

## SAROJINI R. HIRSHLEIFER

### CONTACT INFORMATION

---

website: <https://profiles.ucr.edu/sarojini.hirshleifer>  
email: [sarojini.hirshleifer@ucr.edu](mailto:sarojini.hirshleifer@ucr.edu)

### DEPARTMENT ADDRESS

Department of Economics  
4128 Sproul Hall  
900 University Ave.  
Riverside, CA 92521

### ACADEMIC POSITIONS AND AFFILIATIONS

---

2026 - Associate Professor, Department of Economics, University of California, Riverside  
2017- Invited Researcher, Jameel Poverty Action Lab (J-PAL)  
2018- Faculty Affiliate, Center for Global Action (CEGA)  
2016-26 Assistant Professor, Department of Economics, University of California, Riverside

### EDUCATION

---

Ph.D. in Economics, University of California, San Diego, 2016

B.A. with Highest Honors in Economics and Distinction in General Scholarship, University of California, Berkeley, 2004

### FIELDS

---

*Fields:* Development, Behavioral, Labor and Organizational Economics; Field Experiments  
*Research Interests:* incentives, beliefs and information, decision-making and behavioral biases, technology and social media, firm and employee productivity, human capital accumulation, environment and pollution, health

### ACADEMIC RESEARCH

---

#### PUBLICATIONS

“The spread of (mis)information: A social media experiment in Pakistan,” *Journal of Development Economics* (2026), accepted (with Mustafa Naseem, Agha Ali Raza, Arman Rezaee),

“Does signaling college-level human capital matter? An experimental study in India,” *Economic Development and Cultural Change* (2025), accepted (with Deepshikha Batheja and Opinder Kaur)

Goel, S., Bhagawati, R., Zhou, D., Mullins, J., Hirshleifer, S., and Batheja, D. “Incidence of Depression and Anxiety among Working Men and Women: Evidence from a Cross-sectional Survey in Indian Call Centers,” *PLOS Mental Health* (2025), 2(11): e0000460

“More than particulate matters: Multiple pollutants and productivity in Indian call centers,” *Journal of Environmental Economics and Management* (2025), 134 (November) 103181 (with Deepshikha Batheja and Jamie Mullins)

“Testing for Attrition Bias in Field Experiments,” *Journal of Human Resources* (2024), forthcoming (with Dalia Ghanem and Karen Ortiz-Becerra)

“Correcting Attrition Bias via Changes-in-Changes,” *Journal of Econometrics* (2024), 241(2) 105737 (with Dalia Ghanem, Désiré Kédagni, Karen Ortiz-Becerra)

Raza, A.A., Naseem, M., Qasmi, N.H., Randhawa, S., Malik, F., Taimur, B., St-Onge Ahmad, S., Hirshleifer, S., Rezaee, A., Vashistha, A. “Fostering Engagement of Underserved Communities with Credible Health Information on Social Media.” *WWW '22: Proceedings of the ACM Web Conference 2022* (2022), 3718-3727

Hirshleifer, S., McKenzie, D., Almeida, R. & Ridao-Cano, C. “The Impact of Vocational Training for the Unemployed: Experimental Evidence from Turkey,” *Economic Journal* (2016), 126 (November), 2115–2146

#### WORKING PAPERS

“Incentives for Effort or Outputs? A Field Experiment to Improve Student Performance”

“Can Incentives Change Beliefs? A field experiment in Uganda” (with JohnBosco Asiimwe, Denise Ferris, Shanthi Manian, and Ketki Sheth)

#### SELECTED WORK IN PROGRESS

“Beliefs and the Demand for Employee Training: A field experiment with small firms in Uganda” (with Isaac Ahimbisibwe, Andy Brownback and Arman Rezaee)

“How does pollution affect productivity? Mechanisms in Indian call centers” (with Deepshikha Batheja, Jamie Mullins, and Manisha Kapoor)

#### STATISTICAL SOFTWARE COMPONENTS

---

“ATTREGTEST: Stata module to implement the regression-based attrition tests proposed in Ghanem et al. (2024)” (2022), *Statistical Software Components S459125*, Boston College Department of Economics, revised 08 May 2025 (with Dalia Ghanem and Karen Ortiz-Becerra)

“ATTCIC: Stata module to implement the attrition corrections from Ghanem et al. (2024b) and comparator approaches” (2025), *Statistical Software Components S459472*, Boston College Department of Economics (with Dalia Ghanem, Désiré Kédagni, and Karen Ortiz-Becerra)

#### GRANTS

---

2024: Regents Faculty Development Award (3,000 USD)

2021: Regents Faculty Research Fellowship (4,500 USD)

2020: J-PAL Post-Primary Education Fund Grant (45,500 USD) (with Deepshikha Batheja and Opinder Kaur)

East African Social Science Translation (CEGA at UC Berkeley) Research Grant (75,000 USD) (with JohnBosco Asiimwe, Shanthi Manian and Ketki Sheth)

2018: U.S. National Institutes of Health (309,000 USD) (with Mustafa Naseem, Agha Ali Raza, and Arman Rezaee)

Private Enterprise Development in Low-income countries (CEPR at DFID) Major Grant (454,000 USD) (with Andy Brownback, Arman Rezaee and Benjamin Kachero)

Blum Initiative Faculty Research Grant (10,000 USD)

J-PAL Post-Primary Education Grant (16,000 USD) (with Andy Brownback, Arman Rezaee and Benjamin Kachero)

- 2015: Private Enterprise Development in Low-income countries (CEPR at DFID) Exploratory Grant (50,000 USD) (with Arman Rezaee and Benjamin Kachero)  
East African Social Science Translation (CEGA at UC Berkeley) Research Grant (50,000 USD) (with Arman Rezaee, Benjamin Kachero, Craig McIntosh)
- 2014: Policy Design Evaluation Lab (UC San Diego) Pilot Research Grant (10,000 USD) (with Karthik Muralidharan)  
J-PAL Post-Primary Education Grant (50,000 USD) (with Karthik Muralidharan)  
Policy Design Evaluation Lab Graduate Student Research Grant (7,000 USD)
- 2010: Spanish Impact Evaluation Fund (World Bank) Grant (200,000 USD) (with Cristobal Ridao-Cano, David McKenzie and Rita Almeida)

## PROFESSIONAL ACTIVITIES

---

### PRESENTATIONS

- 2025: USC Center for Economic and Social Research Seminar
- 2023: University of Oregon Economics Seminar; UC Irvine Economics Seminar; BREAD Conference (MIT Sloan); UC San Diego Applied Economics Alumni Conference; International Association of Applied Econometrics Conference (Norwegian Business School); NBER Summer Institute: Digital Economy and Artificial Intelligence Session; Advances in Field Experiment Conference (University of Chicago); UC San Diego Rady School of Business Seminar
- 2022: CEGA Research Retreat (UC Berkeley)
- 2019: UC Merced Economics Seminar; USC Economics Seminar; Pacific Development Conference (USC); Loyola Marymount University Economics Seminar; UC Riverside A. Gary Anderson School of Business Seminar
- 2018: Advances in Field Experiments Conference (Boston University); UC San Diego Development Economics Alumni Conference
- 2017: American Economic Association Meetings; World Bank Competitiveness Policy Evaluation Lab Workshop (Mexico City); Pacific Development Conference (UC Riverside); Entrepreneurship and Private Enterprise Development Workshop (NYU Abu Dhabi Institute)
- 2016: University of Pennsylvania, Department of Psychology (Duckworth Lab Seminar); North American Summer Meetings of the Econometric Society (University of Pennsylvania); University of British Columbia, Vancouver School of Economics Seminar; UC Davis, Agricultural and Resource Economics Seminar
- 2015: North-East Universities Development Consortium Conference; Economic Science Association Conference; All-California Labor Economics Conference (poster)
- 2014: Pacific Development Conference (UCLA Luskin)

*Discussant:* Southern California Conference in Applied Microeconomics (2024), Conference on Empirical Legal Studies (CELS) (2019); Southern California Conference in Applied Microeconomics (2018)

*Journal Referee:* *American Economic Review*, *Economic Journal*, *Journal of the European Economic Association*, *JPE Microeconomics*, *Journal of Human Resources*, *Journal of Public Economics*, *Journal of Development Economics*, *Economic Development and Cultural Change*, *Journal of Economic Behavior and Organization*, *Experimental Economics*, *European Economic Review*, *Economics of Education Review*, *World Bank Economic Review*, *Labour Economics*, *Journal of Comparative Economics*, *Journal of Development Studies*, *Journal of Development Effectiveness*, *Sage Open*

## TEACHING

---

- Policy Evaluation in Development Economics (advanced undergraduate)
- Behavioral Economics (advanced undergraduate)
- Development Economics: Markets and Organizations (PhD)

*PhD Advising:* Placement chair 2021-2024; Dissertation advising for: Deepshikha Batheja (co-chair) (2020, first placement One Health Trust, current placement Indian School of Business), Opinder Kaur (2023, SUNY Buffalo), Da Gong (2024, SUNY Geneseo), Jingyan Guo (2024, Cirque Analytics); Advancement to candidacy advising for six additional candidates

## OTHER EMPLOYMENT

---

Economist, Human Development Economics Team, Europe and Central Asia Division, *January 2009 – July 2010*, World Bank, Washington DC

Research Manager, ideas42 at Harvard University, Denpasar, Indonesia, *December 2007 – December 2008*

Research Coordinator, Innovations for Poverty Action, Cotonou, Benin and New Haven, CT, *August 2006 – November 2007*

Research Analyst, *World Development Report 2007* Team, Development Research Group, World Bank, Washington, DC, *August 2005 – July 2006*

Research Assistant, Financial Economics Team, Development Research Group, World Bank, Washington, DC, *September 2004 – July 2005*

## POLICY REPORTS

---

*Bulgaria: Household Welfare during the 2010 Recession and Recovery* (with team led by Emil Daniel Tesliuc and Boyan Zahariev) World Bank, 2012

*Skills, Not Just Diplomas: Managing Education for Results in Eastern Europe and Central Asia* (contributor, lead authors: Lars Sondergaard and Mamta Murthi), World Bank, 2012

*The Jobs Crisis: Household and Government Responses to the Great Recession in Europe and Central Asia*, (with core team led by Mohemad Ihsan Ajwad) World Bank, 2011

*World Development Report 2007: Development and the Next Generation* (with team led by Emmanuel Jimenez), World Bank, 2006.