

## **Adam Osman**

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### **Current Employment:**

2014- University of Illinois at Urbana-Champaign, Assistant Professor

### **Education:**

Ph.D., Economics, Yale University, 2014  
M.Phil., Economics, Yale University, 2011  
M.A., Economics, Yale University, 2009  
B.S. Mathematics, Stony Brook University, 2007  
B.A. Economics, Stony Brook University, 2007

### **Research Interests:**

Development, Labor, International Trade, Experimental Economics

### **Other Positions and Professional Affiliations:**

2020- Institute for the Study of Labor (IZA), Research Fellow  
2020- Economic Research Forum, Research Fellow  
2016- J-PAL MENA, Co-Scientific Director  
2016- J-PAL, Affiliate  
2015-2020 Economic Research Forum, Research Associate  
2014- 2016 J-PAL MENA, Scientific Advisor

### **Publications:**

“Increasing Financial Inclusion in the Muslim World: Evidence from an Islamic Finance Marketing Experiment” with Dean Karlan and Nour Shammout, *forthcoming at World Bank Economic Review*

“Measuring Productivity: Lessons from Tailored Surveys and Productivity Benchmarking.” With David Atkin and Amit Khandelwal, 2019, *AEA: Papers and Proceedings*, 109, 444-449

"Exporting and firm performance: Evidence from a randomized experiment." with David Atkin and Amit Khandelwal, 2017, *Quarterly Journal of Economics* 132.2, 551-615 (Editor's Choice)

“Follow the Money: Methods for Identifying Consumption and Investment Responses to a Liquidity Shock” with Dean Karlan and Jonathan Zinman, 2016, *Journal of Development Economics*, (121), 11-23

“Bank-Insured RoSCA for Microfinance: Experimental Evidence in Poor Egyptian Villages” with Mahmoud El-Gamal, Mohamed El-Komi and Dean Karlan, 2014, *Journal of Economic Behavior and Organization*, (103), S56-73

**Working Papers:**

“Training and Subsidies vs Pay-for-Results in Spurring Digital Marketing Take-up and Small Firm Growth” with David McKenzie and Aminur Rahman, (February 2020) R&R at *Journal of Development Economics* (Registered Report)

“Mobility Constraints: Evidence from an Experiment with Uber Riders” with Peter Christensen (September 2020)

“Connections, Referrals, and Hiring Outcomes: Evidence from an Egyptian Establishment Survey” with Jamin Speer and Andrew Weaver (August 2020)

“Is It Who You Are or What You Get? Comparing the Impacts of Loans and Grants for Microenterprise Development” with Bruno Crépon and Mohamed El-Komi (August 2020)

“What Do Jobseekers Want? Estimating Reservation Wages and the Value of Job Attributes” with Brian Feld and Abdelrahman Nagy (August 2020)

“Stigma and Take-Up of Labor Market Assistance: Evidence from Three Experiments” with Jamin Speer (July 2020)

“The Dangers of the Double-Bottom Line: A Poverty Targeting Experiment Misses Both Targets” with Dean Karlan and Jonathan Zinman, (October 2019)

“Occupational Choice under Credit and Information Constraints” (Dormant, Jan. 2014)

**Works In Progress:**

“Are Microloans Too Small?” with Gharad Bryan and Dean Karlan

“Job Training Curriculum for College Graduates: Experimental Evidence on Hard and Soft Skills” with Jamin Speer

“Adding Mentorship to Employment Programs: Experimental Evidence from Egypt” with Ahmed El-Sayed

“Improving Labor Market Outcomes with Job Fairs” with Bruno Crépon and Mona Said

“Intensifying Employment Assistance” with Bruno Crépon and Reham Rizk

“Can International Trade Change Minds?” with David Atkin and Amit Khandelwal

“Big Data and the Removal of Big Subsidies: Congestion Responses to a Gas Price Hike in Cairo” with Mateo Arbelaez and Peter Christensen

### **Fellowships, Honors and Awards:**

List of Teachers Ranked as Excellent by their Students, 2017, 2019, 2020  
Ibn Khaldun Prize, Middle East Economic Association, 2017  
Kauffman Dissertation Fellowship in Entrepreneurship, 2013-2014  
Yale University Graduate Fellowship, 2007-2012

### **Teaching Experience:**

*Instructor (UIUC):*

Ph.D: Topics in Development Economics II- Spring 2015, 2016, 2017, 2018, 2019, 2020

Masters: Development and Growth Policy- Spring 2019, 2020

Undergraduate: Economics of Poverty Alleviation- Fall 2014, Spring 2016, Fall 2016, 2017, Spring 2019

### **Research Grants:**

Center for Social and Behavioral Sciences, UIUC, 2020 (\$20,000)  
Institute for Sustainability, Energy, and Environment, UIUC, 2020 (\$30,000)  
World Bank: MNA Gender Innovation Lab, 2019-2021 (\$200,000)  
Innovation Growth Lab, 2019-2020 (£35,000)  
World Bank: Entrepreneurship for Development, 2019-2020 (\$449,810)  
USAID: Development Innovation Ventures (DIV), 2019-2022 (\$524,466)  
Sawiris Foundation for Social Development, 2018-2021 (\$491,411)  
J-PAL Government Partnership Initiative, 2016-2017 (\$49,987)  
International Labor Organization\Taqeem\IDRC, 2016-2019 (\$398,859)  
Sawiris Foundation for Social Development, 2016-2019 (\$434,127)  
International Development Research Centre, 2015-2019 (\$397,925)  
Private Enterprise Development in Low-Income Counties, 2014-2016 (£362,396)  
Consultative Group to Assist the Poor, 2014-2015 (\$49,600)  
IPA Entrepreneurship and SME Research Grant, 2013-2014 (\$58,947)  
IPA Financial Capability Research Preparation Grant, 2012 (\$10,016)  
Private Enterprise Development in Low-Income Counties, 2012 (£34,669)  
Sasakawa Research Grant, 2012 (\$20,000)  
International Growth Centre Research Grant, 2010 (£67,540)

### **Seminars and Conference Presentations:**

2021: (Planned) Stanford University

2020: Online: Advances in Field Experiments; Oxford University (Center for Islamic Studies); Linnaeus University; *Planned but Cancelled:* Northern Illinois University; Johns Hopkins SAIS (Cities & Development Workshop), Northwestern University (Financial Inclusion Gathering).

2019: ASSA meetings, ASREC, Northwestern University (Financial Inclusion Gathering), IZA/WB/NJD Conference, NBER Summer Institute: CRIW, Advances in Field Experiments; Illinois State University, NEUDC

2018: ASSA meetings, International Monetary Fund (PEDL Financial Inclusion Conference), University of Notre Dame, Northwestern University (IPA SME Gathering), IZA Institute of Labor Economics

2017: World Bank Office of Chief Economist for MENA, Illinois State University, Southern Illinois University, UIUC Psychology; Northwestern University (Financial Inclusion Gathering)

2016: ASSA meetings, NBER Summer Institute, University of Connecticut

2015: Midwest International Economic Development Conference, JPAL Executive Education (Instructor) – American University in Cairo, University of Memphis, NEUDC, Southern Economic Association Conference (SEA)

2014: Midwest Development Day; Northeast Universities Development Consortium Conference (NEUDC); Northern Illinois University; J-PAL Post-Primary Education and Youth Conference; World Bank - Solutions4Work – Istanbul; World Bank – DIME; Notre Dame University; Binghamton University

2013: Northeast Universities Development Consortium Conference (NEUDC); Stony Brook University

**Referee Service:**

*American Economic Review; Journal of Political Economy; Review of Economic Studies; Review of Economics and Statistics; Journal of the European Economic Association; The Economic Journal; American Economic Journal: Applied Economics; American Economic Journal: Economic Policy; European Economic Review; Journal of Development Economics; Journal of International Economics; Journal of Human Resources; Journal of Economic Behavior and Organization; Demography; Economic Development and Cultural Change; Economics Letters; World Bank Economic Review; Journal of Economic Studies; Middle East Development Journal; International Tax and Public Finance; National Science Foundation; World Bank Compel Reviews, PEDL; Innovations for Poverty Action Research Review Committee*