
Sheheryar Banuri

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The World Bank
Development Research Group
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Education:

Ph. D. in Political Economy and Public Policy – *University of Texas at Dallas* (2011)
M.Sc. in Applied Economics – *University of Texas at Dallas* (2008)
B. Sc. in Economics and Finance (Cum Laude) – *University of Texas at Dallas* (2005)

Research Interests:

Public Policy, Development Economics, Experimental Methods, Behavioral Political Economy, Public Sector Economics

Employment:

World Bank – Development Economics Research Group – *Economist* (2013 – Current)
World Bank – World Development Report Behavioral Science Lab – *Director* (2013 – Current)
World Bank – Development Economics Research Group – *Post Doctoral Scholar* (2011 – 2013)
University of Texas at Dallas – School of Economic, Political, and Policy Sciences – *Teaching and Research Assistant* (2006 – 2011)
AT&T – Advanced Solutions Incorporated – *Project Manager* (1999 – 2006)

Publications:

Banuri, Sheheryar, and Catherine C. Eckel. (2012) “Experiments in Culture and Corruption: A Review,” in Danila Serra and Leonard Wantchekon (eds.) *New Advances in Experimental Research on Corruption*, Research in Experimental Economics volume 15, Emerald Group Publishing.
Lucas, Pablo, Angela M. de Oliveira, and Sheheryar Banuri. (2014) “The Effects of Group Composition and Social Preference Heterogeneity in a Public Goods Game: An Agent-Based Simulation” *Journal of Artificial Societies and Social Simulation*, *Forthcoming*.

Working Papers:

Banuri, Sheheryar, and Catherine C. Eckel. (2012) “Cracking Down on Bribery.” *Revise and Resubmit, Social Choice and Welfare*.
Abbink, Klaus, Sheheryar Banuri, Dipak Gupta, and Kjell Hausman. (2014) “Al-Qaida in a Bar: Composition and Evolution of Terrorist Organizations.” *Revise and Resubmit, Public Choice*.
Banuri, Sheheryar, and Catherine C. Eckel. (2012) “On the Effects of Culture on Punishment of Bribery: US vs. Pakistan.” *Under review*.
Banuri, Sheheryar, Catherine C. Eckel, and Rick K. Wilson. (2012) “Deconstructing Nepotism.” *Under review*.
Banuri, Sheheryar and Philip E. Keefer. (2012) “Intrinsic Motivation, Effort, and the Call to Public Service.” *Under review*.

Work in Progress:

Eckel, Catherine C., Angela M. de Oliveira, and Sheheryar Banuri. “The Care Game.”
Keefer, Philip E., and Sheheryar Banuri. “The Importance of Mission on Effort among Bureaucrats.”
Banuri, Sheheryar, and Philip E. Keefer. “On the Responsiveness to Pay Reforms in the Indonesian Public Sector.”
Kline, Reuben, Sheheryar Banuri, and Catherine C. Eckel. “Punishment and the Dynamics of Reciprocity in an Experimental Bribery Game.”
Eckel, Catherine, Angela M. de Oliveira, and Sheheryar Banuri. “Motivated Agents.”

Grants and Awards:

- “How do we Motivate Public Sector Workers in Developing Countries?” (with P. Keefer and H. Nguyen) – Knowledge for Change Program (KCP II) – \$150,000 – (2013)
- “Using Laboratory Experiments to Estimate the Effects of Public Sector Pay Reform on Bureaucratic Effort,” (with P. Keefer) – World Bank Research Support Budget – \$65,020 – (2012)
- “It’s Not (Just) About the Money,” (with C. Eckel and A. de Oliveira) – National Science Foundation (NSF SES-1062055) – \$227,433 – (2010)
- “Al-Qaida in a Bar: Composition and Evolution of Terrorist Organizations,” (with K. Abbink, D. Gupta, K. Hausman, and M. Labastida) – UTDallas Small Grant (NSF-funded project) – \$5,000 – (2010)
- “Experimental Analyses of Corruption: Bribery, Nepotism, and Patronage,” (with C. Eckel) – National Science Foundation Dissertation Improvement Grant (NSF SES-0921884) – \$12,000 – (2009)
- Vibhooti Shukla Fellowship – University of Texas at Dallas – \$54,000 – (2008)

Teaching Interests:

Research Methods; Applied Econometrics; Public Policy Analysis; Development Economics; Public Sector Economics; Economics for Public Policy; Microeconomics; Governance and Politics; International Political Economy

Teaching Experience:

- Instructor – Classroom Experiments Workshop – University of Indonesia, Jakarta, Indonesia (2013)
- Instructor – Research Methods Workshop – The State College of Accountancy, Jakarta, Indonesia (2013)
- Co-Instructor, ECON 4V99 – Independent Study in Experimental Economics – University of Texas at Dallas (2010)
- Instructor (sole responsibility), ECON 4334 – Experimental Economics – University of Texas at Dallas (2009)
- Teaching Assistant – International Negotiations; Experimental Economics; Class, Status, and Power; Gender and Politics; Techniques for Economic Research; Labor Economics – University of Texas at Dallas (2006 - 2009)

Conference Presentations:

- “Intrinsic Motivation, Effort, and the Call to Public Service.”
NYU CESS Experimental Political Science Conference, New York, NY (2014)
Spelman-UCSD Experimental Methods Conference, Curacao (2014)
Economic Science Association, San Cruz, CA (2013)
- “Pro-social Behavior Where We Least Expect It? The Selection and Socialization of Intrinsically-Motivated Government (Tax!) Officials.” *Economic Science Association*, Tucson, AZ (2012)
- “Experiments in Culture and Corruption.” *International Conference on Corruption: Causes, Consequences, and Control*, Karachi, Pakistan (2012)
- “The Care Game.” *Southern Economics Association*, Washington, DC (2011)
- “Effects of Policy Shocks on Bribery: US versus Pakistan.”
UNU-WIDER Conference on Poverty and Behavioral Economics, Helsinki, Finland (2011)
Midwest Political Science Association, Chicago, IL (2011)
Southern Economics Association, Atlanta, GA (2010)
Economic Science Association, Tucson, AZ (2010)
- “Does Nepotism Pay?”
NSF Conference on Politics Experiments: New Perspectives from the Lab, the Field, and the Classroom, Charlottesville, VA (2010)
NYU Experimental Political Science Conference, New York, NY (2010)
Southern Economics Association, San Antonio, TX (2009)
Economic Science Association, Tucson, AZ (2009)
- “Experimental Bribery in Context: Comparing the U.S. and Pakistan.”
IAREP / SABE Conference, Halifax, NS (2009)

Princeton Graduate Student Conference on Experiments in Interactive Decision Making, Princeton, NJ (2008)

Economic Science Association, Tucson, AZ (2009)

Media Coverage:

Television: Interview with NewsOne ([youtube](#)); Panel with BusinessPlus ([youtube](#))

Print/Web: Express Tribune, Phys.org

Invited Talks:

“How do we know if Civil Service Reform Works?” Research Seminar, University of Indonesia, Jakarta, Indonesia (2013)

“How do we know if Civil Service Reform Works?” Research Seminar, The State College of Accountancy, Jakarta, Indonesia (2013)

“Government Officials, Pro-Sociality, and Pay Reforms.” *Interdisciplinary Center for Economic Science (ICES) Brownbag Seminar Series*, George Mason University, Arlington, VA (2012)

“Deconstructing Nepotism.” *Workshop on Conflicts Experiments: Conflicts Inequality and Incentives*, Université de Rennes, France (2012)

“Does Nepotism Pay?” *International Business Seminar*, University of South Carolina, Columbia, SC (2012)

“The Effects of Sanctions on Bribery: US versus Pakistan.” *Economics Research Seminar*, Lahore University of Management Sciences, Lahore, Pakistan (2012)

“Research Methodology.” State College of Accountancy, Jakarta, Indonesia (2012)

“A Methodological Primer on Experimental and Behavioral Economics.”

Institute of Business Administration, Karachi, Pakistan (2010)

Shaheed Zulfikar Ali Bhutto Institute of Science and Technology (SZABIST), Karachi, Pakistan (2010)

Workshop Participation:

Collaborative Research Center Summer School on Incentives and Behavioral Economics, University of Mannheim (2010)

The International Foundation for Research in Experimental Economics (IFREE), 14th Graduate Student Workshop, Chapman University (2008)

The Summer Institute on the Empirical Implications of Theoretical Models (EITM), Washington University in St. Louis (2008)

Refereeing:

Journal of Economic Behavior and Organization, Journal of Public Economics, Journal of Socio-Economics, Journal of Economic Psychology, American Journal of Political Science, Management Research Review

Professional Memberships:

American Political Science Association, Association for Public Policy Analysis and Management, Economic Science Association, American Economic Association

REFERENCES:

Catherine C. Eckel

Sara and John Lindsey Professor
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Texas A&M University
4228 TAMU
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Rick K. Wilson

Herbert S. Autrey Chair of Political Science
Department of Political Science
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Rachel T.A. Croson

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