

Queen Mary University of London  
 Mile End Road, London E1 4NS, UK

[j.dequidt@qmul.ac.uk](mailto:j.dequidt@qmul.ac.uk)  
<https://jondequidt.com/>

## Current positions

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Reader (Associate Professor), School of Economics and Finance, Queen Mary University (2023– )  
 Assistant Professor, Institute for International Economic Studies (2015– ) (tenured April 2023, on leave)  
 Associate Editor, *Economica* (2023– )  
 J-PAL Europe Invited Researcher (2023– )  
 CEPR Research Affiliate (2020– )  
 ThReD Associate (2019– )  
 CESifo Fellow (2019– )  
 CAGE Research Associate (2018– )  
 Lecturer, LSE Summer School (2022, 2023)

## Past positions

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Visiting fellow, briq, Bonn (2017, 2018, 2019)  
 CESifo Affiliate (2015–2018)  
 Post-doc, Institute for International Economic Studies (2014–15)

## Education

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London School of Economics, PhD Economics (2010–14)  
 London School of Economics, MRes Economics (with distinction) (2009–10)  
 London School of Economics, MSc Economics (with distinction) (2008–09)  
 University of Nottingham, BSc (Hons) Economics & Econometrics (1<sup>st</sup>) (2005–08)

## Awards and grants

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IGC project grant P-0002673 “Can Soil Testing Unlock Agricultural Productivity Gains?” 100,000 GBP (2024– ) *co-PI, with Gharad Bryan (PI), Konrad Burchardi, and Miguel Fajardo-Steinhauser*

Riksbankens Jubileumsfond project grant P23-0488 (awarded but declined) “Who Benefits from Development Programs?” 5,616,019 SEK (2023) *PI, with David Rhys Bernard, Gharad Bryan, Sylvain Chabé-Ferret, Jasmin Claire Fliegner, and Roland Rathelot*

Swedish Research Council research grant 2022-03354 “Empowering Agriculturalists through Structured Experimentation” 4,455,000 SEK (2023– ) *co-PI, with Gharad Bryan and Konrad Burchardi (PI)*

Handelsbanken’s Research Foundations, P21-0102. “Research in Behavioral Economics and Public Policy” (PhD student funding) 2,400,000 SEK (2021– ) *PI*

CEDIL project grant, S.218. “How Biased are Observational Methods in Practice? Accumulating Evidence Using Randomised Controlled Trials with Imperfect Compliance.” £184,955.24 (2020–2023) *co-PI, with Roland Rathelot (PI), Gharad Bryan, Sylvain Chabé-Ferret, Greg Fischer, and Jasmin Fliegner*

Swedish Research Council research grant 2019-04468 “Developing and Testing a Market Design Solution for Land Trade” 4,386,867 SEK (2020–2023) *PI, with Gharad Bryan, Mariajose Silva Vargas, and Tom Wilkenning*

Economic Journal refereeing prize, 2018

Foundations of Human Behavior Initiative. “Depression, Beliefs and Economic Behaviors” \$40,000 (2018–2020) *co-PI, with Johannes Haushofer, Vikram Patel, Gautam Rao (PI), Frank Schilbach, and Pierre-Luc Vautrey*

Kungliga Vetenskapsakademien foundations, SO2018-0034. “Gender Discrimination in the Evaluation of Teamwork” 300,000 SEK (2018–2020) *PI, with Ingvild Almås, Serena Cocciolo, and Anna Sandberg*

Handelsbanken’s Research Foundations, P2017-0243:1. “Experiments on Economic Behavior Under Non-standard Constraints” 2,000,000 SEK (2017–2023) *co-PI, with Robert Östling (PI) and Ingvild Almås*

Mannerfelts fond small grants (2015, 2016, 2017, 2018, 2019, 2020)

Stiftelsen Lars Hiertas Minne small grant (2015)

Swedish Research Council research grant 2015-03426 “Credit Constraints and Capital Misallocation in Agriculture: Theory and Evidence from Uganda” 4,200,000 SEK (2016–2018) *co-PI, with Konrad Burchardi (PI), Selim Gulesci and Benedetta Lerva*

PEDL pilot grant “Collateralised Lending for Microenterprise: Impact, Misallocation and Moral Hazard” £93,000 (2015-2016) *co-PI, with Konrad Burchardi (PI) and Benedetta Lerva*

Nominee, Distinguished CESifo Affiliate Prize (2015)

Handelsbanken's Research Foundations (note these are salary grants awarded to IIES of which I was the beneficiary): B2014-0460:1 (2015–2018), BF17-0003 (2018-2021)

IGC grant: “Understanding the Efficiency Effects of a Credit Bureau: A Cluster Randomized Controlled Trial” £49,959 (2014–2016) *co-PI, with Aban Haq (PI) and Gharad Bryan*

STICERD small grant: “Loss Aversion, Contract Framing and Worker Selection: Evidence from an Online Labor Market Experiment” (2013)

STICERD small grant: “Regulating Microfinance: Theory and Policy in Light of the Indian Crisis” (2012) *with Maitreesh Ghatak (PI) and Thiemo Fetzer*

Russell Sage Foundation Summer Institute in Behavioral Economics (2012)

LSE Economics Teaching Prizes (2010 & 12)

ESRC PhD Studentship (2008–12)

## Publications

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Borrowing Constraints and Demand for Remedial Education: Evidence from Tanzania, *with Konrad Burchardi, Selim Gulesci, and Munshi Sulaiman*.  
Accepted, *Economic Journal* (short paper), 2024.

Testing Willingness to Pay Elicitation Mechanisms in the Field: Evidence from Uganda, *with Konrad Burchardi, Selim Gulesci, Benedetta Lerva, and Stefano Tripodi*.  
*Journal of Development Economics* (short paper), 2021. Vol 152

Measuring and Bounding Experimenter Demand, *with Johannes Haushofer and Christopher Roth*.  
*American Economic Review*, 2018. Vol 108, Issue 11, pp 3266–3302

Commercialization and the Decline of Joint Liability Microcredit, *with Thiemo Fetzer and Maitreesh Ghatak*.  
*Journal of Development Economics*, 2018. Vol 134, pp 209–225

Market Structure and Borrower Welfare in Microfinance, *with Thiemo Fetzer and Maitreesh Ghatak*.  
*The Economic Journal* (refereed conference volume), 2018. Vol 128, Issue 610, pp 1019–1046

Your Loss is My Gain: A Recruitment Experiment with Framed Incentives.  
*Journal of the European Economic Association*, 2018. Vol 16, Issue 2, pp 522–559

Bonus versus Penalty: How Robust Are the Effects of Contract Framing? *with Francesco Fallucchi, Felix Kölle, Daniele Nosenzo, and Simone Quercia*.  
*Journal of the Economic Science Association*, 2017. Vol 3, Issue 2, pp 174–182

Group Lending Without Joint Liability, *with Thiemo Fetzer and Maitreesh Ghatak*.  
*Journal of Development Economics*, 2016. Volume 121, pp 217-236

**Working papers**

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How Much Should We Trust Observational Estimates? Accumulating Evidence Using Randomized Controlled Trials with Imperfect Compliance (2024), *with David Rhys Bernard, Gharad Bryan, Sylvain Chabé-Ferret, Jasmin Claire Fliegner, and Roland Rathelot.*

Implicit Preferences (2023), *with Tom Cunningham*  
Revise and resubmit, American Economic Review

The Long-Run Effects of Psychotherapy on Depression, Beliefs, and Economic Outcomes (2023), *with Bhargav Bhat, Johannes Haushofer, Vikram H. Patel, Gautam Rao, Frank Schilbach, and Pierre-Luc Vautrey.*

Market Design for Land Trade: Evidence from Uganda and Kenya (2023), *with Gharad Bryan, Mariajose Silva Vargas, Tom Wilkening, and Nitin Yadav.*

Depression for Economists (2016), *with Johannes Haushofer.*

**Non-refereed publications**

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Experimenter Demand Effects, *with Lise Vesterlund and Alistair Wilson*  
In Arthur Schram and Aljaž Ule (eds.), “Handbook of Research Methods and Applications in Experimental Economics,” 2019.

Depression Through the Lens of Economics: A Research Agenda, *with Johannes Haushofer.*  
In NBER volume “The Economics of Asset Accumulation and Poverty Traps,” 2019.

Is the credit worth it? For-profit lenders in microfinance with rational and behavioral borrowers, *with Maitreesh Ghatak,*  
Annals of Public and Cooperative Economics, Centennial Issue, 2018

**Other writing**

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Microfinance, VoxDevLit review (2021). *Co-editor. Editors: Jing Cai, Muhammad Meki, Simon Quinn; co-editors: Erica Field, Cynthia Kinnan, Jonathan Morduch, and Farah Said.*

Microfinance, Market Structure, and Borrower Welfare: Regulatory Lessons from the Indian Crisis (2012) *with Maitreesh Ghatak and Thiemo Fetzer.* Report prepared for the World Bank

**Advanced work in progress**

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Experimenter Demand Effects, *with Lise Vesterlund and Alistair Wilson.* For “Handbook of Experimental Methods in the Social Sciences,” editor Alex Rees-Jones.

Experimenter Demand Effects. For “Encyclopedia of Experimental Social Science,” editor Bereket Kebede.

Implicit Gender Discrimination: Evidence from 41 Countries, *with Ingvild Almås, Sebastian Fest, and Anna Sandberg Trolle-Lindgren.*

Liquidity Constraints and Capital Allocation: Evidence from a Selective Trial with Ugandan Farmers, *with Konrad Burchardi, Benedetta Lerva, and Stefano Tripodi.*

**Teaching**

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PhD CUSO Winter School in Behavioral Economics and Experimental Research (2024)

UG Economics of Social Issues (QMUL), (2023– )

UG Introduction to Behavioural Economics (LSE summer school), (2022, 2023)

PhD Paper-writing course in Development & Experimental (Stockholm), (2021–2023)

PhD Development Economics (Stockholm), (2017–2023)

PhD Behavioral Economics I & II (Stockholm), (2015–2023)

PhD Applied Empirical Economics (Stockholm), (2017/18–2019/20)  
 PhD Experimental Methods (Stockholm), (2015/16–2016/17)  
 MSc Development Economics (TA) (LSE), (2011/12–2012/13)  
 MSc Pre-sessional probability and statistics (TA) (LSE), (2011, 2012)  
 UG Introduction to Economics (TA) (LSE Summer School), (2011, 2012)  
 UG Microeconomic Principles II (TA) (LSE), (2010/11)  
 UG Introduction to Econometrics (TA) (LSE BSc & Summer School), (2009/10–2011)

### **Recent presentations (excluding job talks)**

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2023: NHH Bergen; CEPR development conference  
 2022: Chicago; CEPR development conference; Namur; CEU; CESifo behavioral conference; Warwick mental health conference; Frankfurt; ASWEDE; Lille  
 2021: Nottingham; Stockholm School of Economics; VIBES; Waseda; SED conference; EEA-ESEM Congress; CESifo education; ASWEDE  
 2020: USC; Munich; Toulouse; NEUDC; IZA education conference; Copenhagen Business School  
 2019: George Mason University; Tilburg; Nordic Behavioral/Experimental Economics (keynote); Lahore School of Economics; Pittsburgh; Penn State; Copenhagen Behavioral Economics and Public Policy workshop; Geneva Graduate Institute; Manchester; Berlin CEC conference  
 2018: Warwick; Zurich; Barcelona Summer Forum; ECBE; CESifo Behavioral conference; Swedish Ministry of Finance  
 2017: ASSA meetings; Oxford; Wharton OID; LSE; Sussex; RES annual meeting; Bonn; Cologne; SITE experimental; Lund; Melbourne; Becker Friedman Institute Health Econ Conference; CESifo behavioral conference; Berlin  
 2016: Wisconsin; Gothenburg; NHH Bergen; Berlin; CESifo behavioral conference; Busara Center, Nairobi; Aix-Marseille; UC Santa Cruz; NIBS conference; Natural Experiments and Controlled Field Studies workshop; ECBE (invited discussant)

### **Reviewing**

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**Journals:** AEJ: Applied, AEJ: Microeconomics, American Economic Review, AER: Insights, American Journal of Agricultural Economics, Economic Development and Cultural Change, Economic Journal, Econometrica, Economica, European Economic Review, Experimental Economics, Games and Economic Behavior, Journal of Accounting Research, Journal of African Economies, Journal of Applied Econometrics, Journal of Comparative Economics, Journal of Development Economics, Journal of Development Studies, Journal of Economic Behavior & Organization, Journal of Economic Psychology, Journal of the European Economic Association, Journal of Law, Economics, and Organization, Journal of Money, Credit, and Banking, Journal of Political Economy, JPE Micro, Journal of Public Economic Theory, Management Science, PNAS, Quarterly Journal of Economics, Review of Economic Studies, Review of Economics and Statistics, Scandinavian Journal of Economics, World Bank Economic Review.

**Funders:** ERC, Swiss NSF, US NSF, ESRC

**Doctoral dissertations:** Duncan Webb (PSE, 2024, planned); Akib Khan (Uppsala, 2024, planned); Arne Nasgowitz (NHH, 2024, planned)

**Other:** EEA Congress Program Committee (2019, 2023, 2024), Cesifo Distinguished Young Affiliate Award prize committee (Behavioral economics, 2022), ECBE Program Committee (2018)

**PhD advisees (defense dates)**

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Former: Benedetta Lerva (2020); Louise Lorentzon (2020); Sebastian Tebbe (2023); Mariajose Silva Vargas (2024).

Current: Dominik Biesalski; Iacopo Bianchi; Huen Tat Au-Yeung; Giulia Tozzi.

**Department service**

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QMUL: Research committee (2023– ), founder/organizer “SEF Development Tea” (2023– )

IIES: Junior hiring committee (2017/18–2019/20), junior job market placement (2017/18–2019/20), seminar committee (2020–2023), founder/organizer “IIES-NEK Development Tea” (2020–2023)

**Personal information**

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Citizenship: British, Swedish