

## **Karla Hoff**

### ***EDUCATION***

Ph.D., Princeton University, Economics, 1989

M.A., Fletcher School of Law and Diplomacy, Tufts University, 1978

B.A., Wellesley College, 1974

### ***HONORS AND AFFILIATIONS***

Research Scholar, University of Pennsylvania, Fall 2012 [advisor; remained at World Bank]

Citation of Excellence, Top 50 Papers, Emerald Management Review 2009 for “Exiting a Lawless State” in the *Economic Journal* 2008

Excellence in Refereeing Award, *American Economic Review*, 2009

*Member:* MacArthur Foundation Research Network on Inequality and Economic Performance, 1996-2006

*Member:* Review board for the MacArthur Foundation Empowerment Zone Research Project, 1995-96  
Princeton University Research Scholar, Fall 2008

*Member:* Stanford Institute for Economic Policy Research Network on the Structure and Evolution of Institutions, 2005

*Member:* Pew Charitable Trust Research Network: The Moral and Social Dimensions of Microeconomic Behavior in Low-Income Communities, 2002-2004

World Bank Spot Awards, 2002 and 2008

Reed College, Bernard Goldhammer Memorial Lecture, 2002

Excellence in Teaching Award, University of Maryland, Dept. of Economics, 1994, 1996, 1997

Visiting Scholar, London School of Economics, Fall 1991

Brookings Fellow, 1988-89

Princeton University Fellowship, 1985-89

Wellesley College Scholar, 1974

National Merit Scholarship, 1970-74

### ***POSITIONS HELD***

*Co-director, World Development Report 2015*, July 2013- July 2014.

*Senior Research Economist*, Development Research Group, World Bank, 1999 to date

*Guest Professor*, Philosophy, Politics, and Economics, U. of Pennsylvania, Spring 2012 and Spring 2013

*Visiting Lecturer*, Woodrow Wilson School, Princeton University, Spring 2009

*Adjunct Professor*, Johns Hopkins University, School of Advanced International Studies, 2001

*Visiting Assistant Professor*, Department of Economics, Princeton University, 1998-1999

*Assistant Professor*, Department of Economics, University of Maryland, 1989-1997

*International Tax Economist*, Office of Tax Analysis, U.S. Treasury Department, 1978-84

Peace Corps Volunteer, Ivory Coast, 1974-75.

## **EDITORIAL AND OTHER PROFESSIONAL ACTIVITIES**

Member, Program Committee of the 2014 International Economic Association Congress  
Editorial board, *Journal of Globalization and Development*  
World Bank Gender Board, 2011-2013  
UNICEF Academic Consultation on Social Norms and the Human Rights and Well-being of Children,  
November 2010  
Editorial board, *World Bank Economic Review*, 2000-2006, 2008-2010  
Guest Editor, *World Bank Economic Review*, 1990-1991

## **PUBLICATIONS**

### ***Edited Books***

***Poverty Traps*** (with Samuel Bowles and Steven Durlauf), Princeton University Press, 2006  
***The Economics of Rural Organization: Theory, Practice, and Policy*** (with Avishay Braverman and Joseph E. Stiglitz), Oxford University Press, 1993.

### ***Journal Articles***

1. Making Up People: The Effect of Identity on Performance in a Modernizing Society” (with Priyanka Pandey), *Journal of Development Economics* 106 (2014), 118-131. Published online 8/2013.
2. Tastes, Castes and Culture: The Influence of Society on Preferences (with Ernst Fehr), *Economic Journal*, 121 (November), 2011, F396-F412.  
Powerpoint presentation:  
<http://siteresources.worldbank.org/DEC/Resources/ParisSchofEcTastesCasteCulturedec.ppsx>
3. Caste and Punishment—The Legacy of Caste Culture in Norm Enforcement (with Mayuresh Kshetramade and Ernst Fehr), *Economic Journal*, 121(November), 2011, F449-F475.
4. Equilibrium Fictions: A Cognitive Approach to Societal Rigidity (with Joseph E. Stiglitz), *American Economic Review, Papers & Proceedings*, 100, 2010, 141-146.
5. Dysfunctional Finance: Positive Shocks and Negative Outcomes, *Journal of Globalization and Development*, 1(1) article 4, 2010 (January). <http://www.bepress.com/jgd/vol1/iss1/art4>

6. Turnover in Power as a Restraint on Investing in Influence: Evidence from the Post-Communist Transition (with Branko Milanovic and Shale Horowitz), *Economics and Politics*, 2010 (November), vol. 22 (3), 329-361.
7. Government Turnover: Concepts, Measures, and Applications (with Branko Milanovic and Shale Horowitz), *European Journal of Political Research*, March 2009.
8. Exiting a Lawless State (with Joseph E. Stiglitz), *Economic Journal* 118(531), August 2008, 1474-1497. (Citation of Excellence, Top 50 Papers, from Emerald Management Review 2009)
9. Spite and Development (with Ernst Fehr and Mayuresh Kshetramade), *American Economic Review, Papers & Proceedings* 98(2), May 2008, 494-99
10. Discrimination, Social Identity, and Durable Inequalities (with Priyanka Pandey), *American Economic Review, 96 (2) Papers & Proceedings*, May 2006, 206-211.
11. Opportunity is Not Everything: How Belief Systems and Mistrust Shape Responses to Economic Incentives (with Priyanka Pandey) *Economics of Transition* 13 (2), Special issue on *Institutions and Economic Performance*, July 2005, 445-472  
  
Reprinted in Ashwini Deshpande, ed., *Discrimination*, Oxford University Press (India), in press.
12. Homeownership, Community Interactions, and Segregation (with Arijit Sen), *American Economic Review* 95 (4), September 2005, 1167 -1189.
13. After the Big Bang? Obstacles to the Emergence of the Rule of Law in Post-Communist Societies (with Joseph E. Stiglitz), *American Economic Review* 94 (3), June 2004, 753-763  
  
Reprinted in *Economic development: The critical role of competition, law, and policy*. In Eleanor M. Fox and Abel M. Mateus, Cheltenham, Glos, UK: Edward Elgar Publishing, forthcoming.
14. Paths of Institutional Development: A View from Economic History, *World Bank Research Observer* 18(2), 2003, 2205-226.
15. Beyond Rosenstein-Rodan: The Modern Theory of Coordination Problems in Development, *Proceedings of the Annual World Bank Conference on Development Economics 2000*, Washington DC: World Bank, 2001, 145-188.

Translation in *Nanjing Business Review* 14 (2009), pp. 1-30.

16. Moneylenders and Bankers: Price-Increasing Subsidies with Monopolistic Competition, (with Joseph E. Stiglitz), *Journal of Development Economics* 55, 1998, 485-518.
17. Bayesian Learning in a Model of Infant Industries, *Journal of International Economics* 43, 1997, 409-36.
18. Market Failures and the Distribution of Wealth: A Perspective from the Economics of Information, *Politics and Society* 24, 1996, 411-432.  
  
Reprinted in *Recasting Egalitarianism: New Rules for Communities, States, and Markets*, Samuel Bowles and Herbert Gintis, Verso, 1998, ch. 16.  
  
Translated into Portuguese: *Distribuicao de Riqueza e Crescimento Economico*, Estudos Nead 2 , 2000, Brasilia, Brazil, NEAD, 61-94.
19. Non-Leaky Buckets: Optimal Redistributive Taxation and Agency Costs (with Andrew Lyon), *Journal of Public Economics* 58, 1995, 365-90.
20. The Second Theorem of the Second Best, *Journal of Public Economics* 25, 1994, 223-242
21. A Reexamination of the Neoclassical Trade Model under Uncertainty, *Journal of International Economics* 36, 1994, 1-27.
22. Land Taxes, Output Taxes, and Sharecropping: Was Henry George Right? *World Bank Economic Review* 5, 1991, 93-112
23. Imperfect Information and Rural Credit Markets: Puzzles and Policy Perspectives, with Joseph E. Stiglitz, *World Bank Economic Review* 5, 1990, 235-250.

### **Book Chapters**

24. The Kin System as a Poverty Trap? (with Arijit Sen), in *Poverty Traps*, Samuel Bowles, Steven Durlauf, and Karla Hoff (eds.), Princeton University Press, 2006, 95-115.
25. The Extended Family System and Market Interactions (with Arijit Sen), in *The Social Economics of Poverty: On Identities, Groups, Communities, and Networks*, Christopher Barrett (ed.), Routledge, 2005, 171-87.
26. The Transition Process in Post-Communist Societies: Towards a Political Economy of Property Rights (with Joseph E. Stiglitz), in Bertil Tungodden, Nicholas Stern, and Ivar Kolstad (eds.), *Toward Pro-Poor Policies - Aid, Institutions and Globalization*. World Bank and Oxford University Press, 2004, 231-245.

Translations in:

*Revue d'economie du developpement* (2003)

*Nanjing Business Review* 4 (2005), pp. 22-37, (under the title, “The Transition from Communism: A Diagrammatic Exposition of Obstacles to the Demand for the Rule of Law”)

27. Can Privatization Come Too Soon? Politics after the Big Bang in Post-Communist Societies. In *Economics for an Imperfect World*, eds. Richard Arnott, Bruce Greenward, Ravi Kanbur, and Barry Nalebuff, MIT Press, 2003, 549-565
28. Modern Economic Theory and Development, with Joseph. E. Stiglitz, in *Frontiers of Development Economics*, Gerald Meier and J.E. Stiglitz (eds), Oxford University Press, 2001, 389-459.

### ***Encyclopedia Articles***

29. “Joseph E. Stiglitz,” in *New Palgrave Encyclopedia*, 2<sup>nd</sup> ed. Stephen N. Durlauf and Larry E. Blume (eds.), Palgrave Macmillan, 2008.
30. “Second and Third Best Theories,” in *Reader's Guide to the Social Sciences*, London: Fitzroy Dearborn, 2001.
31. “Joseph E. Stiglitz,” *International Encyclopedia of Business and Management* , 2<sup>nd</sup> edition, Malcolm Warner (ed.), London: Berkshire House, 2001, 6041-6054.

### ***Published Comments***

32. Equilibrium fictions, societal rigidity, and affirmative action, (*VoxEU* blog, April 24, 2012) <http://www.voxeu.org/index.php?q=node/7906>
33. Fairness in Modern Society, *Science*, 327 (no. 5972), pp. 1467-68, March 19, 2010 (invited comment on Henrich *et al.* “Markets, religion, community size and the evolution of fairness and punishment,” *Science*, same date).
34. Political Alternation, Regardless of Ideology, Diminishes Influence Buying: Lessons from Transitions in Former Communist States (with Shale Horowitz and Branko Milanovic), *Policy Outlook*, Carnegie Endowment for International Peace, January 2005, 1-6.
35. Comment on Sendhil Mullainathan, “Development Economics through the Lens of Psychology,” *Annual World Bank Conference on Development Economics 2005*, Washington DC: World Bank, 2005, 79-86.

36. Comment on Abhijit Banerjee, "Land Reforms: Prospects and Strategies," *Annual World Bank Conference on Development Economics 1999*, Washington DC: World Bank, 2000, 275-284.
37. Comment on Ravi Kanbur and Nora Lustig, "Why Is Inequality Back on the Agenda," *Annual World Bank Conference on Development Economics 1999*, Washington DC: World Bank, 2000, 307-13.
38. Comment on Timothy Besley, "Political Economy of Targeting: Theory and Institutions," *Annual World Bank Conference on Development Economics 1996*, Washington DC: World Bank, 1997, 135-140.

### **Book Reviews**

39. Book review of Kaushik Basu, *Beyond the Invisible Hand: Groundwork for a New Economics* (Princeton University Press, 2011). In *Journal of Economic Literature*, 49(4) December 2011.
40. Book review of Gareth Austin and Kaoru Sugihara (eds.), *Local Suppliers of Credit in the Third World, 1750-1960* (St. Martin's Press). In *Journal of Development Economics*, 1996, 403-407.
41. Book review of Anne Krueger, *Political Economy of Policy Reform in Developing Countries* (MIT Press). In *Journal of Economic Literature*, 1994, 78-79.
42. Book review of Douglass C. North, *Institutions, Institutional Change, and Economic Performance* (Cambridge University Press). In *Kyklos*, 1992, 582-585.
43. Book review of Jean-Jacques Laffont, *The Economics of Uncertainty and Information* (MIT Press) and Louis Phlips, *The Economics of Imperfect Information* (Cambridge University Press). In *Managerial and Decision Economics*, 1991, 411-413.
44. Introduction: Agricultural Taxation and Land Rights Systems, *World Bank Economic Review* 5, 1991, 85-92.

### **UNPUBLISHED WORK AND WORK IN PROGRESS**

45. Insult versus accident: Caste culture and efficient coordination (with Priyanka Pandey and Benjamin Brooks), April 2013, manuscript.
46. Epistemic discrimination (with Tauhidur Rahman and Vijayendra Rao), work in progress.

47. The power of example (with Joseph E. Stiglitz). Work in progress.
48. Group deliberation from the perspective of behavioral economics, 2011.  
Prepared for Patrick Heller and Vijayendra Rao, eds., *Deliberation for Development*.
49. What can development economists explain by taking into account people's perceptions of fairness? Background paper for the *World Development Report 2006*.
50. Institutional inertia in local government: Evidence from an Indian village, (with Priyanka Pandey and Monica Das Gupta), 2005.

### **Conferences, symposia, and panels organized**

- Organizer: Program on Behavioral Economics for the Africa Region, World Bank, Nov. 2012
- Co-organizer with Ernst Fehr: Symposium on Endogenous Preferences for the *Economic Journal*, 2011.
- Organizer: Panel on Development, Culture, and Institutions, AEA Annual Meetings, Jan. 2010
- Organizer: Conference on Political Economy of Transition Countries, CERGE (Prague), Sept. 2004
- Co-organizer with A. Braverman and J.E. Stiglitz: Conference on the Economics of Rural Organization, World Bank (in Annapolis, Md.), July 1989

### ***Research Presentations at Conferences and Seminars, 2005-date***

International Economic Association, Jordan, June 2014.

Experimental Methods in Policy, Curacao, Feb. 2014

Advanced Graduate Workshop on Development and Globalization, Bangalore, January 2014.

Conference on Learning by Doing in Livelihoods Projects—Lessons from South Asia, World Bank, June 2013.

Conference of the Association for the Study of Religion, Economics, and Culture, Washington DC, April 2013.

University of Zurich and UNICEF, Conference on Social Norms and Economic Development, March 2012.

Canadian Institute for Advanced Research, Successful Societies Research Network, Toronto, Feb. 2013

World Bank Workshop on Social Exclusion, Jan. 2013

Behavioral Development Economics Conference, World Bank, Nov. 2012

University of Memphis, February 2012

University of Warwick, November 2011

Paris School of Economics, November 2011

Center for Global Justice, University of California-San Diego, November 2011

George Mason University, Center for Social Complexity, October 2011

Delhi School of Economics, September 2011  
 UNU-WIDER Conference on Poverty and Behavioural Economics (a keynote paper), Helsinki, Finland,  
 September 2011  
 New Economic School, Moscow, June 2011  
 International College of Economics and Finance (ICEF), The State University  
 Higher School of Economics, Moscow, June 2011  
 University of Pittsburgh/Carnegie-Mellon joint seminar, April 2011  
 Yale University, April 2011  
 UNICEF Academic Consultation on Social Norms and the Human Rights and Well-being of Children,  
 November 2010  
 World Bank-Delhi, August 2010  
 University of California-Santa Barbara, May 2010  
 University of California-Berkeley (Department of Sociology), May 2010  
 University of California-San Diego, May 2010  
 Indiana University, April 2010  
 World Bank, Poverty and Applied Micro Seminar , March 2010  
 Brown University, March 2010  
 American Economic Association Annual Meetings, Atlanta, January 2010  
 Trento Festival of Economics, Trento, Italy, May 2009  
 World Bank, Poverty and Applied Micro Seminar , May 2009  
 Princeton University, Economics Department, April 2009  
 Institute for Advanced Studies (Princeton), Social Norms and Cooperation Seminar, December 2008  
 Princeton University, Political Science Department, December 2008  
 University of Arizona, October 2008  
 Indian Statistical Institute, Delhi, July 2008  
 Delhi School of Economics, July 2008  
 University of Zurich, April 2008  
 Ohio State University, April 2008  
 American Economic Association, January 2008  
     Panel on Psychology and Development: Theory and Experimental Evidence  
     Panel on Economics and Social Identity  
 Georgetown University Law Center, Law and Economics Workshop, October 2007  
 Joint World Bank-IMF seminar, September 2007  
 University of Manchester, July 2007  
 Conference on “Measuring Preferences in a Social Context,” University of Texas at Dallas, May 2007  
 Economists’ Forum 2007, World Bank, April 2007  
 University of Maryland, School of Public Policy, March 2007  
 George Washington University, March 2007  
 Cornell University, November 2006  
 World Bank, Poverty and Applied Micro Seminar , November 2006  
 MacArthur Research Network on the Effects of Inequality, MIT, October 2006.  
 University of Manchester, August 2006.  
 American Economic Association Annual Meetings, Panels on: Economic Consequences of Social Identity,  
 and Experiments in Developing Countries, January 2006  
 Stanford University, Center on Democracy, Development, and the Rule of Law, November 2005.  
 Tufts University, November 2005.  
 APSA, Poster Session, September 2005



InterAmerican Development Bank, June 2005  
Columbia University, April 2005  
Cornell-Pew conference on “Empirical work on identities, communities and networks,” March 2005  
MacArthur Foundation Norms and Preferences Working Group, U. of Pennsylvania, Jan. 2005

***Unpublished discussions, 2005-date***

Abigail Barr, Frederick Mungisha, Pieter Serneels, Andrew Zeitlin, 'Community-based monitoring of schools. Evidence from Uganda.', AEA Annual Meeting, Philadelphia, January 2014.

Raj M. Desai, Shareen Joshi 'Can the poor be organized? Evidence from rural India.' AEA Annual Meeting, Philadelphia, January 2014.

Jonathan Haidt, “The influence of moral psychology on policy making in polarized societies,” World Bank, September 2014.

Mukesh Eswaran, “A gender-based theory of the origin of the caste system of India,” at the Conference of the Association for the Study of Religion, Economics, and Culture, Washington DC, April 2013.

Herbert Gintis, *The Bounds of Reason: Game Theory and the Unification of the Behavioral Sciences*, World Bank PREM Seminar , April 2010.

Discussant for book launch - SDN and PRMGE Event: *On Norms and Agency: Conversations about Gender Equality in 20 Countries*, January 2013

Daron Acemoglu and James Robinson, *Why Nations Fail: The Origins of Power, Prosperity, and Poverty*, Cato Institute, April 4, 2012  
<http://www.cato.org/multimedia/events/why-nations-fail-origins-power-prosperity-poverty>

Gerry Mackie, “Travelling to the Village of Knowledge,” Conference on Deliberation for Development: New Directions, World Bank, November 2010

Conference on History and Development, University of Manchester, April 2008

AEA Panel on “Design and reform of institutions in LDCs and transition economies,” with papers contributed by W. Easterly, D. Rodrik, and A. Greif, Annual Meetings of the American Economic Association, January 2008.

Daniel Benjamin, James Choi and Joshua Strickland, "Social Identity and Preferences," NBER Macroeconomics and Individual Decision Making Conference, November 2007.

Gregory Clark, *A Farewell to Alms: A Brief Economic History of the Western World*, Princeton University Press, Book launch at the InfoShop, October 2007.

Serguey Braguinsky, “The rise and fall of post-communist oligarchs: Legitimate and illegitimate children of Praetorian Communism,” World Bank Conference on Microeconomics of Growth, June 2007.

Joana Naritomi, Juliano Assuncao, and Rodrigo Soares, “Rent Seeking and the Unveiling of ‘De Facto’ Institutions: Development and Colonial Heritage within Brazil,” Center for Global Development, Washington DC, April 2007.

Iris Bohnet and Richard Zechkauser, “The Impact of Social Preferences on Trust,” Annual Meetings of the American Economic Association, Jan. 2006.

Mark Granovetter, “The Social Construction of Corruption,” World Bank Social Science and Policy Seminar, November 2005.

### ***Refereeing***

*American Economics Journals—Applied Economics, American Economic Review, American Political Science Review, Annual Bank Conference in Development Economics, Cambridge University Press, Brookings Institution, Canadian Journal of Economics, Economic Development and Cultural Change, Columbia University Press, Economic Inquiry, Economic Journal, Economica, Economics Letters, Economics of Transition, Journal of Development Economics, Journal of Development Studies, Journal of Economic Behavior and Organization, Journal of Economic Education, Journal of Economic Literature, Journal of Economic Theory, Journal of Economic Inequality, Journal of the European Economic Association, Journal of Comparative Economics, Journal of International Economics, Journal of Law, Economics, and Organization, Journal of Political Economy, Journal of Public Economics, National Science Foundation, Proceedings of the National Academy of Sciences, Oxford Economic Papers, Oxford University Press, Rand Journal, Review of Economics and Statistics, Science, Southern Economic Journal, Science, World Bank Economic Review, World Development*

## **TEACHING**

### *Graduate courses*

Economics of Development  
The Economics of Transition in Eastern Europe and the Former Soviet Union,  
The Economics of Uncertainty and Information  
Microeconomic Theory

### *Undergraduate courses:*

The Role of Cognitive Frames in Societal Rigidity and Change (Capstone Seminar at University of Pennsylvania, in the Philosophy, Politics, and Economics Department)  
Uncertainty and Information

Public Finance  
International Economics  
Principles of Microeconomics

Thesis supervisor of Adam Berry, co-winner of the Department of Economics Senior Thesis Prize, Princeton University, Class of 2009, for “*Social Welfare or Class Warfare? Anti-Discrimination Policy, the Wage Gap, and Class Division*”