

5/20/2020

TERENCE R. JOHNSON

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EDUCATION

Ph.D., M.A. Economics, University of Maryland, College Park, 2011
B.S. Economics, Mathematics, Political Science, Syracuse University, 2006

FIELDS OF SPECIALIZATION

Market/Mechanism Design, Development Economics

EMPLOYMENT AND APPOINTMENTS

University of Virginia, 2020—
ThReD Associate, 2018—
Innovations for Poverty Action, Research Associate, 2014—

University of Notre Dame, 2011—2020
University of Virginia, Visiting Scholar, Fall 2015
Northwestern University, Visiting Scholar, Spring 2015
Power Auctions, Consultant, 2008-2011
University of Maryland, College Park, Graduate Assistant, 2006-2011

PUBLICATIONS

Brooks, W. and Donovan, K., and Johnson, T.R. “Is There a Cost-Effective Means of Training Microenterprises?”, *World Bank Economic Review*, vol. 34, Feb 2020, (pp. S63–S67)
Johnson, T.R. “Synchronized matching with incomplete information”. *Econ Theory* 67, 589–616 (2019)
Brooks, W. and Donovan, K., and Johnson, T.R. “Mentors or Teachers? Microenterprise Training in Kenya”, *AEJ: Applied*, vol. 10, no. 4, October 2018 (pp. 196-221)
Johnson, T.R. “Matching Through Position Auctions”, *Journal of Economic Theory*, 148, (2013), p. 1700-1713
Bandyopadhyay, Iskakov, Johnson, Lee, McArthur, Rust, Watson and Watson. “Can the economics job market be improved?”, *The Handbook of Market Design*, Oxford University Press, (2013), Chapter 7.

GRANTS AND FIELD PROJECTS

“Economic and Financial Models for Pricing and Setting Sanitation Tariffs for the Benefit of the Urban Poor: Evidence from Ghana and Burkina Faso” — with Molly Lipscomb, sub-grant from Water and Sanitation for Africa, \$914,759
“Can Experience be Taught?: Entrepreneurship in Nairobi, Kenya”—with Wyatt Brooks and Kevin Donovan, The Ford Family Program and the Kellogg Foundation, \$60,000
“Adverse Selection in Labor Markets: Evidence from Uganda”, with Wyatt Brooks and Kevin Donovan, \$68,000
“Measuring the impact of wealth on health: A maternal health intervention in Kenya”— with Ethan Lieber, \$100,000
“The Impact of Unconditional Cash Transfers on Microenterprises During the COVID19 Outbreak”, with Wyatt Brooks and Kevin Donovan

OTHER PUBLICATIONS

Brooks, Donovan and Johnson, VoxDev, “Mentorship helps Kenyan microenterprises profit”, VoxDev, (09/19/2017)

INVITED TALKS AND CONFERENCE PRESENTATIONS

- 2020 – Decentralization Conference (postponed due to Covid)
2018 – ASSA Annual Meetings (Econometric Society Winter Meetings), ThReD
2017 – World Bank Ignite Growth Workshop, MWIEDC (Wisconsin-Madison), IIOC 2017, NBER Entrepreneurship and Productivity, NBER Dev, NBER Market Design, Development Day (Northwestern), Entrepreneurship and Private Enterprise Development (NYU)
2016 – Michigan State University, NEUDC (MIT)
2015 – Northwestern University, Georgetown Center for Economic Research, IAAE 2015, Bill and Melinda Gates Foundation WSH Partners Meeting, Econometric Society World Congress
2013 – University of Virginia, Kansas Microeconomic Theory Workshop, 13th Society for the Advancement of Economic Theory Meetings, University of Michigan, Bill and Melinda Gates Foundation WSH Partners Meeting, Midwest Economic Theory (WUSTL), Midwest Economic Theory (Michigan)
2012 – Midwest Economic Theory (Indiana), Cowles Foundation Summer Conference, Midwest Economic Theory (Michigan State)
2011 – Indiana University Kelley School of Business, Notre Dame, Caltech, Boston University, Federal Trade Commission

REFEREEING

Review of Economic Studies, Journal of Economic Theory, RAND Journal of Economics, Review of Economic Statistics, Theoretical Economics, Games and Economic Behavior, AEJ: Micro, Journal of Economic Behavior and Organization, International Journal of Industrial Organization, Journal of Industrial Economics, Pacific Journal of Economics

DISSERTATION COMMITTEES AND ADVISING

Huyen Pham (PhD Dissertation, *Essays in Industrial Organization*, 2012), Ruoqing Huang (Senior Thesis, *Incentive Compatible Auditing and Greek Taxation*, 2013), Patrick Londergan (Senior Thesis, *Foreign Direct Investment and Political Instability: A model of elite capture*, 2013), Alejandro Montecinos (PhD Dissertation, *Essay on Strategic Behavior of Heterogeneous Agents*), Aaron Bode (Senior Thesis, *Expanding Entrepreneurship? Evidence from Microenterprise Training and Mentorship in Uganda*, 2017), Stephanie Mastorakos (International Scholars Program, *Maternal Health and Welfare in Kenya*, 2016-), Jackline Oluoch-Aridi (PhD Dissertation, Strathmore University (Nairobi, Kenya), *Measuring Hospital Quality Using Discrete Choice Experiments*, 2016-)

REFERENCES

Dilip Mookherjee, Boston University
Andy Newman, Boston University
Joseph Kaboski, University of Notre Dame
Lawrence Ausubel, University of Maryland College Park (dissertation advisor)