

Curriculum Vitae

Karla Hoff

December 2021

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POSITIONS HELD

Columbia University: Adjunct Professor of International and Public Affairs, 2020-date;
Visiting Professor of International and Public Affairs, 2016-2020
World Bank, Development Research Group: Lead Economist, 2016-2020; Senior Research Economist,
1999-2016
Co-director, *World Development Report 2015: Mind, Society, and Behavior*
Lecturer, University of Pennsylvania, Fall 2017
Guest Professor, Philosophy, Politics, and Economics, U. of Pennsylvania Spring 2012 and 2013
Visiting Lecturer, Woodrow Wilson School, Princeton University, 2009
Visiting Assistant Professor, Department of Economics, Princeton University, 1998-99
Assistant Professor, Department of Economics, University of Maryland, 1989-97
International Tax Economist, Office of Tax Analysis, U.S. Treasury Department, 1978-84
Peace Corps Volunteer, Ivory Coast, 1974-75.

PROFESSIONAL ACTIVITIES

Founding Associate of Economic Research in Identity, Norms, and Narratives (ERINN), 2016-date
World Bank Economic Review: Associate Editor, 2016 to 2020; Editorial board, 2000-06, 2008-10;
Guest Editor, 1990-91
Coeditor, *Journal of Globalization and Development*, 2017
Member, Program Committee of the 2014 International Economic Association Congress
World Bank Gender Board, 2011-2013
Research Scholar, University of Pennsylvania, Fall 2012
UNICEF Academic Consultation on Social Norms and the Human Rights and Well-being of Children,
2010
Princeton University Research Scholar, Fall 2008
Member: Stanford Institute for Economic Policy Research Network on the Structure and Evolution
of Institutions, 2005
Member: Pew Charitable Trust Research Network: The Moral and Social Dimensions of
Microeconomic Behavior in Low-Income Communities, 2002-2004
Member: MacArthur Foundation Research Network on Inequality and Economic Performance,
1996-2006
Member: Review board for the MacArthur Foundation Empowerment Zone Research Project, 1995-96
Visiting Scholar, London School of Economics, Fall 1991
Brookings Fellow, 1988-89

HONORS

World Bank DEC-VPU Award to the *2015 World Development Report* team
Citation of Excellence, Top 50 Papers, Emerald Management Review 2009 for “Exiting a Lawless State,” *Economic Journal*, 2008
Excellence in Refereeing Award, *American Economic Review*, 2009
World Bank Spot Awards, 2002 and 2008
Reed College, Bernard Goldhammer Memorial Lecture, 2002
Excellence in Teaching Award, University of Maryland, Dept. of Economics, 1994, 1996, 1997
Princeton University Fellowship, 1985-89
Wellesley College Scholar, 1974
National Merit Scholar, 1970

PUBLICATIONS

Edited Books

Poverty Traps (with Samuel Bowles and Steven Durlauf), Princeton University Press, 2006; paperback edition, 2016.

Recommended by *21st Century Economics – Economic Ideas You Should Read and Remember*, eds. Frey and Schaltegger, 2019.

The Economics of Rural Organization: Theory, Practice, and Policy (with Avishay Braverman and Joseph E. Stiglitz), Oxford University Press, 1993.

Journal Articles

1. Using Behavioral Economics to Reduce Poverty and Oppression (with Allison Demeritt). *Social Philosophy & Policy*, forthcoming in 2023.
2. Cultural Impediments to Learning to Cooperate: An Experimental Study of High- and Low-Caste Men in Rural India (with Benjamin Brooks and Priyanka Pandey), 2018, ***Proceedings of the National Academy of Sciences*** 115 (45): 11385-11392.
3. The Making of Behavioral Development Economics (with Allison Demeritt), 2018. ***History of Political Economy*** 50 (annual supplement): 303-322 <http://bit.ly/2GwyGUK>
4. The Whys of Social Exclusion: Insights from Behavioral Economics (with James Walsh). 2018. ***World Bank Research Observer*** 33(1): 1-33.
5. Striving for Balance in Economics: Towards a Theory of the Social Determination of

Behavior (with Joseph E. Stiglitz), 2016. *Journal of Economic Behavior and Organization* 126, Part B: 25-57. <http://www.sciencedirect.com/science/article/pii/S016726811600007X>

Summary at <http://www.worldbank.org/en/news/feature/2016/03/28/yes-culture-matters-for-economic-development>

6. Making Up People: The Effect of Identity on Performance in a Modernizing Society (with Priyanka Pandey), 2014. *Journal of Development Economics*, 106:118-131.
7. Tastes, Castes, and Culture: The Influence of Society on Preferences (with Ernst Fehr), *Economic Journal*, 121 (November), 2011, F396-F412.
8. Caste and Punishment—The Legacy of Caste Culture in Norm Enforcement (with Mayuresh Kshetramade and Ernst Fehr), *Economic Journal*, 121(November), 2011, F449-F475.
9. Equilibrium Fictions: A Cognitive Approach to Societal Rigidity (with Joseph E. Stiglitz), *American Economic Review*, 100, 2010, 141-146.
10. Dysfunctional Finance: Positive Shocks and Negative Outcomes, *Journal of Globalization and Development*, 1(1) 2010 (January). <http://www.bepress.com/jgd/vol1/iss1/art4>
11. Turnover in Power as a Restraint on Investing in Influence: Evidence from the Post-Communist Transition (with Branko Milanovic and Shale Horowitz), *Economics and Politics*, 2010 (November), vol. 22 (3), 329-361.
12. Government Turnover: Concepts, Measures, and Applications (with Branko Milanovic and Shale Horowitz), *European Journal of Political Research*, March 2009.
13. Exiting a Lawless State (with Joseph E. Stiglitz), *Economic Journal* 118(531), August 2008, 1474-1497.
14. Spite and Development (with Ernst Fehr and Mayuresh Kshetramade), *American Economic Review* 98(2), 2008, 494-99
15. Discrimination, Social Identity, and Durable Inequalities (with Priyanka Pandey), *American Economic Review* 96 (2), 2006, 206-211.
16. Opportunity Is Not Everything: How Belief Systems and Mistrust Shape Responses to Economic Incentives (with Priyanka Pandey). *Economics of Transition* 13 (2), Special issue on *Institutions and Economic Performance*, 2005, 445-472

Reprinted in Ashwini Deshpande, ed., *Discrimination*, Oxford University Press (India).

17. Homeownership, Community Interactions, and Segregation (with Arijit Sen), *American Economic Review* 95 (4), 2005, 1167 -1189.

18. After the Big Bang? Obstacles to the Emergence of the Rule of Law in Post-Communist Societies (with Joseph E. Stiglitz), *American Economic Review* 94 (3), 2004, 753-763

Reprinted in:

-*Economic development: The critical role of competition, law, and policy*. Eleanor M. Fox and Abel M. Mateus, eds. Cheltenham, Glos, UK: Edward Elgar Publishing, 2011.

-*The Russian Economy*, Stephen Fortescue, ed., Routledge, 2016.

19. Paths of Institutional Development: A View from Economic History, *World Bank Research Observer* 18(2), 2003, 2205-226.

<https://academic.oup.com/wbro/article/18/2/205/1682064/Paths-of-Institutional-Development-A-View-from>

20. Beyond Rosenstein-Rodan: The Modern Theory of Coordination Problems in Development, *Proceedings of the Annual World Bank Conference on Development Economics 2000*, Washington DC: World Bank, 2001, 145-188.

Translation in *Nanjing Business Review* 14, 2009, 1-30.

21. Moneylenders and Bankers: Price-Increasing Subsidies with Monopolistic Competition, (with Joseph E. Stiglitz), *Journal of Development Economics* 55, 1998, 485-518.

22. Bayesian Learning in a Model of Infant Industries, *Journal of International Economics* 43, 1997, 409-36.

23. Market Failures and the Distribution of Wealth: A Perspective from the Economics of Information, *Politics and Society* 24, 1996, 411-432.

Reprinted in *Recasting Egalitarianism: New Rules for Communities, States, and Markets*, Samuel Bowles and Herbert Gintis, Verso, 1998, ch. 16.

Translated into Portuguese: *Distribuicao de Riqueza e Crescimento Economico*, Estudos Nead 2 , 2000, Brasilia, Brazil, NEAD, 61-94.

24. Non-Leaky Buckets: Optimal Redistributive Taxation and Agency Costs (with Andrew Lyon), *Journal of Public Economics* 58, 1995, 365-90.

25. The Second Theorem of the Second Best, *Journal of Public Economics* 25, 1994, 223-242
26. A Reexamination of the Neoclassical Trade Model under Uncertainty, *Journal of International Economics* 36, 1994, 1-27.
27. Land Taxes, Output Taxes, and Sharecropping: Was Henry George Right? *World Bank Economic Review* 5, 1991, 93-112
28. Imperfect Information and Rural Credit Markets: Puzzles and Policy Perspectives, with Joseph E. Stiglitz, *World Bank Economic Review* 5, 1990, 235-250.

Chapters in Edited Books

1. The Third Function of Law: Its Power to Change Cultural Categories (with James Walsh). In: Kaushik Basu and Robert Hockett (eds), *Law, Economics, and Conflict*, Cornell University Press, 2021, 55-85.
2. “Small Miracles”—Behavioral Insights to Improve Development Policy: The World Development Report 2015 (with Allison Demeritt). In: *Contemporary Issues in Development Economics*, edited by Timothy Besley, 2015. London: Palgrave Macmillan, 3, 19-43.
3. Behavioral Economics and Social Exclusion: Can Interventions Overcome Prejudice? In: *Inequality and Growth: Patterns and Policy*, Volume 1, edited by Kaushik Basu and Joseph E. Stiglitz, London: Palgrave Macmillan, 172-193.
4. The Kin System as a Poverty Trap? (with Arijit Sen), in *Poverty Traps*, Samuel Bowles, Steven Durlauf, and Karla Hoff (eds.), Princeton University Press, 2006, 95-115.
5. The Extended Family System and Market Interactions (with Arijit Sen), in *The Social Economics of Poverty: On Identities, Groups, Communities, and Networks*, Christopher Barrett (ed.), Routledge, 2005, 171-87.
6. The Transition Process in Post-Communist Societies: Towards a Political Economy of Property Rights (with Joseph E. Stiglitz), in *Annual World Bank Conference on Development Economics, Europe 2003: Toward Pro-Poor Policies--Aid, Institutions, and Globalization*. World Bank and Oxford University Press, 2004, 231-245.
 Translations in:
Revue d'economie du developpement (2003)

Nanjing Business Review 4 (2005), pp. 22-37, (under the title, “The Transition from Communism: A Diagrammatic Exposition of Obstacles to the Demand for the Rule

of Law”).

7. Can Privatization Come Too Soon? Politics after the Big Bang in Post-Communist Societies. In *Economics for an Imperfect World*, eds. Richard Arnott, Bruce Greenwald, Ravi Kanbur, and Barry Nalebuff, MIT Press, 2003, 549-565
8. Modern Economic Theory and Development, with Joseph E. Stiglitz, in *Frontiers of Development Economics*, Gerald Meier and J.E. Stiglitz (eds), Oxford University Press, 2001, 389-459.
9. Introduction: Agricultural Taxation and Land Rights Systems, *World Bank Economic Review* 5, 1991, 85-92.

Encyclopedia Articles

10. “Caste System,” in *The Sage Encyclopedia of Political Behavior*, ed. Fathali M. Moghaddam, Sage Publications, 2017.
11. “Joseph E. Stiglitz,” in *New Palgrave Encyclopedia*, Steven N. Durlauf and Larry E. Blume (eds.), Palgrave Macmillan, 2008.
12. “Second and Third Best Theories,” in *Reader's Guide to the Social Sciences*, London: Fitzroy Dearborn, 2001.
13. “Joseph E. Stiglitz,” *International Encyclopedia of Business and Management*, Malcolm Warner (ed.), London: Berkshire House, 2001, 6041-6054.

Comments

14. Do Social Factors Determine “Who We Are”? Comment on Kenneth Arrow, in *The State of Economics, the State of the World.*, eds. K. Basu, D. Rosenblatt, C. Sepulveda, MIT Press, 2020, 37-46.
15. Behavioral Development Economics: A New Approach to Policy Interventions (with Allison Demeritt and James Walsh) *VoxEU*, May 20, 2015, <http://www.voxeu.org/article/behavioural-development-economics>
16. Equilibrium Fictions, Societal Rigidity, and Affirmative Action, *VoxEU*, April 24, 2012, <http://www.voxeu.org/index.php?q=node/7906>

17. Fairness in Modern Society, *Science* 327 (5972), 1467-68, March 19, 2010 (invited comment on Henrich *et al.* "Markets, religion, community size and the evolution of fairness and punishment," *Science*, same date).
18. Political Alternation, Regardless of Ideology, Diminishes Influence Buying: Lessons from Transitions in Former Communist States (with Shale Horowitz and Branko Milanovic), *Policy Outlook*, Carnegie Endowment for International Peace, 2005, 1-6.
19. Comment on Sendhil Mullainathan, "Development Economics through the Lens of Psychology," *Annual World Bank Conference on Development Economics 2005*, Washington DC: World Bank, 2005, 79-86.
20. Comment on Abhijit Banerjee, "Land Reforms: Prospects and Strategies," *Annual World Bank Conference on Development Economics 1999*, Washington DC: World Bank, 2000, 275-284.
21. Comment on Ravi Kanbur and Nora Lustig, "Why Is Inequality Back on the Agenda," *Annual World Bank Conference on Development Economics 1999*, Washington DC: World Bank, 2000, 307-13.
22. Comment on Timothy Besley, "Political Economy of Targeting: Theory and Institutions," *Annual World Bank Conference on Development Economics 1996*, Washington DC: World Bank, 1997, 135-140.

Book Reviews

23. Kaushik Basu, *Beyond the Invisible Hand: Groundwork for a New Economics* (Princeton University Press, 2011). In: *Journal of Economic Literature*, 49(4) December 2011.
24. Gareth Austin and Kaoru Sugihara (eds.), *Local Suppliers of Credit in the Third World, 1750-1960* (St. Martin's Press). In *Journal of Development Economics*, 1996, 403-407.
25. Anne Krueger, *Political Economy of Policy Reform in Developing Countries* (MIT Press). In *Journal of Economic Literature*, 1994, 78-79.
26. Douglass C. North, *Institutions, Institutional Change, and Economic Performance* (Cambridge University Press). In *Kyklos*, 1992, 582-585.
27. Jean-Jacques Laffont, *The Economics of Uncertainty and Information* (MIT Press) and Louis Phlips, *The Economics of Imperfect Information* (Cambridge University Press). In *Managerial and Decision Economics*, 1991, 411-413.

Working Papers

28. Participatory Theater Empowers Women: Evidence from India (with Jyotsna Jalan and Sattwik Santra), World Bank Policy Research Working Paper WPS9680 (2021).
29. Caste System, World Bank Policy Research Working Paper WP7924 (Dec. 2016) (a short version appears as “Caste System” in *The Sage Encyclopedia of Political Behavior*, 2017).
30. The Role of Cognitive Frames in Societal Rigidity and Change (with J.E. Stiglitz), 2011. (Long version of “Equilibrium Fictions: A Cognitive Approach to Societal Rigidity,” *American Economic Review*, 2010.)

Work in Progress

1. *The Invisible Hand of Culture: How It Affects Economic and Social Progress and Can Make a Society Rigid* (with Allison Demeritt and Joseph E. Stiglitz), Columbia University Press (in progress).
2. Behavioral Development Economics. Entry submitted to *Oxford Research Encyclopedia of Economics and Finance*. To be revised and resubmitted.
3. Lab-in-the-field Experiments: Insights into Discrimination and Ways to Reduce It (with Allison Demeritt). Submitted to *The Handbook on Economics of Discrimination and Affirmative Action*, A Deshpande (Ed.), Springer.
4. Epistemic Discrimination against Women: Experimental Evidence from India (with Tauhidur Rahman and Vijayendra Rao) (2017). SSRN: <https://ssrn.com/abstract=3853215>

Conferences, symposia, and panels organized

- Co-organizer of a session on “Lessons from the field: Successes in the development sector,” in Behavioral Sciences and Policy Association (BSPA) conference, April 29, 2016.
- Co-organizer with Paul Collier and George Akerlof: Research Workshop on Dysfunctional Institutions, World Bank, Feb. 6-7, 2016.
- Co-organizer of a session at the Global Economic Symposium, Kiel, Germany, October 2015: How to design policies for humans rather than *Homo economicus*

- Organizer: Program on the *World Development Report 2015* for the International Economics Association, Jordan, June 2014.
- Co-organizer with Ghazala Mansuri: 4th World Bank conference on Equity, Aspirations, Poverty, and Inequality,” May 2014
- Organizer: Program on Behavioral Economics for the Africa Region, World Bank, Nov. 2012
- Co-organizer with Ernst Fehr: Symposium on Endogenous Preferences for the *Economic Journal*, 2011.
- Organizer: Panel on Development, Culture, and Institutions, AEA Annual Meetings, Jan. 2010
- Organizer: Conference on Political Economy of Transition Countries, CERGE (Prague), Sept. 2004
- Co-organizer with A. Braverman and J. E. Stiglitz: Conference on the Economics of Rural Organization, World Bank (in Annapolis, Md.), July 1989

Research Presentations, 2005-2022

NYU Sociology of Culture Workshop, April 22, 2022

Conference (virtual) on HONORLOGIC: The Cultural Logic of Honor and Social Interaction:

A Cross-Cultural Comparison, University of Kent, Feb. 10, 2022.

University of Arizona, Workshop on Poverty, Agency, and Development. [“Using behavioral economics to reduce poverty and oppression”], Dec. 3-4, 2021.

ERINN virtual conference, April 15-16, 2021. “Participatory Theater Empowers Women: Evidence from India.”

Princeton University, Social Externalities: A Virtual Workshop on Concepts and Applications, May 11-12, 2020.

Columbia University, Development Practitioners Seminar, April 27, 2020

World Bank, Jan. 2020

Cornell University, Nov. 21, 2019.

Behavioral Economics and the Economics of Inequality, Edinburgh, Scotland, June 7-8, 2019.

Conference organized by the University of Edinburgh and Cornell University [“Cultural impediments to learning to cooperate”].

University of East Anglia, England, June 11, 2019 [“Theater of the Oppressed and Women’s Empowerment”]

NIMBioS Workshop on Social Norms, April 23-25, 2019, U. of Tennessee

2019 ASREC Conference [“Participatory community theater and women’s empowerment”]

2019 AEA Conference Poster Session [“Cultural impediments to learning to cooperate”]

Center for Experimental Social Science (CESS), Nuffield College, Oxford. Workshop on “Measuring the Tricky Things,” October 2018.

ERINN 2018 Conference, Exeter College, Oxford, June 14-15, 2018 “Collective story editing: Evidence from India of a theater intervention that increases married women’s agency and freedom from violence.”

ideas42, Seminar, April 16, 2018. “Cultural impediments to learning to cooperate: An experimental study of high- and low-caste men in rural India”

Cornell Research Academy of Development, Law, and Economics, Conference on April 12-13, 2018. “The old one-two: Using law to promote social change.”

The Governance and Social Inclusion Group, World Bank, March 14, 2018. “The whys of social exclusion.”

U.S. National Academy of Sciences conference co-organized by Joseph Henrich: Pressing Questions in the Study of Psychological and Behavioral Diversity, Sept. 7-9, 2017. [“Cultural impediments to learning to cooperate”].

Social Science Research Council (SSRC) Scholarly Borderlands Initiative, New York, October 27, 2017 (Conference organized by Elizabeth Levy Paluck)

Economic Science Institute/Institute for the Study of Religion, Economics, and Society (ESI/RES) at Chapman University, Sept. 6, 2017.

International Economic Association Conference (IEA), Mexico, June 2017 [“Theater for Development Can Raise Aspirations for Girls and Promote Norms against Domestic Violence: A Case Study in India”]

Duke University, April 28, 2017 [“The making of behavioral development economics”]

Center for Advanced Hindsight (Dan Ariely’s group), Duke University, May 2, 2017

Economic Research in Identity, Narratives, and Norms (ERINN), First conference. Washington DC, April 22-23, 2017.

Columbia University, Department of Economics, April 19, 2017

Association for the Study of Religion, Economics, and Culture (ASREC), Boston, Feb. 25, 2017

ASSA—Jan 2017— <https://www.aeaweb.org/conference/2017/preliminary/paper/ZZAE378A>.

University of Pennsylvania, Nov 2016.

Center for Studies in Social Sciences, Calcutta, July 18, 2016

Policy Research Talk, World Bank, March 28, 2016.

Research Workshop on Dysfunctional Institutions, World Bank, Feb. 6-7, 2016.

Princeton University Development Lab, December 3, 2015

Global Economics Symposium, Kiel, Germany, October 12-14, 2015.

Keynote speaker at Annual Trans-Saharan Counterterrorism Partnership Conference, US Department of State, October 6, 2015.

Conference in memory of John van Huyck, Texas A&M University, October 22, 2015

European Philosophy of Science Association, EPSA15, Fifth Annual Conference, University of Düsseldorf, Germany, Sept. 23-24, 2015

Institut d’études avancées, Nantes, France, April 28, 2015

Keynote speaker in the Development Workshop: Mind, Society, and Behavior, University of Arizona, April 16-17, 2015.

Sociology of Development conference on 13-15 March 2015, Brown University

Keynote speaker at Conference on Public Norms and Government Performance, Princeton

University, March 2015.
 World Bank Poverty and Applied Micro Seminar Series, February 2015.
 Second Experimental Methods Conference, Mexico, February 2015.
 International Economics Association, Jordan, June 2014
 Advanced Graduate Workshop on Poverty, Development, and Globalization, Bangalore, Jan. 2014.
 Centre for Studies in Social Sciences, Kolkata, India, December 19, 2013
 First Experimental Methods Conference, Curacao, 2013.
 Conference on Learning by Doing in Livelihoods Projects—Lessons from South Asia, World Bank,
 June 2013.
 Conference of the Association for the Study of Religion, Economics, and Culture (ASREC),
 Washington DC, April 2013.
 University of Zurich and UNICEF, Conference on Social Norms and Human Development, March 2013.
 Canadian Institute for Advanced Research, Successful Societies Research Network, Toronto, Feb.
 2013
 World Bank Workshop on Social Exclusion, Jan. 2013
 Behavioral Development Economics Conference, World Bank, Nov. 2012
 University of Memphis, February 2012
 University of Warwick, November 2011
 Paris School of Economics, November 2011
 Center for Global Justice, University of California-San Diego, November 2011
 George Mason University, Center for Social Complexity, October 2011
 Delhi School of Economics, September 2011
 UNU-WIDER Conference on Poverty and Behavioural Economics (a keynote paper), Helsinki,
 Finland, September 2011
 New Economic School, Moscow, June 2011
 International College of Economics and Finance (ICEF), The State University
 Higher School of Economics, Moscow, June 2011
 University of Pittsburgh/Carnegie-Mellon joint seminar, April 2011
 Yale University, April 2011
 UNICEF Academic Consultation on Social Norms and the Human Rights and Well-being of Children,
 November 2010
 World Bank-Delhi, August 2010
 University of California-Santa Barbara, May 2010
 University of California-Berkeley (Department of Sociology), May 2010
 University of California-San Diego, May 2010
 Indiana University, April 2010
 World Bank, Poverty and Applied Micro Seminar , March 2010
 Brown University, March 2010
 American Economic Association Annual Meetings, Atlanta, January 2010
 Trento Festival of Economics, Trento, Italy, May 2009
 World Bank, Poverty and Applied Micro Seminar , May 2009
 Princeton University, Economics Department, April 2009
 Institute for Advanced Studies (Princeton), Social Norms and Cooperation Seminar, December 2008

Princeton University, Political Science Department, December 2008
University of Arizona, October 2008
Indian Statistical Institute, Delhi, July 2008
Delhi School of Economics, July 2008
University of Zurich, April 2008
Ohio State University, April 2008
American Economic Association, January 2008
 Panel on Psychology and Development: Theory and Experimental Evidence
 Panel on Economics and Social Identity
Georgetown University Law Center, Law and Economics Workshop, October 2007
Joint World Bank-IMF seminar, September 2007
University of Manchester, July 2007
Conference on “Measuring Preferences in a Social Context,” University of Texas at Dallas, May 2007
Economists’ Forum 2007, World Bank, April 2007
University of Maryland, School of Public Policy, March 2007
George Washington University, March 2007
Cornell University, November 2006
World Bank, Poverty and Applied Micro Seminar , November 2006
MacArthur Research Network on the Effects of Inequality, MIT, October 2006.
University of Manchester, August 2006.
American Economic Association Annual Meetings, Panels on: Economic Consequences of Social Identity, and Experiments in Developing Countries, January 2006
Stanford University, Center on Democracy, Development, and the Rule of Law, November 2005.
Tufts University, November 2005.
APSA, Poster Session, September 2005
InterAmerican Development Bank, June 2005
Columbia University, April 2005
Cornell-Pew conference on “Empirical work on identities, communities and networks,” March 2005
MacArthur Foundation Norms and Preferences Working Group, U. of Pennsylvania, Jan. 2005

Unpublished discussions, 2005 to date

Ravi Kanbur, “Efficiency and Equity in a Society-Economy Integrated Model,” Cornell University, AEP Workshop, Oct. 29, 2021.
Colin Camerer, “Natural strategic thinking in the lab, brain, and field.” 12th Annual Kenneth Arrow Lecture, Columbia University, March 5, 2020.
Vicky Fouka, ASSA conference, session on “From culture to governance: Towards a comparative economics of institutions and organizations.” Jan. 2020.
George Akerlof, *Phishing for Phools*, International Economic Association Conference, Mexico, June, 2017.

- Ruth Meinzen-Dick et al., “Playing games to save water: Collective action games for groundwater management in India.” *Water in Agriculture Innovation Series on Games for Groundwater Governance*, World Bank, May 28, 2017.
- Emile Bruneau, “Applying Behavioral Science to Promote Roma Inclusion,” June 25, 2015
- Robert Putnam, *Our Kids*, World Bank, June 22, 2015.
- Dan Ariely, “Using nudges and incentives to expand the coverage of social insurance programs to informal workers,” World Bank, April 2015.
- Mukesh Eswaran, “A gender-based theory of the origin of the caste system of India,” at the Conference of the Association for the Study of Religion, Economics, and Culture, Washington DC, April 2013.
- Herbert Gintis, *The Bounds of Reason: Game Theory and the Unification of the Behavioral Sciences*, World Bank PREM Seminar, April 2010.
- Discussant for book launch - SDN and PRMGE Event: *On Norms and Agency: Conversations about Gender Equality in 20 Countries*, January 2013
- Daron Acemoglu and James Robinson, *Why Nations Fail: The Origins of Power, Prosperity, and Poverty*, Cato Institute, April 4, 2012
<http://www.cato.org/multimedia/events/why-nations-fail-origins-power-prosperity-poverty>
- Gerry Mackie, “Travelling to the Village of Knowledge,” Conference on Deliberation for Development: New Directions, World Bank, November 2010
- Conference on History and Development, University of Manchester, April 2008
- AEA Panel on “Design and reform of institutions in LDCs and transition economies,” with papers contributed by W. Easterly, D. Rodrik, and A. Greif, Annual Meetings of the American Economic Association, January 2008.
- Daniel Benjamin, James Choi and Joshua Strickland, “Social Identity and Preferences,” NBER Macroeconomics and Individual Decision Making Conference, November 2007.
- Gregory Clark, *A Farewell to Alms: A Brief Economic History of the Western World*, Princeton University Press, Book launch at the InfoShop, October 2007.
- Serguey Braguinsky, “The rise and fall of post-communist oligarchs: Legitimate and illegitimate children of Praetorian Communism,” World Bank Conference on Microeconomics of Growth, June 2007.
- Joana Naritomi, Juliano Assuncao, and Rodrigo Soares, “Rent Seeking and the Unveiling of ‘De Facto’ Institutions: Development and Colonial Heritage within Brazil,” Center for Global Development, Washington DC, April 2007.
- Iris Bohnet and Richard Zechkauser, “The Impact of Social Preferences on Trust,” Annual Meetings of the American Economic Association, Jan. 2006.
- Mark Granovetter, “The Social Construction of Corruption,” World Bank Social Science and Policy Seminar, November 2005.
- World Bank Development Report 2006. “What can development economists explain by taking into account people’s perceptions of fairness?” Background paper.

Refereeing

American Economics Journals—Applied Economics, American Economic Review, American Political Science Review, Annual Bank Conference in Development Economics, Cambridge University Press, Brookings

Institution, Canadian Journal of Economics, Economic Development and Cultural Change, Columbia University Press, Economic Inquiry, Economic Journal, Economica, Economics Letters, Economics of Transition, Journal of Agricultural Economics, Journal of Comparative Economics, Journal of Development Economics, Journal of Development Studies, Journal of Economic Behavior and Organization, Journal of the European Economic Association, Journal of Economic Education, Journal of Economic Literature, Journal of Economic Theory, Journal of Economic Inequality, Journal of the European Economic Association, Journal of International Economics, Journal of Law, Economics, and Organization, Journal of Political Economy, Journal of Public Economics, National Science Foundation, Princeton University Press, Proceedings of the National Academy of Sciences, Oxford Economic Papers, Oxford University Press, Rand Journal, Review of Economics and Statistics, Social Identities, Science, Southern Economic Journal, Science, World Bank Economic Review, World Development

Courses taught

Graduate courses

Behavioral Development Economics
Social Norms and Informal Institutions
Economics of Development
The Economics of Transition in Eastern Europe and the Former Soviet Union,
The Economics of Uncertainty and Information
Microeconomic Theory

Undergraduate courses:

Behavioral Insights into Economics Development
The Role of Cognitive Frames in Societal Rigidity and Change
(Capstone Seminar at University of Pennsylvania)
Uncertainty and Information
Public Finance
International Economics
Principles of Microeconomics

Thesis supervisor of Adam Berry, co-winner of the Department of Economics Senior Thesis Prize, Princeton University, Class of 2009, for “*Social Welfare or Class Warfare? Anti-Discrimination Policy, the Wage Gap, and Class Division*”

BLOGS

- 11-25-21 **Empowering women through participatory theater. Ideas for India**
<https://www.ideasforindia.in/topics/social-identity/empowering-women-through-participatory-theatre.html>
- 11-7-19 **Changing the culture of economics: The 2019 Nobel laureates**
<https://www.brookings.edu/blog/future-development/2019/11/07/changing-the-culture-of-economics-the-2019-nobel-laureates/>

- 2-20-19 **Learning to cooperate in a culture of honour. Ideas for India**
<https://www.ideasforindia.in/topics/social-identity/learning-to-cooperate-in-a-culture-of-honour.html> (translated into Hindi at <https://www.ideasforindia.in/topics/social-identity/learning-to-cooperate-in-a-culture-of-honour-hindi.html>)
- 2-13-19 **Learning to cooperate and a culture of honor**
<https://www.brookings.edu/blog/future-development/2019/02/13/learning-to-cooperate-and-a-culture-of-honor/>
- 9-4-18 **A behavioral perspective on why social exclusion is hard to change**
<https://www.brookings.edu/blog/future-development/2018/09/04/why-social-exclusion-is-hard-to-change-a-behavioral-perspective/>
- 4-18-18 **Interview with ideas42 on behavioral economics**
<http://www.ideas42.org/blog/ideas42-seminar-series-talk-karla-hoff/>
- 10-11-17 **A celebration of Richard Thaler's Nobel Prize and a new field - Behavioral Development Economics**
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