

## BRIAN DILLON

Charles H. Dyson School of Applied Economics & Management  
Cornell University  
475D Warren Hall  
Ithaca, NY 14853

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<http://dillon.dyson.cornell.edu/>

### ACADEMIC APPOINTMENTS

- 2018-present      Assistant Professor of Development Economics and Applied Econometrics  
Charles H. Dyson School of Applied Economics and Mgmt., Cornell University
- 2013-2018      Assistant Professor of Public Policy & Adjunct Assistant Professor of Economics  
Evans School of Public Policy and Governance, University of Washington
- 2011-2013      Giorgio Ruffolo Post-doctoral Fellow in Sustainability Science  
Harvard Kennedy School
- 2011-2013      Post-doctoral Research Fellow  
Charles H. Dyson School of Applied Economics and Mgmt., Cornell University

### EDUCATION

Ph.D. Economics	Cornell University	2011
M.A. Economics	Cornell University	2009
M.Phil. Economics	University of Cambridge	2005
B.S. Mathematics, <i>magna cum laude</i>	Loyola University Chicago	2000
B.A. Philosophy, <i>magna cum laude</i>	Loyola University Chicago	2000

### PUBLISHED AND FORTHCOMING

- Dillon, Brian, Jenny Aker, and Joshua Blumenstock (2024). “Yellow Pages: Information, Connections, and Firm Performance.” Accepted, *Economic Journal*.
- Dillon, Brian and Travis J. Lybbert (2024). “The Gambler’s Fallacy Prevails in Lottery Play.” *Journal of Risk and Uncertainty* 69(1): 33-56.
- Aker, J. C., Dillon, B., & Welch, C. J. (2023). Demand, supply and long-term adoption: Evidence from a storage technology in West Africa. *Journal of Development Economics*, 103-129.
- Raghunath, A., Krovetz, L., Mpogole, H., Mulisa, H., Dillon, B., & Anderson, R. (2023, April). From Grasshoppers to Secondhand Cars: Understanding the Smartphone-Enabled Marketplace in Peri-urban Tanzania. In *Proceedings of the 2023 CHI Conference on Human Factors in Computing Systems* (pp. 1-13).

- Rakotonarivo, O. S., Bell, A., Dillon, B., Duthie, A. B., Kipchumba, A., Rasolofoson, R. A., Razafimanahaka, J., & Bunnefeld, N. (2021). Experimental evidence on the impact of payments and property rights on forest user decisions. *Frontiers in Conservation Science* 2: 33.
- Dillon, Brian (2021). "Selling Crops Early to Pay for School: A Large-Scale Natural Experiment in Malawi" *Journal of Human Resources*, 56(4): 1296-1325.
- Dillon, Brian, Joachim De Weerd and Ted O'Donoghue (2020). "Paying More for Less: Why Don't Households in Tanzania Take Advantage of Bulk Discounts?" *World Bank Economic Review* 35(1): 148-179.
- Dillon, Brian, Peter Brummund and Germano Mwabu (2019). "Asymmetric Non-Separation and Rural Labor Markets" *Journal of Development Economics* (139): 78-96.
- Dillon, Brian and Alessandra Voena (2018). "Widows' Land Rights and Agricultural Investment" *Journal of Development Economics* (135): 449-460.
- Christian, Paul and Brian Dillon (2018). "Growing and Learning When Consumption is Seasonal: Long-Term Evidence from Tanzania" *Demography* (2018) 55: 1091-1118.
- Weld, Galen, Trevor Perrier, Jenny Aker, Joshua Blumenstock, Brian Dillon, Adalbertus Kamanzi, Editha Kokushubira, Jennifer Webster, and Richard Anderson (2018). "eKichabi: Information Access through Basic Mobile Phones in Rural Tanzania" CHI 2018 conference proceedings.
- Dillon, Brian and Chelsey Dambro (2017). "How Competitive are Crop Markets in sub-Saharan Africa?" *American Journal of Agricultural Economics* 99(5): 1344-1361.
- Dillon, Brian and Chris B. Barrett (2017). "Agricultural factor markets in Sub-Saharan Africa: an updated view with formal tests for market failure." *Food Policy* 67: 64-77.
- Dillon, Brian and Chris B. Barrett (2016). "Global Oil Prices and Local Food Prices: Evidence from East Africa" *American Journal of Agricultural Economics* 98(1): 154-171.  
[Honorable Mention, Outstanding Article in *AJAE*]
- Dillon, Brian (2012). "Using Mobile Phones to Collect Panel Data in Developing Countries" *Journal of International Development* 24(4): 518-527.

## WORKING PAPERS

- Rudder, Jessica and Brian Dillon (2024). "Search Costs and Relational Contracts." *Draft available upon request if not on website. Under review at JPE Micro.*

Aker, Jenny, Brian Dillon, Leticia Donoso Peña, and Anne Krahn (2024). “It’s all Fun and Games? The Persistent Treatment Effects of Willingness-to-Pay Experiments.” *Draft available upon request if not on website. Under review at the Review of Economics and Statistics.*

Dillon, Brian, Twivwe Siwale, and Joanna Upton (2024). “Phone Tree Surveys and the Wisdom of Crowds.” *Draft available upon request if not on website. Expected first submission January-February 2025 to Nature.*

Christian, Paul, Brian Dillon, Erin Lentz, Hope Michelson, Dana Smith, and Joanna Upton (2024). “Sentinels and Satellites: Food Security Monitoring from Near and Far.” *Draft available upon request if not on website. Expected first submission January-February 2025 to Food Policy.*

Dillon, Brian, Jihye Jang, John Mulenga, and Twivwe Siwale (2024). “Tax Evasion in Relational Contracts.” *Draft available upon request if not on website. Expected first submission in spring/summer 2025 to American Economic Review.*

Krovetz, Laurel and Brian Dillon (2024). “Efficient Monitoring.” *Draft available upon request if not on website. Major revisions ongoing. Expected first submission late 2025 to AER: Insights.*

Dillon, Brian (2017). “Private Information and Dynamic Risk.” *Draft available upon request if not on website. Major revisions planned for 2025-2026 after additional data collection.*

Dillon, Brian (2016). “Measuring Subjective Probability Distributions” *Draft available upon request if not on website. Revise and resubmit, Quantitative Economics.*

## **WORK IN PROGRESS**

“Search Costs, Mobile Phones, and Agricultural Investment” with Jenny Aker, Hosea Mpogole, and Jess Rudder  
Status: 2-year RCT in Tanzania complete; data analysis ongoing

“Supply and Demand Constraints to Technology Adoption” with Jenny Aker  
Status: 3-year RCT in Niger complete; data analysis ongoing

“Behavioral Explanations for the Sell Low-Buy High Puzzle in Smallholder Market Participation” with Joachim De Weerd, Emmanuel Hami, Leocardia Nabwire, and Bjorn Van Campenhout  
Status: 2-year RCT in Malawi complete; data analysis ongoing

“Local Economic Effects of University Openings in East Africa” with Tess Lallemand  
Status: First draft available upon request, revisions and additional analysis ongoing

“Surface Water and Livestock Holding in sub-Saharan Africa” with Molly Doruska and Jeff Wall  
Status: First draft available upon request, revisions and additional analysis ongoing

## OTHER WRITING

- “Behavioral Explanations for the Sell-Low-Buy-High Puzzle in Smallholder Market Participation: Lessons from a field experiment in Malawi” (2024) International Food Policy Research Institute blog post, with Joachim De Weerd, Emmanuel Hami, Leocardia Nabwire, and Bjorn Van Campenhout.
- “Incentivizing Small Firms to Boost VAT Revenue: Evidence from Zambia” (2023) International Growth Center Policy Brief.
- “Harnessing the Power of Electronic Fiscal Devices (EFDs) to Increase VAT Revenue in Zambia” (2021) Report to the Zambia Revenue Authority (ZRA), with Twivwe Siwale (International Growth Center), John Mulenga (ZRA), and Kangwa Musole (ZRA).
- “Evidence Insight: A Mobile Phone Directory Connects Farmers and Enterprises in Tanzania” (2019). Policy Brief for the USAID Feed the Future Innovation Lab for Markets, Risk, and Resilience.
- “Ethnic Diversity and Civil War in Africa” (2018). Blog post for CEGA, published February 14, 2018.
- “Agricultural Markets in ‘Rising’ Africa” (2017). With Lorenzo Casaburi and Tristan Reed. Invited blog post for *Vox Dev*, published November 20, 2017.
- “An Updated View of African Factor Markets” (2017). With Chris Barrett. In *Agriculture in Africa: Telling Facts from Myths*, edited by Luc Christiaensen and Lionel Demery.
- “Selling Crops Early to Pay For School: A Large-Scale Natural Experiment in Malawi” (2017). Policy Brief, African Development Bank.
- “Labor Markets in East Africa” (2016). With Peter Brummund and Germano Mwabu. GLM-LIC Program of the IZA, Policy Brief 7.
- “Do Households in Malawi Use Labor Efficiently?” (2016). With Peter Brummund and Joshua Merfeld. GLM-LIC Program of the IZA, Policy Brief 8.
- “Farmer Demand for Fertilizer in Sub-Saharan Africa: Theory, Evidence, and Policy” (2016). With Sarah Coffey. Background paper for the Agricultural Policy team at the Gates Foundation.

## RESEARCH FUNDING

- 2023 “Tax Exposure and Digital Exchange at the Edges of the Formal Economy” (\$30,000)  
Principal Investigator w/ Jessica Rudder  
International Growth Center
- 2022 “Mark-ups and Entry in the Food Markets of a Large African City” (£23,200)

- Principal Investigator  
Structural Transformation and Economic Growth (STEG)
- 2021 “Harnessing the Power of Electronic Fiscal Devices to Increase VAT Revenue” (£65,000)  
Principal Investigator w/ Twivwe Siwale (IGC)  
International Growth Center
- 2020 “Extreme Poverty – Building Evidence for Effective Action” (\$1.9 million)  
Co-Investigator  
Consortium Lead: Oxford Policy Management  
UK Department for International Development
- “Scoping and Pilot Work: Harnessing the Power of Electronic Fiscal Devices to Increase VAT Revenue” (£16,746)  
Principal Investigator w/ Twivwe Siwale (IGC)  
International Growth Center – Small Grants Program
- 2019 “Network expansion and firm growth in Tanzania” (\$8,500)  
Principal Investigator  
Cornell Institute for the Social Sciences
- 2018 “The Emergence of a Market for Storage Solutions: Addressing Demand and Supply Constraints” (\$400,000)  
Co-PI with Jenny Aker (Tufts)  
Agricultural Technology Adoption Initiative
- 2017 “Deepening Business Networks in Africa” (\$100,000)  
Principal Investigator  
Amazon Catalyst
- 2016 “Remote Tracking of Grain Flows” (\$5,000)  
Principal Investigator  
Development Impact Lab, Explore Grant
- 2015 “Cowpeas, Credit and Storage: How do Marketing and Liquidity Constraints Affect Farmers in Niger?” (\$49,916)  
Co-Investigator (PI: Jenny Aker, Tufts)  
Agricultural Technology Adoption Initiative
- “Farmer Learning and Trader Competitiveness: Program and Policy Implications” (\$75,712)  
Principal Investigator  
Bill and Melinda Gates Foundation
- 2014 “Labor Markets and Household Enterprises: Evidence from New Nationally Representative Surveys in Five African Countries” (€253,400)  
Principal Investigator (Co-Is: Peter Brummund and Germano Mwabu)  
Institute for the Study of Labor (IZA) GLM-LIC

- “Communication, Search, and Mobile Phones: A Telephone Directory Intervention in Tanzania” (\$124,900)  
Principal Investigator (Co-Is: Jenny Aker, Joshua Blumenstock, and Adalbertus Kamanzi)  
USAID BASIS
- 2013 “Agriculture in Africa: Telling Facts from Myths” (\$40,000)  
Participating researcher (PI: Luc Christiaensen)  
World Bank and African Development Bank
- 2012 “Oil Prices and African Food Security” (\$192,000)  
Co-Recipient (PI: Chris Barrett)  
Bill and Melinda Gates Foundation
- 2009 “Subjective Expectations, Information, and Competitiveness in East African Agricultural Output Markets” (\$42,000)  
Co-Investigator (PI: Chris Barrett)  
NSF Doctoral Dissertation Research Improvement Grant

## **FELLOWSHIPS AND AWARDS**

Outstanding Early Career Achievement Award, Cornell Dyson, 2024  
Abdul Latif Jameel Poverty Action Lab, Faculty Affiliate, 2023-present  
Selected Faculty Mentor, Ruth Park, Cornell Merrill Presidential Scholar, 2021  
Professor of the Year, Evans School Student Organization, 2017-2018  
Honorable Mention, AAEA Outstanding *AJAE* Article Award, 2016  
Nominated for University of Washington Distinguished Teaching Award, 2014-2015  
Professor of the Year, Evans School Student Organization, 2013-2014  
Giorgio Ruffolo Post-doctoral Fellow in Sustainability Science, HKS, 2011-2013  
Chester O. McCorkle Fellowship, Agricultural and Applied Economics Association, 2010  
Buttrick-Crippen Fellowship, Knight Institute for Writing, Cornell University, 2008  
Ernest Liu Outstanding Teaching Award, Department of Economics, Cornell University, 2008  
Gates Scholarship, University of Cambridge, 2003-2005  
Joseph Zajdel Award for Excellence in Mathematics, Loyola University Chicago, 2000

## **PRESENTATIONS AND SEMINARS**

- 2024 Yale University Kuznets Lecture Conference, World Bank Pulse of Progress Conference  
2023 ASSA Annual Conference, Dickinson College, 8<sup>th</sup> Zurich Conference on Public Finance in Developing Countries  
2022 Boston University, Cornell University, UC Berkeley, UC Davis, UC Santa Cruz, U of San Francisco, FAO, IFPRI Malawi  
2021 University of Michigan, CEGA Evidence2Action, IPA-JPAL Methods and Measurement Conference, Midwest Development Economics Conference

- 2020 University of Illinois; Northeast Universities Development Conference; Wageningen (postponed); KU Leuven (postponed); U of Georgia (postponed)
- 2019 Northeast Universities Development Conference
- 2018 ASSA Annual Conference; Cornell Dyson School; University of British Columbia; UC San Diego; UC Davis; Cornell Institute for African Development
- 2017 Pacific Development Conference; International Food Policy Research Institute; Midwest Development Economics Conference; Annual World Bank Conference on Africa; AAEA Annual Meeting; Northeast Universities Development Conference; Montana State University
- 2016 KU Leuven, Belgium; Michigan State University; Pacific Development Conference; IZA GLM-LIC Conference in Oxford; CEGA R<sup>2</sup> Research Retreat; BASIS/USAID at George Washington University; Northeast Universities Development Conference; World Bank DIME seminar
- 2015 ASSA Annual Conference; University of Alabama; 2<sup>nd</sup> International Conference on Global Food Security at Cornell; 1st IZA/DFID GLM-LIC Research Conference on New Research on Labor Markets in Low-Income Countries at the World Bank; WGAPE at U. of Arizona
- 2014 Institute for Health Metrics and Evaluation; World Bank Annual Bank Conference on Africa (Paris); Center for Global Development; Oxford Center for the Study of African Economies Annual Conference; IMF/OCP Conference “Food Price Volatility: Causes and Consequences” (Rabat)
- 2013 International Agricultural Trade Research Consortium Annual Meeting; University of Washington Evans School, Department of Economics, and Center for Studies in Demography and Ecology; World Bank Land and Poverty Conference (DC); University of Illinois; University of Minnesota; Williams College; University of Notre Dame
- 2012 Northeast Universities Development Conference; Cornell University; Oxford Center for the Study of African Economies Annual Conference; Harvard Development Lunch
- 2011 Northeast Universities Development Conference; AAEA Annual Meeting; Econometric Society Summer Meetings

## **COURSES TAUGHT**

- Cornell University: Microeconomics of International Development (PhD)  
Applied Econometrics (MS)  
Development Economics (MS)  
Doing Business in the Developing World (Undergraduate)  
Economics of Developing Countries (Undergraduate)
- U. of Washington: Economics for Policy Analysis and Management (MPA)  
Quantitative Analysis II (Applied Econometrics) (MPA)  
Food and Agricultural Policy in Developing Countries (MPA)  
Advanced Microeconomics for Policy Analysis (PhD)  
Deep Dive Capstone Seminar (MPA)

## **GRADUATE STUDENT SUPERVISION AND EXAMINATION**

Graduate Fields at Cornell

Applied Economics, 2018-present  
Regional Science, 2020-present

#### Master's Level

Lauren Asprooth	UW MPA 2017, Supervised independent study for Degree Project
Keyu Chen	Cornell MA Asian Studies 2020, Thesis committee member
Molly Doruska	Cornell Dyson MS-PhD, Thesis committee member
Emily Gerth-Guyette	UW MPA 2014, Supervised independent study for Degree Project
Laurel Krovetz	Cornell MS Applied Economics 2023, Thesis committee chair
Audrey Royston	UW MPA 2016, Supervised independent study for Degree Project
Jessica Rudder	UW MPA 2015, Supervised independent study for Degree Project
Peizan Sheng	Cornell MS Applied Economics 2022, Thesis committee chair
Xuan Zou	Cornell MS Regional Science 2020, Thesis committee member

#### Ph.D. Level

Jordan Banks	UW School of Public Health, PhD Committee Grad. School Rep.
Sylvia Blom	Cornell Dyson, PhD Committee member, completed 2021
Leonel Borja	Cornell Dyson, PhD Committee member, completed 2024
Rebecca Brander	UW Dept. of Epidemiology, PhD Committee Grad. School Rep.
Pasita Chaijaroen	UW Economics, PhD Committee member, completed 2016
Tarana Chauhan	Cornell Dyson, PhD Committee member, completed 2024
Sam Henly	UW Economics, PhD Committee Grad. School Rep.
Hui Mai	UW Economics, PhD Committee Grad. School Rep., completed 2015
Natasha Jha	Cornell Dyson, PhD Committee member, completed 2023
Tess Lallemand	Cornell Dyson, PhD Committee chair
Elodie Marlet	UW Economics, PhD Committee member
Jennifer Meredith	UW Economics, PhD Committee Grad. School Rep.
Joshua Merfeld	UW Evans School, PhD Committee member, completed 2018
Yuma Noritomo	Cornell Dyson, PhD Committee member
Benjamin Norton	Cornell Dyson, PhD Committee chair
Sarah Paisner	UW Evans School, PhD Committee member, completed 2020
Sungchul Park	UW Health Services, PhD Committee Grad. School Rep., completed 2018
Sergio Puerto	Cornell Dyson, PhD Committee member, completed 2024
Laine Rutledge	UW Economics, PhD Committee member, completed 2017
Andres Sanchez	UW Economics, PhD Committee member, completed 2019
Vanisha Sharma	Cornell Dyson, PhD Committee member, completed 2024
Dana Smith	Cornell Dyson, PhD Committee member, completed 2024

#### External

Jessica Rudder	UC Davis, PhD Committee member (external), completed 2021
Soumaila Gansonre	Cornell STAARS program mentor, 2018-2019
MWAPATA team	Cornell STAARS program mentor, 2021-2022, to MWAPATA team members Maggie Munthali, Zephaniah Nyirenda, and Christone Nyonko
S. Rakotonarivo	Cornell STAARS program mentor, 2020-2021
Mark Treurniet	Wageningen University, PhD external examiner, 2020



## REVIEWING AND EDITING

Co-editor, *Journal of African Economies*, 2020-present

Referee: *Agribusiness, Agricultural Economics, Agricultural and Resource Economics Review, American Economic Journal: Applied Economics, American Economic Review, American Journal of Agricultural Economics, Econometrica, Economic Development and Cultural Change, Economic Journal, European Review of Agricultural Economics, Feminist Economics, Food Policy, Journal of African Economies, Journal of Development Economics, Journal of Economic Behavior and Organization, Journal of the European Economic Association, Journal of Human Resources, Journal of International Development, Oxford Bulletin of Economics and Statistics, PLoS ONE, Quarterly Journal of Economics, Review of Development Economics, Review of Economics and Statistics, Science, World Development*

Reviewer: IZA, National Science Foundation, UK Department for International Development, US-Israel Bi-national Science Foundation, USAID Development Innovation Ventures, World Bank, CG Standing Panel on Impact Assessment, Cambridge University Press

Panels: NSF International Research Experience for Students, SBE, 2021

## CONFERENCE ORGANIZATION

Working Group in African Political Economy, Conference Co-organizer:

University of Washington, Fall 2014

Brown University, Spring 2015

Arizona State University, Fall 2015

NYU Abu Dhabi, Winter 2016, 2017, 2018, 2019

World Bank/George Washington University, Spring 2016

Stanford University, Fall 2016

UC Berkeley, Spring 2017

University of British Columbia, Fall 2017

UCLA, Spring 2018

University of Cape Town, Summer 2019

Addis Ababa University (remote), Summer 2020

Cornell University, Spring 2022

Northwest Development Workshop 2016, Co-organizer and host

AAEA Annual Meeting, Abstract reviewer for International Section (2014-2018)

ASSA Annual Meeting, Session organizer, 2015 and 2018

Northeast Universities Development Conference (NEUDC) reviewer, 2018, 2019, 2020, 2023

Association for Mentoring and Inclusion in Economics, conference review committee, 2021

Midwest Development Economics Conference, review committee, 2022 (upcoming)

## PROFESSIONAL AFFILIATIONS AND LEADERSHIP

Working Group in African Political Economy (WGAPE)

Co-organizer, 2014-2020

Co-recipient of WGAPE Training Grant, 2016, \$175,000, Hewlett Foundation

Agricultural and Applied Economics Association, Member, 2012-present

American Economic Association, Member, 2012-present

Center for Effective Global Action, Faculty Affiliate, 2014-present

International Association of Agricultural Economists, Member, 2017-present

Cornell Atkinson Center for Sustainability, Faculty Fellow, 2019-present

Abdul Latif Jameel Poverty Action Lab, Faculty Affiliate, 2023-present

Agricultural Technology Adoption Initiative, Invited Researcher, 2017-present

DigiFi Africa, DigiFi Africa, Invited Researcher, 2019-present

King Climate Action Initiative, Invited Researcher, 2020-present

## DEPARTMENT AND UNIVERSITY SERVICE

- 2024-2025 Dyson School Graduate Studies Committee  
Co-organizer, Development Economics Research Seminar  
Dyson Social and Wellness Committee  
Dyson Faculty Fellow for Inclusive Excellence  
University: Faculty Advisory Committee on Athletics and Physical Education
- 2023-2024 Dyson School Graduate Studies Committee  
Co-organizer, Development Economics Research Seminar  
Dyson MS and PhD Curriculum Review Implementation Committee  
Dyson Social and Wellness Committee  
University: Faculty Advisory Committee on Athletics and Physical Education
- 2022-2023 Dyson School Graduate Studies Committee  
Co-organizer, Development Economics Research Seminar  
Dyson MS and PhD Curriculum Review Committee
- 2021-2022 Dyson School Undergraduate Curriculum Committee  
Co-organizer, Development Economics Research Seminar  
PhD Admissions Review, International and Development Economics
- 2020-2021 Dyson School Undergraduate Curriculum Committee  
Co-organizer, Development Economics Research Seminar  
PhD Admissions Review, International and Development Economics
- 2019-2020 Dyson School Undergraduate Curriculum Committee  
Co-organizer, Development Economics Research Seminar  
Organizer, Development Economics Reading Group  
PhD Admissions Review, International and Development Economics
- 2018-2019 Dyson School Placement Committee  
Dyson School Undergraduate Curriculum Committee  
PhD Admissions Review, International and Development Economics
- 2017-2018 Co-coordinator, Joint Seminar in Development Economics

Evans School Faculty Search Committee  
Evans School Diversity Committee  
2016-2017 Co-coordinator, Joint Seminar in Development Economics  
Evans School International Development Certificate Committee  
Evans School Faculty Council  
2015-2016 Co-coordinator, Joint Seminar in Development Economics  
Evans School Undergraduate Program Committee  
Evans School Faculty Council  
2014-2015 Co-coordinator, Joint Seminar in Development Economics  
Evans School Undergraduate Program Committee  
2013-2014 Co-founder and Co-coordinator, Joint Seminar in Development Economics  
Evans School Admissions Committee  
Evans School Research Symposium Judge

## **LANGUAGES**

English (native); Swahili (basic); Spanish (basic)