Luisa Cefalà

Contact Information	Department of Economics, Evans Hall #3880 Berkeley, CA	luisa.cefala@gmail.com

Employment

Haas School of Business, UC Berkeley, Berkeley, CA   2023 – 2025

     Post-Doctoral Fellow at The Initiative in Behavioral Economics and Finance, supervised by Ulrike Malmendier

Education

UC Berkeley, Berkeley, CA   2017 – 2023

     Ph.D. in Economics
     Advisors: Supreet Kaur (Co-chair), Edward Miguel (Co-chair),
     Stefano Della Vigna, Dmitry Taubinsky

Bocconi University, Milan, Italy   2010 – 2015

     B.Sc. and M.Sc., Economics and Social Sciences, **110/110 cum laude**

Research Fields   Development Economics, Behavioral Economics, Labor Economics

Working Papers

"Appropriability of the Returns to Training as a Barrier to Technology Adoption: Evidence from Burundi"
     In collaboration with the NGO One Acre Fund, we study how failure to appropriate the returns to training laborers in modern agricultural technologies affect training provision in equilibrium, and its consequences on technology adoption.
     with P. Naso, M. Ndayikeza, and N. Swanson

Research in Progress

"Knowledge hoarding and technology adoption"
     with F. Irakoze, P. Naso, and N. Swanson

"Habit formation and labor supply"
     Harnessing the predictions of a habit formation model, we test whether time-limited financial incentives can lead to persistent increases in labor supply among urban daily laborers, how norms around work evolves, and how shocks affect habit decay.
     with S. Kaur, H. Schofield, and Y. Shamdasani

"The effects of short-term liquidity availability: evidence from the Earned Wage Access technology"
     Partnering with a FinTech app, we ask what happens when low-wage earners can access liquidity in the form of advances from their salary before pay-day, and we develop and estimate a structural model to quantify the channels.
     with E. Koepke, and N. Swanson

"Self-image concerns, memory bias, and over-optimism over labor supply decisions"
     If workers selectively recall their past job search to maintain a positive view of self, what is the effect on labor supply of correcting their memory? What are the welfare consequences of holding incorrected beliefs?

Honors and Awards

NBER Pre-Doctoral Fellowship on Behavioral Macroeconomics	2021 – 2023
VisitINPS Fellowship winner (access to the Italian private sector universe of matched employer-employee data)	2021 –
UC Berkeley Full Scholarship	2017 – 2022
Kellogg School of Management Pre-Doctoral Fellowship	2016 – 2017
Research Fellowship at Bocconi University	2013 – 2015

GRANTS	2024	Weiss Family Fund ($48,000), PEDL Grant ($29,0000)
	2022	Weiss Family Fund ($45,000), J-Pal ATAI scoping grant ($8,000).
	2021	SurveyCTO Graduate Research Grant (5,000), Berkeley Economics Gender Grant Initative ($10,000), IRLE seed grant ($6,000), India CCI ($7,500)
		As Junior Co-PI: STEG Small Research Grant ($35,000).
	2020	J-Pal Work of the Future Initiative Seed Grant ($5,000), J-Pal JOI ($9,000), PEP Seed Grant ($9,000), CEGA Spring Economic Challenge ($7,000), CEGA EASST Competition ($55,000),
		As Junior Co-PI: Weiss Family Fund ($75,000), J-Pal Covid Off-cycle proposal ($35,000), J-Pal Jobs and Opportunities Initiative ($132,000)
	2019	CEGA Spring Economic Challenge ($4,000), Weiss Fund Exploratory Grant ($6,000)
	2018	CEGA Fall Economic Challenge ($10,000)

TEACHING

UC Berkeley Department of Economics

Applied Econometrics with D. Card (Honors class)	2020
Microeconomics ($\times 2$) with S. Bianchi Y. Tang (Honors class)	2018, 2019

RESEARCH ASSISTANCE

UC Berkeley, Department of Economics
Professor R. Perez-Truglia (2020-2021), Professor N. Tsivanidis (2020), Professors David Card and S. Della Vigna (2018-2019)

Field RA, Chennai (India)
Professor H. Schofield (Summer 2018)

Kellogg School of Business
Professors P. Giuliano and P. Sapienza (2016-2017)

Bocconi University, Department of Economics
Professors J. Adda and A. Trigari (2015-2016)

PRESENTATIONS	2024	UC Berkeley Psychology and Economic Lunch
	2023	PacDev, AFE
	2022	NEUDC Yale University, CEGA African Evidence Summit, UC Berkeley Labor Lunch, UC Berkeley Development Lunch ($\times 2$)
	2020	UC Berkeley Development Lunch, Psychology and Economics of Poverty reading group ($\times 2$)

SERVICES TO THE PROFESSION

Referee:	Journal of Public Economics
Grant : Reviewer	BRAC WEE-DiFine initiative, BEE Seed Grants SurveyCTO Primary Data Collection Research Grant,
Mentoring:	Co-trainer for the CEGA-EASST Catalyst Training on Impact Evaluation at the University of Burundi, year-long CEGA Fellow mentorship

SKILLS

Softwares:	R, Stata, Python; some use of: Unix shell scripts, Matlab
Languages:	Italian, English, French