

## **MARIANNE BERTRAND**

Booth School of Business  
University of Chicago  
5807 South Woodlawn Avenue  
Chicago, IL 60637  
Tel:773-834-5943  
E-mail:marianne.bertrand@ChicagoBooth.edu

### **EMPLOYMENT**

*Booth School of Business, University of Chicago, Chicago, IL, July 2009 - present:*  
Chris P. Dialynas Professor of Economics and Neubauer Family Faculty Fellow

*Booth School of Business, University of Chicago, Chicago, IL, July 2006 - June 2009:*  
Fred G. Steingraber-A.T. Kearney Professor of Economics

*Booth School of Business, University of Chicago, Chicago, IL, July 2003 - June 2006:*  
Professor of Economics

*Booth School of Business, University of Chicago, Chicago, IL, July 2002 - June 2003:*  
Associate Professor of Economics

*Booth School of Business, University of Chicago, Chicago, IL, July 2000 - June 2002:*  
Assistant Professor of Economics

*Department of Economics and Woodrow Wilson School of Public and International Affairs,  
Princeton University, Princeton, NJ, July 1998 - June 2000:*  
Assistant Professor of Economics and Public Affairs

### **EDUCATION**

*Harvard University, Cambridge, MA, 1993 - 1998:*  
Ph.D. in Economics

*Université Libre de Bruxelles, Brussels, Belgium, 1991 - 1992:*  
Maîtrise en Econometrie (M.Sc. in Econometrics)

*Université Libre de Bruxelles, Brussels, Belgium, 1987 - 1991:*  
Licence en Economie (B.A. in Economics)

## PUBLISHED AND FORTHCOMING PAPERS

- “Do Judges Vary in their Treatment of Race?” (joint with David Abrams and Sendhil Mullainathan) forthcoming, *Journal of Legal Studies*.
- “Information Disclosure, Cognitive Biases and Payday Borrowing” (joint with Adair Morse) forthcoming, *Journal of Finance*.
- “New Perspectives on Gender,” in Orley Ashenfelter and David Card eds, *Handbook of Labor Economics* Volume 4, Elsevier, forthcoming.
- “Improving the Design of Conditional Transfer Programs: Evidence from a Randomized Education Experiment in Colombia” (joint with Felipe Barrera-Ororio, Leigh Linden and Francisco Perez) forthcoming, forthcoming, *American Economic Journal: Applied Economics*.
- “Affirmative Action in Education: Evidence from Engineering College Admissions in India,” (joint with Rema Hanna and Sendhil Mullainathan) forthcoming, *Journal of Public Economics*.
- “Dynamics of the Gender Gap for Young Professionals in the Financial and Corporate Sectors,” (joint with Claudia Goldin and Lawrence F. Katz) forthcoming, *American Economic Journal: Applied Economics*.
- “What’s Advertising Content Worth? Evidence from a Consumer Credit Marketing Field Experiment,” (joint with Dean Karlan, Sendhil Mullainathan, Eldar Shafir and Jonathan Zinman) forthcoming, *Quarterly Journal of Economics*.
- “Time Use and Food Consumption” (joint with Diane Whitmore), *American Economic Review*, 2009, 99(2), 170-176. May 2009.
- “What Do High-Interest Borrowers Do with their Tax Rebate?” (joint with Adair Morse), *American Economic Review*, 2009, 99(2), 418-423.
- “Labor Market Discrimination in Delhi: Evidence from a Field Experiment” (joint with Abhijit Banerjee, Saugato Datta and Sendhil Mullainathan), *Journal of Comparative Economics*, 2009, 37(1), 14-27.
- “CEOs,” *Annual Review of Economics*, 2009, 1, 121-150.
- “Petty Corruption in Public Services: Driving Licenses in Delhi,” (joint with Rema Hanna, Simeon Djankov and Sendhil Mullainathan), in *Global Corruption Report 2008*, Cambridge University Press, 342-344.
- “Mixing Family with Business: A Study of Thai Business Groups and the Families Behind Them” (joint with Simon Johnson, Krislert Samphantharak and Antoinette Schoar), *Journal of Financial Economics*, 2008, 88(3), 466-498.

- “Corruption in the Driving Licensing Process in Delhi” (joint with Simeon Djankov, Rema Hanna and Sendhil Mullainathan), *Economic and Political Weekly*, February 2 2008, 71-76.
- “Obtaining a Driving License in India: An Experimental Approach to Studying Corruption” (joint with Simeon Djankov, Rema Hanna and Sendhil Mullainathan), *The Quarterly Journal of Economics*, 2007, 122(4), 1639-1676.
- “Banking Deregulation and Industry Structure: Evidence from the French Banking Reforms of 1985” (joint with Antoinette Schoar and David Thesmar), *The Journal of Finance*, 2007, 62(2), 597-628.
- “The Role of Family in Family Firms” (joint with Antoinette Schoar), *Journal of Economic Perspectives*, 2006, 20, 73-96.
- “Behavioral Economics and Marketing in Aid of Decision-Making among the Poor” (joint with Sendhil Mullainathan and Eldar Shafir), *Journal of Public Policy and Marketing*, 2006, 25(1), 8-23.
- “Credit and Product Market Effects of Banking Deregulation: Evidence from the French Experience” (joint with Antoinette Schoar and David Thesmar), *DICE Report-Journal for Institutional Comparisons*, vol 3, 2005 (3).
- “Implicit Discrimination” (joint with Dolly Chugh and Sendhil Mullainathan), *The American Economic Review*, 2005, 95(2), 94-98.
- “Does Managed Care Change Nonprofit Hospitals’ Behavior? Evidence from the Managerial Labor Market” (joint with Kevin Hallock and Richard Arnould), *Industrial and Labor Relations Review*, 2005, 58(3), 494-514.
- “Are Emily and Greg More Employable than Lakisha and Jamal? A Field Experiment on Labor Market Discrimination” (joint with Sendhil Mullainathan), *The American Economic Review*, 2004, 94(4), 991-1013.
- “A Behavioral Economics View of Poverty” (joint with Sendhil Mullainathan and Eldar Shafir), *The American Economic Review*, 2004, 94(2), 419-423.
- “How Much Should We Trust Differences-in-Differences Estimates?” (joint with Esther Duflo and Sendhil Mullainathan), *The Quarterly Journal of Economics*, 2004, 119(1), 249-75.
- “From the Invisible Handshake to the Invisible Hand? How Import Competition Changes the Employment Relationship,” *The Journal of Labor Economics*, 2004, 22(4), 723-766.
- “Managing with Style: The Effect of Managers on Firm Policies” (joint with Antoinette Schoar), *The Quarterly Journal of Economics*, 2003, 118(4), 1169-1208.

- “Enjoying the Quiet Life? Corporate Governance and Managerial Preferences” (joint with Sendhil Mullainathan), *The Journal of Political Economy*, 2003, 111(5), 1043-1075.
- “Public Policy and Extended Families: Evidence from Pensions in South Africa” (joint with Sendhil Mullainathan and Douglas Miller), *The World Bank Economic Review*, 2003, 17(1), 27-50.
- “Pyramids” (joint with Sendhil Mullainathan), *Journal of the European Economic Association*, 2003, 1(2-3), 478-483.
- “Does Entry Regulation Hinder Job Creation? Evidence from the French Retail Industry” (joint with Francis Kramarz), *The Quarterly Journal of Economics*, 2002, 117(4), 1369-1413.
- “Ferretting out Tunneling: An Application to Indian Business Groups” (joint with Paras Metha and Sendhil Mullainathan), *The Quarterly Journal of Economics*, 2002, 117(1), 121-148.
- “The Gender Gap in Top Corporate Jobs” (joint with Kevin Hallock), *Industrial and Labor Relations Review*, 2001, 55(1), 3-21.
- “Are CEOs Rewarded for Luck? The Ones Without Principals Are” (joint with Sendhil Mullainathan), *The Quarterly Journal of Economics*, 2001, 116(3), 901-932.
- “Do People Mean What They Say? Implications for Subjective Survey Data” (joint with Sendhil Mullainathan), *The American Economic Review*, 2001, 91(2), 67-72.
- “Network Effects and Welfare Cultures” (joint with Sendhil Mullainathan and Erzo Luttmer), *The Quarterly Journal of Economics*, 2000, 115(3), 1019-1055.
- “Agents with and without Principals” (joint with Sendhil Mullainathan), *The American Economic Review*, 2000, 90(2), 203-208.
- “Is There Discretion in Wage Setting? A Test Using Takeover Legislation” (joint with Sendhil Mullainathan), *The Rand Journal of Economics*, 1999, 30(3), 535-554.
- “The New Employment Landscape: Assessing the Role of Globalization,” in Samuel Estreicher ed., *New York University 52d Annual Conference on Labor: Global Competition and the American Employment Landscape As We Enter the 21st Century*, Kluwer Legal International, 2000.

## SUBMITTED PAPERS AND WORKING PAPERS

- “Is It Whom You Know Or What You Know? An Empirical Assessment of the Lobbying Process” (joint with Matilde Bombardini and Francesco Trebbi), mimeo, University of Chicago (2010).

- “Politicians, Firms and the Political Business Cycle: Evidence from France” (joint with Francis Kramarz, Antoinette Schoar and David Thesmar), revise and resubmit, *American Economic Journal: Applied Economics* (2009).
- “Targeting with Agents: Theory and Evidence from India’s Targeted Public Distribution System” (joint with Antonia Atanassova, Sendhil Mullainathan and Paul Niehaus), mimeo, University of California at San Diego (2009).
- “Bidding for Oil and Gas Leases in the Gulf of Mexico: A Test of the Free Cash Flow Model” (joint with Sendhil Mullainathan), mimeo, University of Chicago and MIT (2005).
- “Corporate Governance and Executive Pay: Evidence from Takeover Legislation” (joint with Sendhil Mullainathan), mimeo, University of Chicago and MIT (2001).

## CONSULTING PAPERS

- “An Evaluation of the First Account Program,” (joint with Sendhil Mullainathan and Eldar Shafir) prepared for the Center of Economic Progress (2004).
- “An Evaluation of Public Sector Undertakings in Tamil Nadu,” (joint with Sendhil Mullainathan) prepared for the Harvard Institute for International Development (1999).

## WORK IN PROGRESS

- “Gender Identity, Relative Income, Babies and Divorce.”
- “Work, Family and Women’s Well-Being.”
- “Mood, Time Use and Food Consumption.”
- “Determinants of Bureaucratic Performance in the Indian Administrative Service.”
- “The Role of Middlemen in Corruption: An Audit Approach.”

## ACADEMIC EXPERIENCE

University of Chicago - Teaching, 2000 - Present:

Microeconomics (M.B.A. program)

Competitive Strategy (M.B.A. program)

Competitive Strategy (XP program)

The Firm and the Non-Market Environment (M.B.A. program)

Princeton University - Teaching, 1998 - 2000:

Advanced Domestic Macroeconomics (M.P.A. program)

Labor Economics (Ph.D. program)

London School of Economics - Visiting Scholar, February-March 2009

University of California, Berkeley - Visiting Scholar, Summer 1999

Harvard University - Research Assistant, 1995 - 1997

Université Libre de Bruxelles - Research Assistant, 1992 - 1993

Université Libre de Bruxelles - Teaching Assistant, 1989 - 1991:

Econometrics (Graduate course)

Mathematics (Undergraduate course)

## **AWARDS, HONORS AND GRANTS**

Excellence in Refereeing Award, *American Economic Review*, 2009.

National Poverty Center Small Grants Program on “Financial Risk, Assets and Poverty,” 2008.

John T. Dunlop Outstanding Scholar Award, awarded by the Labor and Employment Relations Association, 2006.

Initiative on Global Financial Markets Research Grant: 2006-2007, 2007-2008.

Polsky Center Research Grant (“Career Paths of MBA Graduates”), 2006-2007.

Florence Gould Foundation Fellowship, 2005-2006.

USDA Grant (Behavioral Economics of Food Consumption Patterns), 2005-2007, 2008-2009.

National Institute on Aging Grant (“Economics of Aging: Medicare Prescription Drug Benefit Take-up”) P01-AG005842-20S1, 2005-2008: \$299,904.

Recipient, Elaine Bennett Research Prize. Presented January 2005.

NSF Grant No. SES-0351184, 2004-2006.

Alfred P. Sloan Research Fellow, 2003 - 2005.

Russell Sage Foundation Grant for “Decision Making Under Poverty: A Behavioral Research Program,” 2003.

Centel Foundation/Robert P. Reuss Scholar, Booth School of Business, University of Chicago, 2001- 2002.

National Science Foundation Grant, Award #9986268, 2000 - 2002.

Corporate Governance Library Award for Best Paper “Are CEOs Rewarded for Luck? The Ones Without Principals Are,” 2000.

National Bureau of Economic Research Grant for Research on Non-Profit Institutions, 1999.

Citigroup Behavioral Sciences Research Grant, 1999 - 2000.

Alfred P. Sloan Doctoral Dissertation Fellowship, 1997 - 1998.

Graduate Society Fellowship for Dissertation Completion, Harvard University, 1997 - 1998.

Russell Sage Foundation Small Grants Program, 1997.

American Compensation Association (A.C.A.) Research Grant, 1996.  
The Sumner Slichter Fellowship in Economics, Harvard University, 1995 - 1996.  
Harvard University Scholarship, 1993 - 1997.  
Fonds National de la Recherche Scientifique (F.N.R.S.) Fellowship, Belgium, 1993 - 1997.  
Belgian American Educational Foundation (B.A.E.F.) Fellowship, 1993 - 1994.

## **INVITED LECTURES**

Adam Smith Lecture, European Association of Labour Economists, Tallin (Estonia), September 13, 2009.

## **PROFESSIONAL ACTIVITIES**

Member, J-PAL Board of Directors (2010-present)

Advisory Committee Member, Alfred P. Sloan Foundation (2009-present)

Scientific Committee Member, Second Annual Federal Trade Commission and Northwestern University Microeconomics Conference (2010)

Executive Committee Member, American Economic Association (2009-2012)

Panel Member, European Research Council (2007-2009)

Member, Russell Sage Foundation Behavioral Economics Roundtable (2005-present)

IZA Research Fellow (2005-present)

Research Department Consultant, Chicago Federal Reserve Board, 2005

National Bureau of Economic Research (NBER) Faculty Research Fellow (Corporate Finance and Labor Studies)

Center for Economic Policy Research (CEPR) Research Fellow (Development Economics, Labour Economics and Public Policy)

Board Member, *American Economic Journal: Applied Economics* (May 2007-present)

Co-Editor, *Economic Journal* (April 2004-June 2005)

Associate Editor, *Economic Journal* (September 2006-present)

Associate Editor, *The Quarterly Journal of Economics* (2003-present)

Associate Editor, *The Journal of the European Economic Association* (2003-2004)

Associate Editor, *Finance Letters* (2003-2007)

Board Member, Bureau for Research and Economic Analysis in Development (BREAD)

Co-organizer: Corporate Finance Meeting, NBER Summer Institute, 2002

Co-organizer: BREAD Meeting, Winter 2003 and Winter 2005 (Washington D.C.), Fall 2008 (Chicago)

Co-organizer: AIID-BREAD Conference on “Barriers to Entry and to Expansion in the Developing World: the Role of Institutional Constraints,” Amsterdam, August 2006

Co-organizer: NBER URC Conference on “The Economics of High-Skill Labor Markets,” Fall 2007

Program Committee Member, AEA Meetings: 2009

Program Committee Member, AFA Meetings: 2005, 2008

Program Committee Member, Econometric Society World Congress, London, 2005

Program Committee Member, SOLE Meetings: 2006 (Boston), 2011

Program Committee Member, FMA European Conference, 2006

Program Committee Member, WFA Annual Meetings: 2006, 2007, 2008, 2010, 2011

Program Committee Member, EEA Meetings, 2006

Reviewer, Russell Sage Foundation Visiting Scholar Program, 2006

Scientific Review Committee Member, Darden’s 5th Annual Emerging Markets Conference, 2006

Referee: *Quarterly Journal of Economics*, *American Economic Review*, *Journal of Political Economy*, *Journal of Labor Economics*, *European Economic Review*, *Economic Letters*, *Review of Economic Studies*, *Review of Economics and Statistics*, *Review of Development Economics*, *The Journal of Finance*, *Journal of Business*, *Journal of Accounting Research*, *Industrial and Labor Relations Review*, *Rand Journal of Economics*, *Economic Journal*, *Journal of Public Economics*, *International Journal of the Economics of Business*, *Economic Development and Cultural Change*, *The Review of Financial Studies*, *Journal of the European Economic Association*, *Journal of Law and Economics*, *Journal of Law, Economics and Organization*, *Journal of Economic Behavior and Organization*, *Review of Finance*, *British Journal of Industrial Relations*, *Industrial Relations*.

University Service: Chicago Booth Faculty Policy Committee, 2005-2006, 2006-2007, 2008-



2011; Council of the University Senate, 2009-2011; Chicago Booth Curriculum Review Committee, 2007-2008.

Research Presentations: Columbia University (Fall 2010), Harvard University (Fall 2010), University of Minnesota (Fall 2010), Oxford University (Fall 2010), Wallis Institute Conference (University of Rochester, Fall 2010), NBER Summer Institute (Law and Economics Workshop, Summer 2010), Princeton University (Spring 2009), University of Michigan National Poverty Center (Spring 2009), Wharton School (Spring 2009), ERS-USDA (Winter 2009), Cornell University (Winter 2009), AEA Meetings (San Francisco, Winter 2009), Stanford Graduate School of Business (Fall 2008), IZA/CEPR European Summer Symposium in Labor Economics (Fall 2008), Columbia Business School “Universities, Careers, and Women” Conference (Fall 2008), University of California at Berkeley (Fall 2008), Stanford University (Spring 2008), University of Illinois at Urbana-Champaign (Spring 2008), Institute for International Economic Studies/Stockholm University (Spring 2008), IGIER/Bocconi University (Spring 2008), University of Michigan Ross School of Business (Winter 2008), LSE (Winter 2008), University of Houston/Rice (Fall 2007), Case Western Reserve University (Fall 2007), IMF (Summer 2007), Carnegie Mellon University (Spring 2007), Kelley School of Business at Indiana University (Fall 2006), UCLA (Fall 2006), Rand (Fall 2006), Behavioral Economics Meeting (Anne E. Casey Foundation, Spring 2006), Radcliffe Institute for Advanced Studies (Spring 2006), Monitoring and Evaluation Meeting (IFC, Spring 2006), Yale SOM (Spring 2006), University of Florida (Spring 2006), Ohio State University (Spring 2006), Princeton University (Spring 2006), De Paul University (Winter 2006), AEA Meetings (Boston, Winter 2006), Columbia University (Fall 2005), Harvard/MIT (Fall 2005), NBER Summer Institute 2005, Tinbergen Institute (Spring 2005), Universitat Pompeu Fabra (Spring 2005), LSE (Spring 2005), LSE/UCL (Spring 2005), University of Oregon (Spring 2005), Yale (Spring 2005), Haas (Spring 2005), NYU Stern (Winter 2005), AEA Meetings (Philadelphia, Winter 2005), Dartmouth (Fall 2004), LSE/World Bank Economics of Industrial Development Conference (London, Fall 2004), CEPR ESSLE meeting (Munich, Summer 2004), SITE (Stanford University, Summer 2004), Mitsui Life Symposium on Global Financial Markets (University of Michigan, Spring 2004), Wharton School (Spring 2004), Harvard Law School (Spring 2004), NBER Organization Economics Conference (Fall 2003), Yale Law School (Spring 2003), University of British Columbia School of Commerce (Spring 2003), Syracuse University (Spring 2003), Cornell University (Spring 2003), Chicago Federal Reserve Bank (Spring 2003), Columbia Graduate School of Business (Fall 2002), Yale SOM (Fall 2002), University of Chicago (Fall 2002), Princeton University (Fall 2002), Boston Federal Reserve Bank (Fall 2002), University of Michigan (Fall 2002), NBER Summer Institute 2002, Michigan State University (Spring 2002), Harvard University (Winter 2002), London School of Economics (Winter 2002), Sloan School of Management (Winter 2002), Haas School of Business (Fall 2001), NBER Summer Institute 2001, London Business School (Spring 2001), Kellogg Graduate School of Management (Spring 2001), University of Wisconsin-Madison (Spring 2001), University of Illinois at Urbana-Champaign (Spring 2001), University of Chicago (Spring 2001), UCLA/Rand (Winter 2001), UCSB (Winter 2001), Northwestern University (Fall

2000), University of Michigan (Fall 2000), NBER Summer Institute 2000, NBER Conference on the Industrial Organization of Medical Care (Nashville, April 2000), American Compensation Association Conference (Fort Myers, Spring 2000), Wharton School (Spring 2000), Federal Trade Commission (Fall 1999), Centre for Economic Performance, London School of Economics (Fall 1999), London Business School (Fall 1999), University of Bristol (Fall 1999), University Of Warwick (Fall 1999), Sloan School of Management (Fall 1999), U.S. Bureau of Labor Statistics (Washington D.C., Fall 1999), NBER Corporate Finance Meeting (Summer 1999), University of California, Berkeley (Summer 1999), New York University 52nd Annual Conference on Labor (Spring 1999), Columbia University (Spring 1999), NBER Labor studies Meeting (Spring 1999), NBER Corporate Finance Meeting (Fall 1998), NBER Behavioral Macroeconomics Meeting (Fall 1998), Centre for Economic Policy Research (CEPR) Conference on Rising Inequalities (Spain, Spring 1998), University of Chicago (Spring 1998), Northwestern University (Spring 1998), MIT (Spring 1998), Kennedy School of Government (Spring 1998), Princeton University (Spring 1998), London School of Economics (Spring 1998), London Business School (Spring 1998), Stanford Graduate School of Business (Spring 1998), Columbia Graduate School of Business (Spring 1998).

Discussant: NBER Summer Institute (Summer 2009), NBER Summer Institute (Summer 2007), KDI-Harvard Collaborative Research Conference (Palo Alto, Summer 2007), AEA Meeting (Chicago, Winter 2007), SOLE Meeting (Boston, Spring 2006), Careers and Career Transitions: New Evidence for a New Economy (Wharton, Summer 2005), World Bank Workshop on Entry, Entrepreneurship and Financial Development (Washington D.C., Winter 2005), NBER Japan Project Meeting (Tokyo, Summer 2004), NBER Universities Conference on Corporate Governance (Spring 2003), AEA Meetings (Washington DC, Winter 2003), Western Finance Association Meeting (Tucson, Summer 2001), SOLE Meeting (Austin, Spring 2001), AEA Meetings (New York City, Winter 1999), NBER Corporate Finance Meeting (Chicago, Fall 1999), Princeton/Cornell Conference (Ithaca, Spring 1999).

Consultant: World Bank, 2006: Research Evaluation Panel; Harvard Institute for International Development (HIID), Harvard University, 1998 to 1999: Evaluation of Public Sector Undertakings in Tamil Nadu, India.