

## AMEET MORJARIA

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### ACADEMIC POSITIONS

Kellogg School of Management, Northwestern University  
 2019 – Associate Professor (untentured) of Managerial Economics & Decision Sciences  
 2016 – 2019 Assistant Professor of Managerial Economics & Decision Sciences  
 2015 – 2016 Donald P. Jacobs Post-Doctoral Scholar in Managerial Economics & Decision Sciences

Harvard University  
 2014/5, 2011/2 Junior Scholar, Harvard Academy for International and Area Studies, WCFIA  
 2010 – 2012 Giorgio Ruffolo Post-doctoral Fellow in Sustainable Science, Harvard Kennedy School

### OTHER AFFILIATIONS

2019 – Research Fellow, CEPR: Development Economics, Industrial Organization and Organizational Economics Program  
 2019 – ATAI, Special Invitee  
 2018 – Affiliated Faculty, Ostrom Workshop, Indiana University  
 2017 – Affiliated Faculty, Program of African Studies, Northwestern University  
 2017 – Affiliated Faculty, Global Poverty Research Lab  
 2016 – Affiliated Faculty, Ford Center for Global Citizenship, Northwestern University  
 2016 – Research Affiliate, Bureau for Research & Economic Analysis of Development (BREAD)  
 2016 – Research Affiliate, International Growth Centre (IGC)  
 2015 – Affiliate, Center for the Study of Industrial Organization (CSIO), Northwestern University

### NON-ACADEMIC POSITIONS

2012 – 2014 Young Professionals Program, Economist, Afghanistan & Pakistan Unit, World Bank  
 2008 Strategy Consultant, Kaiser Associates, Economic Development Practice, London, UK.  
 2002 – 2003 Analyst, Fixed Income Sales & Trading, Deutsche Bank AG, London, UK  
 2001 Summer Intern, Fixed Income Structured Derivatives, Deutsche Bank AG, London, UK  
 2001 Summer Intern, Fixed Income Sales, Credit Suisse First Boston, London, UK

### HONORS, SCHOLARSHIPS AND FELLOWSHIPS

2016 Junior Scholar, Center for Advanced Study in the Behavioral Sciences, Stanford University  
 2014/5, 2011/2 Junior Academy Scholar, Harvard University  
 2010 – 2012 Giorgio Ruffolo Sustainable Science Fellow, Harvard Kennedy School  
 2006 – 2010 LSE Athletics Union Full Colors Award (4 years' service to 2nd Squash Team, Club VP)  
 2009 – 2010 C & J Modi / KR Narayan Fellowship Award  
 2007 – 2010 LSE Tutorial Fellowship Award  
 2005 – 2010 ESRC Full Scholarship for the MRes and PhD  
 2003 – 2004 CK Hobson Award for MRes  
 1999 – 2002 Reeves Foundation Award for BSc

### EDUCATION

London School of Economics & Political Science  
 2010 Ph.D. Economics [Advisors: Oriana Bandiera, Tim Besley and Robin Burgess]  
 2005 M.Res. Economics  
 2002 B.Sc. Econometrics & Mathematical Economics, *first class honors*

### FIELDS OF INTEREST

Economic Development, Organizational Economics, Political Economy

### PUBLICATIONS

[1] “The Value of Democracy: Evidence from Road Building in Kenya” (with Robin Burgess, Remi Jedwab, Edward Miguel, & Gerard Padró i Miquel), *American Economic Review*, June 2015, 105(6): 1817–1851.

[2] “The Value of Relationships: Evidence from a Supply Shock to Kenyan Flower Exporters” (with Rocco Macchiavello), *American Economic Review*, September 2015, 105(9): 2911 – 2945.

[3] “Competition and Relational Contracts in the Rwanda Coffee Chain (with Rocco Macchiavello), forthcoming at *Quarterly Journal of Economics*, November 2020

**WORKING PAPERS**

- [4] “Guns and Roses: Flower Exports and Electoral Violence in Kenya” (with Chris Ksoll and Rocco Macchiavello), revision requested by *Review of Economics and Statistics*
- [5] “Democracy and the Environment: Evidence from Kenya”, November 2019
- [6] Product Conflation & Market Design: Evidence from Ethiopia’s Commodity Exchange
- [7] Acquisitions, Management and Efficiency: Evidence from Rwanda’s Coffee Industry (with Rocco Macchiavello)
- [8] Searching for New Markets by Ethiopian Exporters (with Nemanja Antic)

**INVITED SEMINARS, WEBINARS\* & CONFERENCES**

- 2021 Penn State (seminar); New Economic School, Moscow (seminar); Higher School of Economics, Moscow (seminar); Nottingham [*including scheduled*]
- 2020 Utah Winter Organization & Political Economy Conference (presenter); Columbia University (Development seminar); Yale Kuznets Mini-Conference on Trade & Development (presenter); 6<sup>th</sup> Workshop on Relational Contracts, Moscow (presenter\*); SIOE MIT 2020 (presenter\*), Economic Development & Institutions Annual Conference, Namur (presenter\*); Firms, Markets & Development (presenter\*); Finance & Development (presenter\*) and Ownership, Governance, Management & Firm Performance – Bank of Italy (presenter\*).
- Scheduled/accepted and cancelled due to COVID-19:*  
Penn State (seminar); New Economic School, Moscow (seminar); Higher School of Economics, Moscow (seminar), ANU Markets, Contracts & Organizations Conference (presenter); Organizational Economics Summer Forum Barcelona GSE (presenter); Natural Experiments and Controlled Field Studies, Ohlstadt (presenter); LSE India Observatory/ARC Fellows Conference, New Delhi (presenter); Firms, Markets, and Development Workshop, Ortygia Business School, Siracusa (presenter) and EPED Michigan 2020 (presenter).
- 2019 NBER/AfDB Transforming Rural Africa Conference (presenter); MIT Organizational Economics (seminar); SIOE Stockholm 2019 (presenter); National University Singapore (seminar); Singapore Management University (seminar)
- 2018 Carlson School of Management, Minnesota (seminar); CASBS Reunion Stanford; MIT Organizational Economics Lunch (seminar); Entrepreneurship & Private Enterprise Development, Montreal (presenter); SIOE Montreal 2018 (presenter); Michigan (EDP seminar)
- 2017 ASSA Chicago (presenter); CIREQ Applied Economic Conference Montreal (presenter); Columbia University (Development seminar); 18th CEPR/JIE Conference on Applied Industrial Organization Jerusalem (presenter); 18th World Congress International Economic Association, Mexico City (presenter), World Bank–Stanford–MIT Empirical Management Conference (presenter); John Hopkins Carey (seminar)
- 2016 Political Economy Chicago Area Conference (presenter); IFPRI (Markets, Trade & Institutions seminar); World Bank 1<sup>st</sup> Conference on Global Value Chains Trade & Development (presenter); UC-Berkeley Haas (Oliver Williamson seminar); George Washington Economics & Political Economy of Africa Conference (presenter); Kellogg MEDS (Faculty lunch seminar); Stanford CASBS Summer Institute (presenter); NOVAFRICA Lisbon Conference on Economic Development in Africa (presenter); 2<sup>nd</sup> Workshop on Relational Contracts Madrid (presenter); MIT Sloan (Organizational Economics Lunch); Boston University (Development & International Economics seminar); Cornell (Development & Dyson School seminar); SUNY Binghamton (Economics seminar); Boston College (Applied Microeconomics seminar)
- 2015 ASSA Boston (presenter); Yale SOM (recruiting seminar); UC Davis ARE (recruiting seminar); Oxford (recruiting seminar); CEMFI-Madrid (recruiting seminar); Chicago Harris (recruiting seminar); NYU (recruiting seminar); Northwestern Kellogg MEDS (recruiting seminar); Maryland AREC (recruiting seminar); Illinois-Urbana Champagne (recruiting seminar); Notre Dame (recruiting seminar); Workshop on Firms, Industry and SME Data in India (ISI Delhi), Society for Economic Dynamics Warsaw (presenter), EDePo-IFS Improving Productivity in Developing Countries (presenter); CSIO-IDEI NU-Toulouse Conference (presenter); Chicago Booth Finance, Organizations & Markets Conference (presenter); World Bank (Poverty & Applied Microeconomics seminar); Georgetown (Development seminar)
- 2014 Working Group in African Political Economy – UCLA (presenter); DIME-CEGA Kigali Workshop on Innovations for Agriculture (presenter); ISNIE Duke (presenter); SSDEV Ascea (presenter); Junior Pre-BREAD LSE Conference (presenter); Warwick (internal seminar); Nottingham (Development economics seminar); LSE (internal seminar); Oxford (CSAE Lunch seminar); Imperial (Economics seminar); NEUDC BU (presenter); Bristol (Economics seminar); Nova SBE (Africa seminar); Wesleyan (Economics seminar); Harvard IO (work in progress seminar); Harvard Development Lunch (seminar); Harvard WCFAA-Academy (dinner talk), Harvard Government (internal seminar), HBS Faculty retreat (presenter), Econometric Society European Winter Meeting Madrid (presenter)
- < 2014 CalTech (recruiting seminar); World Bank (East Asia-Pacific Region Energy Brown Bag lunch seminar); World Bank Annual Conference (presenter); Harvard (Sustainable Science seminar x2, IO Brown Bag Lunch seminar, Development Lunch x2); NEUDC 2011 Yale (presenter); MIT Global Sustainability Working Group (seminar); WGAPE UC-SD 2011 (presenter); MIT (Political Economy Breakfast seminar); Simon Fraser (Economics seminar); NEUDC 2010 MIT (presenter); UK Public Economics Conference 2010 (Warwick); EUDN 7th PhD Workshop Oxford; EUDN 8th PhD Workshop Orebo, Sweden; Oxford CSAE 2009 Africa Conference; AMID Summer School, Namur June 2009

**DISCUSSANT**

- 2021 ASSA Session: Governance Reforms and Development [van den Boogaard & Santoro, 2020]

- 2020 ASSA Session: The Demand for the State: Evidence from Past and Present [Marchais, Sanchez de la Sierra & Wu, 2019]  
 2020 ASSA Session: [Hjort, Moreira, Rao & Santini, 2019]  
 2019 Northwestern-Toulouse, CSIO-IDEI Conference [Macchiavello & Miquel Florensa, 2018]  
 2019 NBER/AfDB Transforming Rural Africa Conference [Graff, 2019]  
 2019 ASSA Session: Linking Farms, Firms & Consumers in LDCs to GVC [Nunn & Dragusanu, 2018]  
 2018 4th Relational Contract & Dynamics Conference, University of Chicago [Furth, 2018]  
 2018 Northwestern-Toulouse, CSIO-IDEI Conference [Bordon, Fu, Gazmuri & Houde, 2018]  
 2018 Research Group in Political Institutions and Economic Policy (PIEP), Ostrom Workshop [Bernstein, 2018]  
 2017 3rd Relational Contract & Dynamics Conference, Kellogg [Michler & Wu, 2017]  
 2017 New Faces in International Economics Conference, Penn State University [Startz, 2016]  
 2017 NBER Chinese Economy Working Group Meeting [Zhao & Liu, 2017]  
 2016 NBER Organizational Economics Working Group Meeting, Winter [Hansman, Hjort, Leon & Teachout, 2016]  
 2016 NBER Organizational Economics Working Group Meeting, Spring [Bubb, Kaur & Mullainathan, 2016]  
 2016 NOVAFRICA Conference on Economic Development in Africa [Nwokolo, 2016]  
 < 2016 NEUDC Boston University (2015); NEUDC Yale (2011); NEUDC MIT (2010) [Bursztyn 2010]; IGC-NSF-AERC Agriculture Workshop, Mombasa, Kenya [Kassie, 2010]

#### INVITED PUBLIC POLICY & NON-ACADEMIC TALKS

- 2020 Uganda Economic Growth Forum: 2<sup>nd</sup> National Strategy for Private Sector Development (presenter)  
 2020 Kellogg Africa Business Club: Chinese Investment in Africa - A Reason for Joy or Concern? (panelist)  
 2019 Uganda Economic Growth Forum and National Budget Conference (presenter)  
 2019 Sustainable Coffee Development in Rwanda, Michigan State University (presenter)  
 2018 Uganda Economic Growth Forum and National Budget Conference (presenter)  
 2018 Uganda Coffee Development Authority & IGC Workshop (organizer & presenter)  
 2017 Uganda Coffee Development Authority – Board (presenter); Coffee National Steering Committee (presenter)  
 2016 High Level Workshop: Trade and Development in Rwanda, IGC-MINEACOM (panelist)  
 2016 Workshop on Trade, FDI and Regional Value Chains, IGC-MTIC Uganda (presenter)  
 2016 Kellogg Emerging Markets Conference: Africa's Natural Resources, A Blessing or Curse? (panelist)  
 2016 Trends in Emerging Markets, Mosaic Week: Celebrating Kellogg's Global Diversity (panelist)  
 2015 CAPE: Bricks and Dollars Infrastructure Conference, Overseas Development Institute, London (panelist)  
 2015 Rwanda NAEB & IGC Coffee Sector Conference (co-organizer)

#### REFEREE ACTIVITIES

American Economic Review, Econometrica, Journal of Political Economy, Quarterly Journal of Economics, Review of Economic Studies, American Economic Review – Insight, American Economic Journal: Applied Microeconomics, American Economic Journal: Economic Policy, B. E. Journal of Economic Analysis & Policy, East African Agricultural & Forestry Journal, Economica, Economic Development & Cultural Change, Economic Journal, European Economic Review, Food Policy, Journal of African Economies, Journal of African Business, Journal of Comparative Economics, Journal of Development Economics, Journal of Development Studies, Journal of Human Resources, Journal of European Economic Association, Journal of Population Economics, Journal of Public Economics, Management Science, Public Choice, Review of Economics & Statistics, Southern Economic Journal and World Development.

#### TEACHING EXPERIENCE

- 2015 – Strategic Challenges in Emerging Markets (STRT466, MBA), Kellogg  
 2018 – Topics in Development Economics: Firms (MECS 540-4, PhD), Kellogg  
 2018, 19 Young African Leadership Academy, Summer Program, Northwestern University  
 2018 – Research in Economics, Introduction to Development Economics (MECS-560-3, PhD)  
 2017 and 2018 Guest lecture, PhD Organizational Econ II: Dynamics & Productivity Differences (MECS 570-2)  
 Winter 2018 Faculty Advisor Global Initiatives in Management, Social Impact Immersion, Tanzania & Kenya  
 2017 and 2018 Guest lecture, Global Initiatives in Management – Social Impact, Kellogg  
 Fall 2017 Guest Lecture, PhD Development Economics, Economics Department, Northwestern University  
 04/2016 Guest lecture, Introduction to International Business, UC-Berkley Haas

#### POLICY EXPERIENCE

- 2017 – Uganda Coffee Development Agency  
 2019 FAO, Rome  
 2012 – National Agricultural Export Board, Rwanda  
 2015 – Ethiopia Commodity Exchange  
 2012 – 2014 World Bank: Afghanistan, Burundi, Pakistan, Bulgaria, Moldova, Macedonia and Tajikistan

#### FIELD EXPERIENCE

- 2007 – Rwanda (12 months), Ethiopia (8 months), Kenya (8 months), DR Congo, South Sudan, Uganda

#### OTHER INFORMATION

Languages: English (fluent), Swahili (native), Gujrati (native), Hindi (fluent)