

ECON 641 – Empirical Analysis of Economic Development (Spring 2023)

SYLLABUS (*preliminary*)

Instructor: Vittorio Bassi, Department of Economics, University of Southern California, KAP 106B,
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Class meeting times: Wednesday 9am-12:20pm in KAP 113.

Office hours: By appointment, please email me.

Course description and objectives

This course will focus on three broad topics in development economics:

1. Labor Markets, Job Search and Returns to Skills
2. Firms, the Organization of Production, and Productivity
3. Attitudes and Beliefs Formation

The key objectives of this course are to: (i) provide students with an overview of the most recent papers in these research areas; (ii) foster their presentation skills; (iii) encourage the formation of new and original research ideas to be further pursued by students after the end of the course, and potentially leading to a thesis chapter.

To achieve these objectives, we will review a number of papers in the three broad topics mentioned above. The papers will mostly be empirical and will include primarily very recent studies, some of which are not yet published or are at the “revise and resubmit” stage. The starred papers in the Reading List below are required readings. These will be made available by me on Blackboard/Dropbox. Students are required to read the starred papers before coming to class. I will be presenting most of the papers, but students will also be required to present some of the papers in class. Students will also be required to produce and submit a “research project proposal” by the end of the course. Students will be evaluated on both the in-class presentations and the project proposal. More details on the course requirements and assessment procedure are reported below.

Assignments and grading

The graded assignments for the course will be the following:

1. Project proposal: Students will be required to develop a new research idea for an original empirical research project, and to describe this in a research proposal. The question of interest need not necessarily be related to any of the topics covered in the course, but should be broadly related to an open question in development economics or at least in applied microeconomics. The proposal should clearly describe: (i) the motivation and research question; (ii) the data; (iii) the empirical strategy, including any threats to identification; (iv) any preliminary data analysis or supporting evidence such as summary stats and basic correlations (not required). The proposal should be 10 pages at most (5 pages minimum) and will need to be turned in to me by email by the end of April. Each student should submit a separate proposal. I will review the proposals and then provide feedback that is intended to help the students move forward with the project after the end of the course.

2. In-class presentations: Students will be required to present papers in class. The Reading List below indicates which papers will be presented by students. Papers will be assigned to students during the first week of class. These papers will be allocated equally to students, or groups of students depending on the total enrolment in the class. Students will give a 35-40 minute presentation on each assigned paper. The presentations should discuss: (i) the research question, motivation, contribution and relationship to the background literature; (ii) the data; (iii) the empirical strategy; (iv) the main results; (v) conclusions and generalizability; (vi) strengths and weaknesses of the paper. The presentations will be followed by 15-20 minutes of questions from the rest of the class and discussion. The presentations will be graded by me according to the criteria highlighted above.

Students will also be required to give a brief presentation of their own research proposals in the last week of the course. The duration of the project proposal presentations will depend on the number of students enrolled in the course. The structure of the in-class presentation should follow the guidelines described above for the development of the research proposal.

- Summary slides: All those students not presenting in a given week will have to write a minimum of five summary slides on each of the papers presented by their colleagues. The slides should provide a short summary of the paper, and then outline areas of strength and weaknesses of the paper, and ideas for future research stemming from the paper. The slides should be uploaded on Dropbox by the students before the start of the class where the next student presentations are to take place.
- In-class participation: Students are expected to contribute to in-class discussion. Each meeting will be 3 hours and 20 minutes. Of these, about 30 minutes each time will be left for questions and discussion within the group.

Grading: Project proposal (30%), In-class presentations (40%), Summary slides (15%), In-class participation (15%).

Remarks

This is a preliminary version of the syllabus, and so details of the readings/schedule of classes are subject to change.

Any student requesting academic accommodations based on a disability is required to register with Disability Services and Programs (DSP) each semester. A letter of verification for approved accommodations can be obtained from DSP. Please be sure the letter is delivered to me (or to a TA) as early in the semester as possible. DSP is located in STU 301 and is open 8:30AM-5PM, Monday-Friday. The phone number for DSP is (213)740-0776.

Reading List

1. Labor Markets, Job Search, and Returns to Skills

a. Wage determination and general equilibrium effects

*Foster, A. D., and M. R. Rosenzweig (2008) "Economic Development and the Decline of Agricultural Employment" in Handbook of Development Economics, Volume 4.

Rosenzweig, M. (1978) "Rural Wages, Labor Supply, and Land Reform: A Theoretical and Empirical Analysis," *The American Economic Review*, 68: 847-861.

*Muralidharan, K., P. Niehaus and S. Sukhtankar (2022) "General Equilibrium Effects of (Improving) Public Employment Programs: Experimental Evidence from India", *Econometrica*, forthcoming.

Muralidharan, K., P. Niehaus and S. Sukhtankar (2016) "Building State Capacity: Evidence from Biometric Smartcards in India", *American Economic Review*, 106: 2895-2929.

*Santangelo, G. (2019) "Firms and Farms: The Impact of Agricultural Productivity on the Local Indian Economy", mimeo Cambridge.

*Jayachandran, S. (2006) "Selling Labor Low: Wage Responses to Productivity Shocks in Developing Countries", *Journal of Political Economy*, 114: 538-575.

*Kaur, S. (2019) "Nominal Wage Rigidity in Village Labor Markets", *American Economic Review*, 109(10): 3585-3616.

*Breza, E., S. Kaur and Y. Shamdasani (2021) "Labor Rationing", *American Economic Review*, 2021. 111(10): 3184-3224

Breza, E., S. Kaur and Y. Shamdasani (2018) "The Morale Effects of Pay Inequality", *Quarterly Journal of Economics*, 133(2): 611-663

Breza, E., S. Kaur and N. Krishnaswamy (2022) "Coordination without Representation: Collective Labor Supply in Decentralized Spot Markets", mimeo UC Berkeley.

Magruder, J. (2012) "High Unemployment Yet Few Small Firms: The Role of Centralized Bargaining in South Africa", *American Economic Journal: Applied Economics*, 4: 138-66.

Magruder, J. (2013) "Can Minimum Wages Cause a Big Push? Evidence from Indonesia", *Journal of Development Economics*, 100: 48-62.

*Amodio, F., P. Medina and M. Morlacco (2022) "Labor Market Power, Self-Employment and Development", mimeo USC

Brooks, W. and K. Donovan (2020) "Eliminating Uncertainty in Market Access: The Impact of New Bridges in Rural Nicaragua", *Econometrica*, 88(5), 1965-1997.

Egger, D., J. Haushofer, E. Miguel, P. Niehaus and M. W. Walker, (2022) "General Equilibrium Effects of Cash Transfers: Experimental Evidence from Kenya", *Econometrica*, forthcoming.

Abebe, G., S. Franklin, C. Imbert and C. Mejia-Mantilla (2022) "Urban Public Works in Spatial Equilibrium: Experimental Evidence from Ethiopia", mimeo Warwick.

b. Information, search and matching frictions in the labor market

Altonji, J. and C. Pierret (2001) "Employer Learning and Statistical Discrimination", *Quarterly Journal of Economics*, 1: 313-350.

*Pallais, A. (2004) "Inefficient Hiring in Entry-level Labor Markets", *American Economic Review*, 104: 3565–3599.

Foster, A. D., and M. R. Rosenzweig (1993) "Information, Learning, and Wage Rates in Low Income Rural Areas," *Journal of Human Resources*, 28: 759-790.

Groh, M., D. McKenzie, N. Shammout and T. Vishwanath (2015) "Testing the Importance of Search Frictions and Matching through a Randomized Experiment in Jordan, *IZA Journal of Labor Economics*, 4:7.

Groh, M., D. McKenzie and T. Vishwanath (2015) "Reducing Information Asymmetries in the Youth Labor Market of Jordan with Psychometrics and Skill Based Tests", *World Bank Economic Review Papers & Proceedings*, 2015: 29 (suppl 1) S106-S117.

*Abebe, G., S. Caria, M. Fafchamps, P. Falco, S. Franklin and S. Quinn (2021) "Anonymity or Distance? Job Search and Labour Market Exclusion in a Growing African City", *Review of Economic Studies*, 88:3.

*Carranza, E. and R. Garlick and K. Orkin and N. Rankin (2022) "Job Search and Hiring with Two-sided Information Frictions", *American Economic Review*, forthcoming.

Franklin, S. (2018) "Location, Search Costs and Youth Unemployment: A Randomised Trial of Transport Subsidies in Ethiopia", *Economic Journal*, 128 (614), 2353-2379.

Abebe, G., S. Caria, M. Fafchamps, P. Falco, S. Franklin, S. Quinn and F. Shilpi (2020) "Matching Frictions and Distorted Beliefs: Evidence from a Job Fairs Experiment", mimeo Oxford.

Beam, E., (2016) "Do Job Fairs Matter? Experimental Evidence from the Philippines" *Journal of Development Economics*, 120: 32-40.

*Bassi, V. and A. Nansamba (2022) "Screening and Signaling Non-Cognitive Skills: Experimental Evidence from Uganda", *The Economic Journal* 132.642 (2022): 471-511.

*Bandiera, O., V. Bassi, R. Burgess, I. Rasul, M. Sulaiman and A. Vitali (2022) "The Search for Good Jobs: Evidence from a Six-Year Field Experiment in Uganda", mimeo, UCL.

*Alfonsi, L., M. Namubiru and S. Spaziani (2022) "Meet Your Future: Experimental Evidence on the Labor Market Effects of Mentors", mimeo UC Berkeley.

Abel, M., R. Burger and P. Piraino (2020) "The Value of Reference Letters: Experimental Evidence from South Africa", *American Economic Journal Applied Economics*, 12.3: 40-71.

Abel, M., E. Carranza, R. Burger and P. Piraino (2019) "Bridging the Intention-Behavior Gap: Increasing Job Search and Employment through Action Planning", *American Economic Journal: Applied Economics* 11(2): 284-301.

Macleod, W. B., E. Riehl, J. E. Saavedra and M. Urquiola (2015) "The Big Sort: College Reputation and Labor Market Outcomes," *American Economic Journal: Applied Economics* 9: 223-61.

*Rud, J. P. and I. Trapeznikova (2020) "Job Creation and Wages in Least Developed Countries: Evidence from Sub-Saharan Africa", *Economic Journal*, forthcoming.

Donovan, K. and W. Jianyu Lu and T. Schoellman (2019) "Labor Market Dynamics and Development", mimeo Yale.

c. Returns to skills and the transition into the labor market

Attanasio, O., A. Kugler and C. Meghir (2011) "Subsidizing Vocational Training for Disadvantaged Youth in Colombia: Evidence from a Randomized Trial," *American Economic Journal: Applied Economics* 3: 188-220.

Attanasio, O., A. Guarin, C. Medina and C. Meghir (2017) "Vocational Training for Disadvantaged Youth in Colombia: A Long Term Follow up," *American Economic Journal: Applied Economics* 9: 131-143.

Card, D., P. Ibarra, F. Regalia, D. Rosas-shady and Y. Soares (2011) "The Labor Market Impacts of Youth Training in the Dominican Republic," *Journal of Labor Economics* 29: 267-300.

*Alfonsi, L., O. Bandiera, V. Bassi, R. Burgess, I. Rasul, M. Sulaiman and A. Vitali (2020) "Tackling Youth Unemployment: Evidence from a Labor Market Experiment in Uganda", *Econometrica*, 88(6): 2369-2414.

*Alfonsi, L., V. Bassi, I. Rasul and E. Spadini (2022) "Building Economic Resilience through Vocational Training", mimeo USC.

Hirshleifer, S., D. McKenzie, R. Almeida and C. Ridao-Cano (2014) "The Impact of Vocational Training for the Unemployed: Experimental Evidence from Turkey", *Economic Journal*, 126: 2115-2146.

Blattman, C., J. Jamison and M. Sheridan (2017) "Reducing Crime and Violence: Experimental Evidence from Cognitive Behavioral Therapy in Liberia", *American Economic Review*, 107: 1165-1206.

Groh, M., N. Krishnan, D. McKenzie and T. Vishwanath (2016) "The Impact of Soft Skills Training on Female Youth Employment: Evidence from a Randomized Experiment in Jordan", *IZA Journal of Labor & Development* 5:9.

Acevedo, P., G. Cruces, P. Gertler and S. Martinez (2017) "Living Up to Expectations: How Vocational Education Made Women Better Off and Men Worse Off" mimeo Berkeley.

Dasgupta, U., L. Gangadharan, P. Maitra, S. Mani, and S. Subramanian (2012) "Choosing to Be Trained: Evidence from a Field Experiment" (July 2012), mimeo Wagner College.

Maitra, P. and S. Mani (2016) "Learning and Earning: Evidence from a Randomized Trial in India," *Labour Economics*, forthcoming.

Galasso, E., M. Ravallion and A. Salvia (2004) "Assisting the Transition from Workfare to Work: A Randomized Experiment," *Industrial and Labor Relations Review* 58: 128-42.

Groh, M., N. Krishnan, D. McKenzie and T. Vishwanath (2016) "Do Wage Subsidies Provide a Stepping Stone to Employment for Recent College Graduates? Evidence from a Randomized Experiment in Jordan," *Review of Economics and Statistics* 98: 488-502.

Levinsohn, J., N. Rankin, G. Roberts and V. Schöer (2014) "Wage Subsidies and Youth Employment in South Africa: Evidence from a Randomized Control Trial", mimeo Yale

*Abel, M., E. Carranza, K. Geronimo and M. E. Ortega (2022) "Can Temporary Wage Incentives Increase Formal Employment? Experimental Evidence from Mexico", World Bank Policy Research Working Paper 10234.

McKenzie, D. (2017) “How Effective are Active Labor Market Policies in Developing Countries? A Critical Review of Recent Evidence” *World Bank Research Observer*, 32(2): 127-54.

Blattman, C., and L. Ralston (2015) “Generating Employment in Poor and Fragile States: Evidence from Labor Market and Entrepreneurship Programs” mimeo Chicago

d. Labor returns to asset transfer programs/self-employment opportunities

*Blattman, C. and S. Dearcon (2018) “The Impacts of Industrial and Entrepreneurial Work on Income and Health: Experimental Evidence from Ethiopia”, *American Economic Journal: Applied Economics*, 10(3): 1-38.

*Blattman, C., S. Dearcon and S. Franklin (2022) “Impacts of Industrial and Entrepreneurial Jobs on Youth: 5-year Experimental Evidence on Factory Job Offers and Cash Grants in Ethiopia”, *Journal of Development Economics* (156).

*Bandiera, O., R. Burgess, N. Das, S. Gulesci, I. Rasul and M. Sulaiman (2017), “Labor Markets and Poverty in Village Economies”, *Quarterly Journal of Economics*, 132: 811-870.

*Blattman, C., N. Fiala and S. Martinez (2014) “Generating Skilled Self-Employment in Developing Countries: Experimental Evidence from Uganda”, *Quarterly Journal of Economics*, 129: 697–752.

*Blattman, C., N. Fiala and S. Martinez (2019) “The Long-Term Impacts of Grants on Poverty: 9-Year Evidence from Uganda’s Youth Opportunities Program”, *American Economic Review: Insights*, forthcoming.

Blattman, C., E. Green J. Jamison, M. C. Lehmann, and J Annan (2016) “The Returns to Microenterprise Support among the Ultrapoor: A Field Experiment in Postwar Uganda”, *American Economic Journal: Applied Economics*, 8: 35–64.

Banarjee, A., E. Duflo, N. Goldberg, D. Karlan, R. Osei, E. Pariente, J. Shapiro, B. Thuysbaert, C. Udry (2015) “A Multifaceted Program Causes Lasting Progress for the Very Poor: Evidence from Six Countries”, *Science* 348: 772-790.

Haushofer, J, and J Shapiro (2016) “The Short-term Impact of Unconditional Cash Transfers to the Poor: Experimental Evidence from Kenya”, *Quarterly Journal of Economics*, 131: 1973-2042.

Brudevold-Newman, A., M. Honorati, P. Jakiela and O. Ozier (2017) “A Firm of One’s Own: Experimental Evidence on Credit Constraints and Occupational Choice”, World Bank Policy Research Working Paper 7977.

2. Firms, the Organization of Production, and Productivity

a. Returns to Capital, Credit and Technology

*Udry, C., and S. Anagol (2006) "The Return to Capital in Ghana" *American Economic Review* 96 (2): 388–93.

*de Mel, S., D. McKenzie and C. Woodruff (2008) "Returns to Capital in Microenterprises: Evidence from a Field Experiment", *Quarterly Journal of Economics*, 123(4): 1329-72.

de Mel, S., D. McKenzie and C. Woodruff (2009) "Are Women More Credit Constrained? Experimental Evidence on Gender and Microenterprise Returns", *American Economic Journal: Applied Economics*, 1:1-32.

de Mel, S., D. McKenzie and C. Woodruff (2011) "Getting Credit to High Return Microentrepreneurs: The Results of an Information Intervention", *World Bank Economic Review*, 25(3): 456-85.

Fafchamps, M., D. McKenzie, S. Quinn and C. Woodruff (2014) "Microenterprise Growth and the Fly-paper Effect: Evidence from a Randomized Experiment in Ghana", *Journal of Development Economics*, 106: 211-226.

McKenzie, D. (2017) "Identifying and Spurring High-Growth Entrepreneurship: Experimental Evidence from a Business Plan Competition", *American Economic Review*, 107: 2278-2307.

*Banerjee, A. V., and E. Duflo (2014) "Do Firms Want to Borrow More? Testing Credit Constraints Using a Directed Lending Program." *Review of Economic Studies* 81: 572–607.

Khwaya, A. and A. Mian (2008) "Tracing the Impact of Bank Liquidity Shocks: Evidence from an Emerging Market", *American Economic Review*, 98: 1413-1442.

Burgess, R. and R. Pande (2005) "Do Rural Banks Matter? Evidence from the Indian Social Banking Experiment", *American Economic Review*, 95: 780-795.

Bruhn, M., and D. McKenzie (2017) "Can Grants to Consortia Spur Innovation and Science-Industry Collaboration? Regression-Discontinuity Evidence from Poland", *World Bank Economic Review*, forthcoming.

*Hjort, J., and J. Poulsen (2018) "The Arrival of Fast Internet and Employment in Africa", *American Economic Review*, vol. 109, no. 3, 1032-1079.

Bari, F., K. Malik, M. Meki and S. Quinn (2021) "Asset-based microfinance for microenterprises: Evidence from Pakistan", mimeo

Banerjee, A., E. Breza, E. Duflo, C. Kinnan (2021) "Can microfinance unlock a poverty trap for some entrepreneurs?", mimeo Tufts.

Breza, E. and C. Kinnan (2021) "Measuring the Equilibrium Impacts of Credit: Evidence from the Indian Microfinance Crisis", *Quarterly Journal of Economics*, forthcoming

*Hussam, R., N. Rigol, and B. N. Roth (2022) "Targeting High Ability Entrepreneurs Using Community Information: Mechanism Design in the Field." *American Economic Review* 112, no. 3 (March 2022): 861–898.

*Rigol, Natalia, and Benjamin N. Roth (2021) "Loan Officers Impede Graduation from Microfinance: Strategic Disclosure in a Large Microfinance Institution." NBER Working Paper Series, No. 29427, October 2021.

b. Returns to labor, investment in training, and hiring practices

Acemoglu, D. and S. Pischke (1998) "Why Do Firms Train Workers? Theory and Evidence", *Quarterly Journal of Economics* 113: 79-119.

Acemoglu, D. and S. Pischke (1999) "The Structure of Wages and Investment in General Training", *Journal of Political Economy* 107: 539-572.

Adhvaryu, A., N. Kala and A. Nyshadham (2022) "The Skills to Pay the Bills: Returns to On-the-job Soft Skills Training", *Journal of Political Economy*, forthcoming.

*de Mel, S., D. McKenzie and C. Woodruff (2019) "Labor Drops: Experimental Evidence on the Return to Additional Labor in Microenterprises", *American Economic Journal: Applied Economics* 11, no. 1: 202-35.

de Mel, S., D. McKenzie and C. Woodruff (2010) "Wage Subsidies for Microenterprises with S. de Mel and C. Woodruff, *American Economic Review Papers and Proceedings*, 100: 614-18.

Assaf, M., A. P. Cusolito and D. McKenzie (2016) "The Demand for, and Impact of, Youth Internships: Evidence from a Randomized Experiment in Yemen" *IZA Journal of Labor and Development*, 5:1.

McCasland, J. and M. Hardy (2022) "Are Small Firms Labor Constrained? Experimental Evidence from Ghana", *American Economic Journal: Applied Economics*, forthcoming.

Brown, G. M. Hardy, Isaac Mbiti, Jamie McCasland, and Isabelle Salcher (2022) "Can financial incentives to firms improve apprentice training? Experimental evidence from Ghana," mimeo UBC.

Hsieh, C., T., and B. A. Olken (2014) "The Missing "Missing Middle"", *Journal of Economic Perspectives*, 28: 89-108.

Heath, R. (2018) "Why do Firms Hire Using Referrals? Evidence from Bangladeshi Garment Factories", *Journal of Political Economy*, 126(4), pp.1691-1746.

Beaman, L. and J. Magruder (2012) "Who Gets the Job Referral? Evidence from a Social Networks Experiment" *American Economic Review*, 102: 3574-3593.

Beaman, L., J. Magruder and N. Keleher (2018) "Do Job Networks Disadvantage Women? Evidence from a Recruitment Experiment in Malawi", *Journal of Labor Economics*, 36(1), pp.121-157.

c. Demand, the organization of production, and market integration

Bloom, N., R. Sadun and J. Van Reenen (2012) "The Organization of Firms Across Countries", *Quarterly Journal of Economics*, 127: 1663-1705.

*Bassi, V., R. Muoio, T. Porzio, R. Sen and E. Tugume (2022) "Achieving Scale Collectively", *Econometrica*, 90(6), 2937-2978.

*Bassi, V., J. H. Lee, A. Peter, T. Porzio and E. Tugume (2022) "Self-Employment within the Firm", mimeo USC.

Bazzi, S., A. Chari, S. Nataraj and A. D. Rothenberg (2017) "Identifying Productivity Spillovers Using the Structure of Production Networks", mimeo BU.

*Jensen, R. and N. Miller (2018) "Information, Demand and the Growth of Firms: Evidence from a Natural Experiment in India", *American Economic Review*, 108(12): 3583-3625.

*Hardy, M. and G. Kagy (2020) "It's Getting Crowded in Here: Experimental Evidence of Demand Constraints in The Gender Profit Gap", *Economic Journal*, 130:631, 2272-2290.

Hjort, J., Iyer, V. and G. de Rochembau (2020) "Informational Barriers to Market Access: Experimental Evidence from Liberian Firms", mimeo, Columbia

McKenzie, D. and A. L. Paffhausen (2018) "Small Firm Death in Developing Countries", *Review of Economics and Statistics*, 101(4): 645-57, 2019

Bloom, N., A. Mahajan, D. McKenzie, and J. Roberts (2010) "Why Do Firms in Developing Countries Have Low Productivity?" *American Economic Review*, 100, 619–23.

Hsieh, C. T and P. J. Klenow (2009) "Misallocation and Manufacturing TFP in China and India", *The Quarterly Journal of Economics*, 124 (4), 1403-1448

Hall, R. E. and C. I. Jones (1999) "Why Do Some Countries Produce so Much More Output per Worker than Others?" *The Quarterly Journal of Economics*, 114, 83–116.

Banerjee, A., G. Fischer, D. Karlan, M. Lowe, and B. N. Roth (2022) "Does the Invisible Hand Efficiently Guide Entry and Exit? Evidence from a Vegetable Market Experiment in India." Harvard Business School Working Paper, No. 23-006, July 2022.

Bau, N., and A. Matray (2022) "Misallocation and Capital Market Integration: Evidence From India, forthcoming, *Econometrica*.

*Vitali, A. (2022) "Consumer Search and Firm Location: Theory and Evidence from the Garment Sector in Uganda", mimeo UCL.

*Bassi, V., M. E. Kahn, N. Lozano, T. Porzio and J. Sorin (2022) "Searching for Customers, Finding Pollution", mimeo USC.

*Hardy, M., S. Kim, A. Menzel, and M. Witte (2022) "Why don't small firms consolidate? Evidence from an information experiment in Ghana", mimeo NYU.

d. Managerial practices and returns to business training

Bloom, and J. Van Reenen (2007) "Measuring and Explaining Management Practices Across Firms and Countries", *Quarterly Journal of Economics*, 122: 1351-1408.

*Bloom, N., B. Eifert, A. Mahajan, D. McKenzie and J. Roberts (2013) "Does Management Matter? Evidence from India, *Quarterly Journal of Economics*, 128: 1-51.

*Bloom, N., A. Mahajan, D. McKenzie and J. Roberts (2020) "Do Management Practices Last? Evidence from India", *American Economic Journal: Applied Economics*, 12(2), 198-219.

de Mel, S., D. McKenzie and C. Woodruff (2010) "Who are the Microenterprise Owners? Evidence from Sri Lanka on Tokman v. de Soto", in *International Differences in Entrepreneurship*, J. Lerner and A. Schoar (eds.), pp.63-87.

McKenzie, D., and C. Woodruff (2014) "What Are We Learning from Business Training Evaluations around the Developing World?", *World Bank Research Observer*, 29: 48-82, 2014.

McKenzie, D., and C. Woodruff (2017) "Business Practices in Small Firms in Developing Countries", *Management Science*, 63: 2967-81.

de Mel, S., D. McKenzie and C. Woodruff (2014) "Business Training and Female Enterprise Start-up, Growth, and Dynamics: Experimental evidence from Sri Lanka", *Journal of Development Economics*, 106: 199-210.

Campos, F., M. Frese, M. Goldstein, L. Iacovone, H. Johnson, D. McKenzie and M. Mensmann (2017) "Teaching Personal Initiative Beats Traditional Training in Boosting Small Business in West Africa", *Science* 357: 1287-90.

McKenzie, D. (2017) "Can Business Owners form Accurate Counterfactuals? Eliciting Treatment and Control Beliefs about their Outcomes in the Alternative Treatment Status" *Journal of Business & Economic Statistics*, forthcoming.

McKenzie, D. and S. Puerto (2019) "Growing Markets through Business Training for Female Entrepreneurs: A Market-level Randomized Experiment in Kenya", *American Economic Journal: Applied Economics*, 13(2), 297-332.

de Mel, S., D. McKenzie and C. Woodruff (2009) "Innovative Firms or Innovative Owners? Determinants of Innovation in Micro, Small, and Medium Enterprises", World Bank Policy Research Working Paper No. 4934.

Drexler, A., G. Fischer and A. Schoar (2014) "Keeping it Simple: Financial Literacy and Rules of Thumb", *American Economic Journal: Applied Economics*, 6: 1-31.

Bruhn, M., D. Karlan, and A. Schoar (2018) "The Impact of Consulting Services on Small and Medium Enterprises: Evidence from a Randomized Trial in Mexico", *Journal of Political Economy*, 126.2: 635-687.

Brooks, W., K. Donovan and T. Johnson (2018) "Mentors or Teachers? Microenterprise Training in Kenya", *American Economic Journal: Applied Economics*, 10(4): 196-221.

*Anderson, S. and D. McKenzie (2022) "Improving Business Practices and the Boundary of the Entrepreneur: A Randomized Experiment Comparing Training, Consulting, Insourcing and Outsourcing", *Journal of Political Economy*, 130.1: 157-209.

e. Human resource management and worker productivity

Bloom, N., J. Liang, J. Roberts and Z. J. Ying (2015) "Does Working from Home Work? Evidence from a Chinese Experiment", *Quarterly Journal of Economics*, 130: 165–218.

*Atkin, D., A. Chaudry, S. Chaudry, A. Khandelwal and E. Verhoogen (2017) "Organizational Barriers to Technology Adoption: Evidence from Soccer-Ball Producers in Pakistan.", *Quarterly Journal of Economics*, 132: 1101-1164.

Adhvaryu, A., A. Nyshadham and J. Tamayo (2019) "Managerial Quality and Productivity Dynamics", *Review of Economic Studies*, forthcoming.

Adhvaryu, A., V. Bassi, A. Nyshadham and J. Tamayo (2022) "No Line Left Behind: Assortative Matching Inside the Firm", mimeo USC.

Adhvaryu, A., V. Bassi, A. Nyshadham, J. Tamayo and N. Torres (2022) "Organizational Responses to Product Cycles", mimeo USC.

Adhvaryu, A., N. Kala and A. Nyshadham (2022) "Management and Shocks to Worker Productivity", *Journal of Political Economy*, 130, no. 1 (2022): 1-47.

*Hjort, J. (2014) "Ethnic Divisions and Production in Firms", *Quarterly Journal of Economics*, 129: 1899-1946

Amodio, F., and M. A. Marrinez Carrasco (2018) "Input Allocation, Workforce Management and Productivity Spillovers: Evidence from Personnel Data", *The Review of Economic Studies*, 85(4), 1937-1970.

3. Attitudes and Beliefs Formation

La Ferrara, E., (2016) "Mass Media and Social Change: Can We Use Television to Fight Poverty?", *Journal of the European Economic Association*, 14(4), 791-827.

Chong, A. S. Duryea and E. La Ferrara (2012) "Soap Operas and Fertility: Evidence from Brazil", *American Economic Journal: Applied Economics*, 4: 1-31.

*Bassi, V. and I. Rasul (2017) "Persuasion: A Case Study of Papal Influences on Fertility-Related Beliefs and Behavior," *American Economic Journal: Applied Economics*, 9: 250–302.

Delavande, A. and B. Zafar (2018) "Information and Anti-American Attitudes", *Journal of Economic Behavior and Organization*, 149 (2018): 1-31

Callen, M., B. Ferman, S. Gulzar, A. Hasanain, and N. Yuchtman (2019) "Political Identify: Experimental Evidence on Anti-Americanism in Pakistan", *Journal of the European Economic Association*, forthcoming.

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*Di Tella, R., S. Galiani and E. Schargrodsy (2007) “The Formation of Beliefs: Evidence from the Allocation of Land Titles to Squatters”, *Quarterly Journal of Economics*, 122: 209-241.

Jensen, R. and E. Oster (2009) “The Power of TV: Cable Television and Women’s Status in India”, *Quarterly Journal of Economics*, 124: 1057-1094.

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*Fisman, R. and E. Miguel (2007) “Corruption, Norms, and Legal Enforcement: Evidence from Diplomatic Parking Tickets”, *Journal of Political Economy*, 115: 1020-1048.

*Wang, T. (2021) “Media, Pulpit, and Populist Persuasion: Evidence from Father Coughlin”, *American Economic Review*, 111(9), 3064-92.

Schedule of classes (Spring 2023)

Week 1	
Wed Jan 11	<u>VB</u> : Introduction; Foster and Rosenzweig (2008); Muralidharan, K., P. Niehaus and S. Sukhtankar (2022)
Week 2	
Wed Jan 18	<u>VB</u> : Jayachandran (2006); Kaur (2019) <u>Students</u> : Santangelo, G. (2019)
Week 3	
Wed Jan 25	<u>VB</u> : Amodio, F., P. Medina and M. Morlacco (2022); Pallais (2014) <u>Students</u> : Breza, E., S. Kaur and Y. Shamdasani (2021)
Week 4	
Wed Feb 1	<u>VB</u> : Bassi, V. and A. Nansamba (2022); Abebe, G., S. Caria, M. Fafchamps, P. Falco, S. Franklin and S. Quinn (2021) <u>Students</u> : Carranza, E. and R. Garlick and K. Orkin and N. Rankin (2022)
Week 5	
Wed Feb 8	<u>VB</u> : Alfonsi, L., O. Bandiera, V. Bassi, R. Burgess, I. Rasul, M. Sulaiman and A. Vitali (2020); Alfonsi, L., V. Bassi, I. Rasul, and E. Spadini (2022) <u>Students</u> : Alfonsi, L., M. Namubiru and S. Spaziani (2022)
Week 6	
Wed Feb 15	<u>VB</u> : Bandiera, O., V. Bassi, R. Burgess, I. Rasul, M. Sulaiman and A. Vitali (2022) <u>Students</u> : Rud, J. P. and I. Trapeznikova (2020); Abel, M., E. Carranza, K. Geronimo and M. E. Ortega (2022)

Week 7	
Wed Feb 22	<u>VB</u> : Bandiera, O., R. Burgess, N. Das, S. Gulesci, I. Rasul and M. Sulaiman (2017); Blattman, C., N. Fiala and S. Martinez (2014, 2019) <u>Students</u> : Blattman, C. and S. Dearcon (2018), Blattman, C., S. Dearcon and S. Franklin (2019)
Week 8	
Wed Mar 1	<u>VB</u> : Udry, C., and S. Anagol (2006); de Mel, S., D. McKenzie and C. Woodruff (2008) <u>Students</u> : Hussam, R., N. Rigol, and B. N. Roth (2022)
Week 9	
Wed Mar 8	<u>VB</u> : Banerjee, A. V., and E. Duflo (2014) <u>Students</u> : Rigol, N., and B. N. Roth (2021); Hjort and Poulsen (2018)
Week 10	
Wed Mar 22	<u>VB</u> : de Mel, S., D. McKenzie and C. Woodruff (2019); Jensen and Miller (2018); <u>Students</u> : Hardy, M. and G. Kagy (2020)
Week 11	
Wed Mar 29	<u>VB</u> : Bassi, V., R. Muoio, T. Porzio, R. Sen and E. Tugume (2022); Bassi, V., J. H. Lee, A. Peter, T. Porzio and E. Tugume (2022) <u>Students</u> : Hardy, M., S. Kim, A. Menzel, and M. Witte (2022)
Week 12	
Wed Apr 5	<u>VB</u> : Bassi, V., M. E. Kahn, N. Lozano, T. Porzio, J. Sorin (2022) <u>Students</u> : Vitali (2022); Bloom, N., B. Eifert, A. Mahajan, D. McKenzie and J. Roberts (2013); Bloom, N., A. Mahajan, D. McKenzie and J. Roberts (2020)
Week 13	
Wed Apr 12	<u>VB</u> : Atkin, D., A. Chaudry, S. Chaudry, A. Khandelwal and E. Verhoogen <u>Students</u> : Anderson, S. and McKenzie, D. (2022); Hjort (2014)
Week 14	
Wed Apr 19	<u>VB</u> : Bassi, V. and I. Rasul (2017); Fisman, R. and E. Miguel (2007) <u>Students</u> : Wang, T. (2021)
Week 15	
Wed Apr 26	<u>Students</u> : Presentation of research proposals

Statement on Academic Conduct and Support Systems

Academic Conduct:

Plagiarism – presenting someone else’s ideas as your own, either verbatim or recast in your own words – is a serious academic offense with serious consequences. Please familiarize yourself with the discussion of plagiarism in *SCampus* in Part B, Section 11, “Behavior Violating University Standards” policy.usc.edu/scampus-part-b. Other forms of academic dishonesty are equally

unacceptable. See additional information in *SCampus* and university policies on scientific misconduct, <http://policy.usc.edu/scientific-misconduct>.

Support Systems:

Student Counseling Services (SCS) – (213) 740-7711 – 24/7 on call

Free and confidential mental health treatment for students, including short-term psychotherapy, group counseling, stress fitness workshops, and crisis intervention. engemannshc.usc.edu/counseling

National Suicide Prevention Lifeline – 1 (800) 273-8255

Provides free and confidential emotional support to people in suicidal crisis or emotional distress 24 hours a day, 7 days a week. www.suicidepreventionlifeline.org

Relationship and Sexual Violence Prevention Services (RSVP) – (213) 740-4900 – 24/7 on call

Free and confidential therapy services, workshops, and training for situations related to gender-based harm. engemannshc.usc.edu/rsvp

Sexual Assault Resource Center

For more information about how to get help or help a survivor, rights, reporting options, and additional resources, visit the website: sarc.usc.edu

Office of Equity and Diversity (OED)/Title IX Compliance – (213) 740-5086

Works with faculty, staff, visitors, applicants, and students around issues of protected class. equity.usc.edu

Bias Assessment Response and Support

Incidents of bias, hate crimes and microaggressions need to be reported allowing for appropriate investigation and response. studentaffairs.usc.edu/bias-assessment-response-support

The Office of Disability Services and Programs

Provides certification for students with disabilities and helps arrange relevant accommodations. dsp.usc.edu

Student Support and Advocacy – (213) 821-4710

Assists students and families in resolving complex issues adversely affecting their success as a student EX: personal, financial, and academic. studentaffairs.usc.edu/ssa

Diversity at USC

Information on events, programs and training, the Diversity Task Force (including representatives for each school), chronology, participation, and various resources for students. diversity.usc.edu

USC Emergency Information

Provides safety and other updates, including ways in which instruction will be continued if an officially declared emergency makes travel to campus infeasible. emergency.usc.edu

USC Department of Public Safety – UPC: (213) 740-4321 – HSC: (323) 442-1000 – 24-hour emergency or to report a crime.
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