *American Economic Review*, 2014, 104 (1), pp.123 -148

"Violence, Control and Election Fraud: Evidence from Afghanistan," (with Nils B. Weidmann). *British Journal of Political Science*, 2013, 43 (1), pp. 53 - 75

"Do Working Men Rebel: Insurgency and Unemployment in Afghanistan, Iraq, and the Philippines," (with Eli Berman, Joseph H. Felter, and Jacob N. Shapiro). *Journal of Conflict Resolution*, 2011, 55(4), pp. 496 - 528

REVIEW
ARTICLES

"Mobile Money," (with Tavneet Suri, Catia Batista, Tarek Ghani, William Jack, Leora Klapper, Emma Riley, Simone Schaner, and Sandip Sukhtankar), *VoxDevLit*, 2021, 2(1).

"State Capabilities Evidence Paper." (with Oriana Bandiera, Katherine Casey, Eliana La Ferrara, Camille Landais, and Mathieu Teachout). *International Growth Center*, 2021.

WORKS
IN PROGRESS

"Choosing Ungoverned Space: Pakistan's Frontier Crimes Regulation" (with Saad Gulzar, Arman Rezaee, and Jacob N. Shapiro).
Revise and Resubmit. Economica.

"Does Revolution Work? Evidence from the Birth of Nepal's Federal Democracy," (with Bhishma Bhusal, Saad Gulzar, Rohini Pande, and Soledad Prillaman).

"Personalities and Public Employee Performance: Experimental Evidence from Pakistan," (with Saad Gulzar, Ali Hasanain, Yasir Khan, and Arman Rezaee)

"Measuring Religion from Behavior: Climate Shocks and Religious Adherence in Afghanistan," (with Joshua Blumenstock and Oeindrila Dube)

“Strengthening Fragile States: Evidence from Mobile Salary Payments in Afghanistan.”
(with Joshua Blumenstock, Anastasiia Faikina, Stefano Fiorin, and Tarek Ghani)

HONORS,
GRANTS
AND AWARDS

Jameel Poverty Action Lab (J-PAL) Crime and Violence Initiative, 2022. “Direct Aid to Afghan Women.” (with Michael Findley, Tarek Ghani and Miguel Fajardo-Steinhauser). 41,682.30. USD

Center for Economic Policy Research, Structural Transformation and Economic Growth, 2022. “Promoting Women’s Political Participation in Nepal” (with Rohini Pande and Stefano Fiorin). 20K GBP.

International Growth Center (IGC), 2022. “Understanding the Role of Organized Labour in Sustaining Democracy” (with Laura Boudreau and Noam Yuchtman). 20K GBP.

American Economic Review: Insights - Excellence in Refereeing Award, 2020

International Growth Center (IGC), 2020. “Using Preference Estimates to Optimize Public Sector Wage Contracts: A Field Study in Pakistan. (with Karrar Hussain Jaffar and Charles Sprenger). 77,692 GBP.

Department for International Development (DFID). 2020 - 2025. “Responding to Nepal’s Transition: Testing an Evidence-Based Approach for Adaptive Programming and Portfolio-Wide Learning” (with Mushtaq Khan, Rohini Pande, and Pallavi Roy). GBP 4.98M.

Excellence in Refereeing Award from the *American Economic Review*. 2018.

Innovations for Poverty Action (IPA), 2018. “Government Mobile Salary Payments in Afghanistan” (with Joshua Blumenstock and Tarek Ghani). \$203k

International Growth Center (IGC), 2017. “How Do Parties Select Candidates for Local Elections?” (with Saad Gulzar, Soledad Prillaman, and Rohini Pande) GBP 20k.

Laura and John Arnold, 2016. “Government Mobile Salary Payments in Afghanistan” (with Joshua Blumenstock and Tarek Ghani). \$1,010,000

Innovations for Poverty Action (IPA) Financial Inclusion Program (FIP), 2016. “Government Mobile Salary Payments in Afghanistan” (with Joshua Blumenstock and Tarek Ghani). \$99k

International Growth Center (IGC), 2016. “Government Mobile Salary Payments in Afghanistan” (with Joshua Blumenstock and Tarek Ghani). \$92k

Jameel Poverty Action Lab (J-PAL) Governance Initiative, 2016. “Government Mobile Salary Payments in Afghanistan” (with Joshua Blumenstock and Tarek Ghani). \$196k

International Growth Center (IGC), 2016. “Video Teleconferences to Advise the President of Afghanistan” (with Joshua Blumenstock and Tarek Ghani). GBP 10k

Harvard Foundations of Human Behavior, 2016. “Using Preference Estimates to Customize Incentives” (with Charles Sprenger), 40k

Center for Effective Global Action, 2016. "Government Beneficiary Payments in Nepal: A Pilot Experiment" (with Rohini Pande and Abraham Holland), 10k

International Growth Center (IGC), 2015. "Government Mobile Salary Payments Pilot in the Ministry of Labor" (with Joshua Blumenstock and Tarek Ghani). GBP 20k

International Growth Center (IGC), 2015. "Community Monitoring to Address Leakage in Roads Construction in Afghanistan" (with Eli Berman, Luke Condra, Mitch Downey, Tarek Ghani, and Mohammad Isaqzadeh) GBP 20k

South Asia Institute, Harvard University, 2015, "Tailoring Intertemporal Incentives: An Application to Polio Vaccination Drives in Pakistan." \$5k.

Development Innovation Lab (UC Berkeley), Innovate Award, 2014, "High-Resolution Development Indicators," (with Joshua Blumenstock, Tarek Ghani, and Jacob N. Shapiro). Co-Principal Investigator. \$200k

International Growth Center (IGC), 2013, "Using Preference Parameter Estimates to Optimize Public Sector Wage Contracts: A Field Study in Pakistan," (with James Andreoni, Karrar Jaffar, Yasir Khan, and Charles Sprenger). Co-Principal Investigator. \$90k+

International Growth Center (IGC), 2013, "The Political Economy of Public Sector Reform, Evidence from Teacher Hiring in Pakistan," (with Ali Cheema). Co-Principal Investigator. \$45k

Department for International Development (DFID), Building Capacity to Use Research Evidence (BCURE), 2013, "Towards a Culture of Evidence: Building Capacity for Evidence-Based Policy," (with Asim Ijaz Khwaja and Rohini Pande). Co-Principal Investigator. \$5M.

Consortium for Financial Systems and Poverty (CFSP), 2013, "Mobile-izing Savings: Evaluating a Phone-Based Defined Contribution Account in Afghanistan," (with Joshua Blumenstock and Tarek Ghani). Co-Principal Investigator. \$59K

Citi Innovations for Poverty Action (IPA) Financial Capability Research Fund, 2013, "Mobile-izing Savings: Evaluating a Phone-Based Defined Contribution Account in Afghanistan," (with Joshua Blumenstock and Tarek Ghani). Co-Principal Investigator. \$150K

Policy Design and Evaluation Laboratory (PDEL) at UC San Diego, 2013, "Mobile-izing Savings: Evaluating a Phone-Based Defined Contribution Account in Afghanistan," (with Joshua Blumenstock and Tarek Ghani). Co-Principal Investigator. \$30K

International Growth Center (IGC) Pakistan Country Program, 2012, "Public Sector Worker Preferences and Performance," (with Saad Gulzar, Ali Hasanain, and Yasir Khan). Co-Principal Investigator. GBP 10K

Consortium for Financial Systems and Poverty (CFSP), 2012, "Using Mobile Money to Pay Salaries in Afghanistan," (with Joshua Blumenstock and Tarek Ghani). Co-Principal Investigator. \$30K+

University of California Office of the President (UCOP), 2012, "The Punjab Model of Proactive Governance: Using Cell Phones to Reduce Corruption in Livestock Extension Services in Punjab, Pakistan," Co-Principal Investigator. \$180K

Center for Effective Global Action (CEGA), 2012, "Using Mobile Money to Pay Salaries in Afghanistan," (with Joshua Blumenstock and Tarek Ghani). Co-Principal Investigator. \$15K

Private Enterprise Development in Low Income Countries (PEDL), 2012, "Using Mobile Money to Pay Salaries in Afghanistan," (with Joshua Blumenstock and Tarek Ghani). Co-Principal Investigator. GBP 22K

International Growth Center (IGC), 2011, "Monitoring Government Monitors in Punjab, Pakistan," (with Ali Hasanain). Co-Principal Investigator. GBP 47K+

National Science Foundation (NSF) RAPID, 2011, "Measuring the Impact of Cellular Election Monitoring in Uganda," (with Clark Gibson and James D. Long). \$100K

Democracy International (DI), 2010, "Measuring the Impact of Election Monitoring on Ballot Fraud and on Government Legitimacy in Afghanistan," (with Eli Berman, Clark Gibson, and James D. Long). \$100K

United States Agency for International Development (USAID) Development Innovation Ventures (DIV), 2010, "Measuring the Impact of Election Monitoring on Ballot Fraud and on Government Legitimacy in Afghanistan," (with Eli Berman, Clark Gibson, and James Long). \$100K

International Growth Centre (IGC), 2010, "Enabling Micro-savings Through Bank-Linked Mobile Phones and Mobile Banking in Sri Lanka," (with Suresh de Mel, Chris Woodruff, and Craig McIntosh). GBP 99K+

International Initiative for Impact Evaluation (3ie), 2010, "Enabling Micro-savings Through Bank-Linked Mobile Phones and Mobile Banking in Sri Lanka" (with Suresh de Mel, Chris Woodruff, and Craig McIntosh). \$99K+

Bill and Melinda Gates Foundation, 2009, "Enabling Micro-savings Through Bank-Linked Mobile Phones and Mobile Banking in Sri Lanka" (with Suresh de Mel, Chris Woodruff, and Craig McIntosh). \$163K+

San Diego Fellowship, 2007-2011.

National Science Foundation, 2007, Graduate Research Fellowship Program, Honorable Mention.

PRESENTATIONS AND SEMINARS

2022: Paris School of Economics, Queen Mary University London, Munich Conference on Critical Junctures, CEPR Summer Institute, University of Southern California, Center for Economic Research and Graduate Education - Economics Institute (CERGE-EI). Warwick.

2021: Paris School of Economics, Einaudi Institute for Economics and Finance, Political Economy of Development and Conflict VIII at Universitat Pompeu Fabra. C

2020: London School of Economics, University of British Columbia, University of California at San Diego, Nottingham, Queen Mary University London, Northwestern

2019: Yale, London School of Economics, Dartmouth, USC, UC Riverside

2018: Y-RISE meetings, ASSA (Philadelphia), Stanford, Ludwig Maximilian University, Goethe University, DFID, UC Berkeley.

2017: UC Berkeley, Harvard, UC Riverside, USC, Nepal General Secretaries Meeting, Afghanistan Government Working Group on Mobile Salary Payments, Harvard/MIT, Chicago, Yale, University of Zurich

2016: Yale, Columbia, Dartmouth, Harvard, Chicago Advances in Field Experiments (AFE), Barcelona Summer Institute, University of Chicago Conference on the Economics and Politics of Conflict, IGC Growth Week, Bureau for Research and Economic Analysis of Development (BREAD) at Georgetown, Experimental Methods in Policy Conference, Michigan, Tufts, World Bank, UCLA Anderson, UCSD Rady School of Management

2015: ASSA (San Francisco), Harvard Behavioral Economics Seminar, Empirical Studies of Conflict (ESOC) Conference, Berkeley Political Economy Seminar, Pacific Development Conference at UCSD, UNC Chapel Hill, London School of Economics, Universidad Nova de Lisboa, Claremont Graduate University, UCSD, Southern California Conference on Political Economy, NBER Political Economy Group, Behavioral Insights Group (Harvard), London School of Economics, Boston University, Stanford Liberation Technology Seminar, Southern California Conference on Applied Microeconomics

2014: Columbia University, Bureau for Research and Economic Analysis of Development (BREAD) at LSE, Barcelona Summer Institute, Harvard Kennedy School, Princeton Political Methodology, NYU Political Science, Southern California Conference on Applied Microeconomics, International Growth Center South Asia (Lahore), University of Washington, University of Colorado Denver

2013: UC Berkeley Development Engineering Conference, Institute for the Study of Labor (IZA) Field Days Conference, Empirical Studies of Conflict (ESOC) Conference, Paris Empirical Political Economy Seminar (Paris School of Economics), DIAL Institutions and Development Conference (University of Paris), Bay Area Behavioral Economics Workshop, Texas A&M and USAID Conflict and Development Strategy Workshop, CEPA Pacific Development Conference (SFSU). Stanford Conference on Electoral Integrity, Violence, and Vote-Buying.

2012: Friends of International Growth Center (IGC), Islamabad Pakistan. International Growth Center (IGC) Growth Week LSE. UCLA Comparative Politics Seminar. UC Berkeley CEPA conference. International Growth Center (IGC) South Asia Conference. DFID Pakistan. Society for Italian Development Economics (SIDE). UC San Diego Conference on Communication Technology and Governance, Princeton Psychology and Policy seminar. Stanford Empirical Studies of Conflict Seminar. Center for Global Development. Yale Leitner Political Economy Seminar. UCLA.

UC Berkeley. Pacific Development Conference (UC Davis). White House Innovations in Development Event. International Institute for Electoral Assistance Global Commission on Elections, Democracy, and Security. Global Philanthropy Forum.

2011: NBER Political Economy Group. New England Universities Development Consortium (Yale). USAID. Santa Fe Institute. UC San Diego. Pacific Development Conference (UC Berkeley). Southern California Conference in Applied Microeconomics (Claremont McKenna). University of San Francisco. International Initiative for Impact Evaluation (3ie) Mind the Gap.

PROFESSIONAL
ACTIVITIES

Journal Referee: *Econometrica*, *American Economic Review*, *Journal of Political Economy*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *American Economic Review: Insights*, *Review of Economics and Statistics*, *Journal of the European Economic Association*, *American Political Science Review*, *American Economic Journal: Applied Economics*, *Economic Journal*, *American Journal of Political Science*, *Journal of Development Economics*, *American Economic Journal: Microeconomics*, *American Economic Journal: Economic Policy*, *Journal of Public Economics*, *Economica*, *Management Science*, *Proceedings of the National Academy of Sciences*, *Economic Development and Cultural Change*, *Journal of Human Resources*, *Journal of Conflict Resolution*, *Quarterly Journal of Political Science*, *Journal of Economic Behavior and Organization*, *British Journal of Political Science*, *Comparative Political Studies*, *Political Communication*.

Conference Organizer: UC San Diego conference on Information Communication Technology, Governance, and Development (with Joshua Blumenstock and Tarek Ghani), 2012. CEGA Pacific Development Conference, 2014. BREAD / CEPR Development Economics Conference, 2020. Econometric Society Winter Meetings, 2021. Critical Junctures workshop (with Davide Cantoni, David Yang, and Noam Yuchtman), 2022. American Comparative Economic Society and the International Growth Centre Summer School in Political Economy, 2022 (with Filipe Campante, Ruixue Jia, and Noam Yuchtman), 2022. Studying Critical Junctures in Real Time: Promise, challenges, and ethical dimensions (with Davide Cantoni, David Yang, and Noam Yuchtman), 2022.

Funding Proposal Reviews: Gender, Growth, and Labor Markets in Low Income Countries (IZA and DFID), J-PAL Conflict and Violence Initiative, National Science Foundation, J-PAL Governance Initiative, Agricultural Technology Adoption Initiative, International Growth Center Pakistan Program, Impact Evaluation to Development Impact (i2i) World Bank, Private Enterprise in Developing Low Income Countries (PEDL)/ Center for Economic Policy Research (CEPR), J-PAL Peace and Recovery, Center for Effective Global Action.