

AMEET MORJARIA

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PROFESSIONAL EXPERIENCE**ACADEMIC POSITIONS**

Kellogg School of Management, Northwestern University

- 2016 – 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 – 2011 Giorgio Ruffolo Post-doctoral Fellow in Sustainable Science, Harvard Kennedy School

OTHER AFFILIATIONS

- 2018 – Executive Committee, Program for African Studies, Northwestern University
2018 – Research Fellow, CEPR: Industrial Organization Program (Research Affiliate, 2015-18)
2018 – Affiliated Faculty, Ostrom Workshop, Indiana University
2017 – Affiliated Faculty, Program of African Studies, Northwestern University
2017 – Affiliated Faculty, Global Poverty Research Lab, Buffett Institute for Global Studies
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
2015 – Research Affiliate, CEPR: Development Economics Program

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
Title: The Political Economy of Development: Micro-evidence from Sub-Saharan Africa
Advisors: Prof Oriana Bandiera and Prof Timothy Besley
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, and 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.

WORKING PAPERS

- [3] “Competition and Relational Contracts: Evidence from Rwanda’s Coffee Mills (with Rocco Macchiavello)
- [4] “Guns and Roses: Flower Exports and Electoral Violence in Kenya” (with Christopher Ksoll and Rocco Macchiavello), revision requested by *Review of Economics and Statistics*
- [5] “Democracy and the Environment: Evidence from Kenya”

WORK IN PROGRESS

- [6] Entry, Growth and Exit: Theory and Evidence from Ethiopia’s Cut-Flower Exporters (with Richard Peck)
- [7] Ownership Changes, Management and Efficiency: Evidence from Rwanda (with Rocco Macchiavello)
- [8] Market Institutions and Trade: Evidence from Ethiopia’s Commodity Exchange

TEACHING EXPERIENCE

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|-------------|---|
| Spring 2019 | Strategic Challenges in Emerging Markets (STRT466, MBA), Kellogg School of Management |
| Spring 2019 | Topics in Development Economics: Firms (MECS 540-4, PhD) |
| Summer 2018 | Young African Leadership Academy, Northwestern University |
| Spring 2018 | Topics in Development Economics: Firms (MECS 540-4, PhD) |
| Spring 2018 | Research in Economics, Introduction to Development Economics (MECS-560-3, PhD) |
| Spring 2018 | Guest lecture, Organizational Econ II: Dynamics & Productivity Differences (MECS 570-2, PhD) |
| Winter 2018 | Strategic Challenges in Emerging Markets (STRT466, MBA), Kellogg School of Management |
| Winter 2018 | Faculty Advisor Global Initiatives in Management, Social Impact Immersion, Tanzania and Kenya |
| 01/2018 | Guest lecture, Global Initiatives in Management – Social Impact |
| Spring 2017 | Research in Economics, Topics in Development Economics (MECS-560-3, PhD) |
| Spring 2017 | Guest lecture, Organizational Econ II: Dynamics & Productivity Differences (MECS 570-2, PhD) |
| Winter 2017 | Strategic Challenges in Emerging Markets (STRT466, MBA), Kellogg School of Management |
| Fall 2017 | Guest Lecture, Development Economics, Economics Department |
| 01/2017 | Guest lecture, Global Initiatives in Management – Social Impact |

Winter 2016 Strategic Challenges in Emerging Markets (STRT466, MBA), Kellogg School of Management
04/2016 Guest lecture, Introduction to International Business, UC-Berkley Haas

RESEARCH GRANTS & AWARDS

2018 – 2019 PEDL: Quality Upgrading & Contracting in Uganda's Coffee Sector, (Co-PI, £40,000)
2018 – 2019 IGC Research: Quality Upgrading & Contracting in Uganda's Coffee Sector, (Co-PI, £40,000)
2018 – 2019 Northwestern University, Undergraduate Research Opportunity (\$2,000)
2018 Northwestern University, Summer Research Opportunities (\$2,000)
2017 – 2018 EDI RA4 Research Grant: Mergers & Acquisitions in Rwanda's Coffee Sector (£45,000)
2017 – 2018 IGC Country Grant: Quality Upgrading in Uganda's Coffee Sector (PI, £18,900)
2015 – 2017 IGC Country Grant: Doing Business in Dangerous Places – South Sudan (PI, £8,800)
2015 – 2017 IGC Award: Comparative Analysis of the Coffee Chain (Co-PI, £110,975)
2014 – 2015 Harvard Academy, WCFIA, Harvard University (\$3,000)
2012 – 2013 IGC Research Award: Rwanda (Co-PI, £40,000)
2012 – 2013 Harvard Academy, WCFIA, Harvard University (\$3,000)
2010 – 2012 IGC Research Award: Ethiopia (Co-PI, £30,000)
2010 – 2011 Sustainable Science, Harvard Kennedy School (\$3,000)
2008 – 2010 iiG-CSAE Oxford (Co-PI, \$10,000)
2008 – 2010 DFID Program on Improving Institutions for Pro-Poor Growth in Africa (£5,000)
2008 – 2010 Michio Morishima & STICERD Travel Award for fieldwork in Kenya (£1,000)
2007 – 2010 Economic & Social Research Council Award: Kenya (£14,000)

INVITED SEMINARS & CONFERENCES

2019 NBER/AfDB Transforming Rural Africa Conference (presenter); MIT Organizational Economics (seminar); Michigan State University; 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 2018, Montreal (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); IFPR (Markets, Trade & Institutions seminar); World Bank 1st 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); 2nd 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 WCFIA-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); WGAPC UC-SD 2011 (presenter); MIT (Political Economy Breakfast seminar); Simon Fraser (Economics seminar); NEUDC 2010 MIT; UK Public Economics Conference 2010; EUDN 7th PhD Workshop Oxford; EUDN 8th PhD Workshop Orebo, Sweden; Oxford CSAE 2009 Africa Conference; AMID Summer School, June 2009

DISCUSSANT

- 2019 NBER/AfDB Transforming Rural Africa Conference [Graff, 2019];
 2019 ASSA Meeting, 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 and Liu, 2017]
 2016 NBER Organizational Economics Working Group Meeting, Winter [Hansman, Hjort, Leon & Teachout]
 2016 NBER Organizational Economics Working Group Meeting, Spring [Bubb, Kaur and Mullainathan, 2016]
 2016 NOVAFRICA Conference on Economic Development in Africa [Nwokolo, 2016]
 2015 NEUDC Boston University
 2011 NEUDC Yale
 2010 NEUDC MIT [Bursztyn 2010]
 2010 IGC-NSF-AERC Agriculture Workshop, Mombasa, Kenya [Kassie, 2010]

REFEREE ACTIVITIES

American Economic Review, American Economic Journal: Applied Microeconomics, American Economic Journal: Economic Policy, B. E. Journal of Economic Analysis & Policy, Economica, Economic Development & Cultural Change, Economic Journal, Journal of African Economies, Journal of African Business, Journal of Comparative Economics, Journal of Development Economics, Journal of Human Resources, Journal of European Economic Association, Journal of Population Economics, Journal of Public Economics, Management Science, Public Choice, Quarterly Journal of Economics, Review of Economic Studies, Review of Economic & Statistics, Southern Economic Journal, World Development

INVITED PUBLIC POLICY & NON-ACADEMIC TALKS

- 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)
 2017 Uganda Coffee Development 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 (organizer)

BUSINESS SCHOOL CASES

- “Business in the Heart of Darkness: SOCO’s Oil Exploration in the Virunga National Park”, Kellogg, February 2018
 “Doing Business in Dangerous Places: Insights from Southern Sudan Beverages Ltd”, Kellogg, Feb 2017 (w/ Astrid Haas)
 “Innovation and Access: New Cancer Drugs Come to India”, Kellogg, Oct 2016 (w/ Ben Jones, Anna Maitland, Juliet Sorensen)

UNIVERSITY AND OTHER SERVICES

- 2019 Program Committee, Africa Meeting of the Econometric Society, Rabat, Morocco
 2018 Organizer, Markets & Organizations Conference in Emerging Economies, Kellogg
 2018 Program Committee, Africa Meeting of the Econometric Society, Cotonou, Benin
 2017 Program Committee Member, NEUDC - Tufts
 2017 3rd Relational Contracting Conference at Kellogg School of Management, Co-organizer
 2016 – MEDS & Strategy Junior Empirical Research Seminar, Co-organizer
 2016 – PhD Admissions committee, Kellogg School of Management MECS Program
 2016 – Junior Job Market Recruitment committee, Kellogg School of Management – MEDS

MEDIA COVERAGE

- KelloggInsight ([Aug. 8 2018](#)); How the Coffee Industry is Building a Sustainable Supply Chain in an Unstable Region?
The East African ([Feb 19, 2017](#)); Use of old coffee varieties hinders Rwanda’s exports growth
 AEA Research Highlights ([Feb 13, 2017](#)); Tending to relationships can payoff for business too
The East African ([Dec 20, 2016](#)); Uganda coffee exports to EU at stake over certification rules
Forbes ([September 14, 2016](#)); Building Your Business Through Generosity
Northwestern Mutual ([September 8, 2016](#)); 3 reasons why philanthropy is great for business
 KelloggInsight ([Aug. 9 2016](#)); Disposable Income is Rising in Africa. What Happens Next?
Top of Mind with Julie Rose – BYU Radio Interview ([April 18, 2016](#)); Democracy and Corruption
 KelloggInsight ([Feb 1, 2016](#)); Does Democracy Curb Corruption?
 KelloggInsight ([September 8, 2015](#)); No Contract? No problem
 AEA Research Highlights ([July 6, 2015](#)); Can democracy combat ethnic favoritism?
The East African ([Jan 30, 2015](#)); Improving quality, markets will benefit coffee farmers
VoxEU ([February 5, 2014](#)); The Value of Democracy in the World’s Poorest Region
VoxEU ([March 8, 2011](#)); Civil conflicts hurt firms – by displacing workers

POLICY NOTES

- [Uganda Arabica Coffee Value Chain Opportunities](#), IGC (w/Martin Sprott), September 2018
[Fully Washed Coffee Exports in Rwanda: Implications](#), IGC (w/ R.Macchiavello), February 2015
[Development Blossoming: Industrial Policy & Flower Exports in Ethiopia](#), IGC (w/ R.Macchiavello), Oct 2014

POLICY EXPERIENCE

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

FIELD EXPERIENCE

- 2007 – Rwanda (8 months), Ethiopia (6 months), Kenya (8 months), DR Congo, South Sudan, Uganda

OTHER INFORMATION

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

OUTSIDE ACTIVITIES

World Bank Proposal Reviewer: Strategic Research Program & Impact Evaluation to Development Impact (i2i) Trust Fund
Grant received for Policy Briefs commissioned by the International Growth Center, UK
Private Enterprise Development in Low-Income Countries: Grant Reviewer for MRG Proposal
Short-term Consultant for World Bank on Burundi Coffee Sector Competitiveness