

# Sheheryar Banuri

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(Citizenship: USA, UK-ILR, and Pakistan)

## Research Interests, Key Skills, and Bio

- Interests: Behavioral economics; motivation; effort; discrimination; management; health; finance; policy
- Skills:
  - Research design techniques
  - Statistical modelling techniques
  - Public sector governance and implementation
  - Policy and impact evaluation
  - Programming: Stata, R, SQL, Visual Basic, C, Python
  - Behavioral science
  - Data analytics
  - Project management
  - Grant writing
  - Public speaking
  - Human Resource Management
- Bio: I am a behavioral economist and an expert on motivation and incentives, behavior, and public policy. I have over 15 years of experience conducting rigorous economic research in partnership with multilateral institutions, private organizations, and government agencies. I use my training and experience to formulate appropriate questions and answer them using a variety of research methods. My work has been published in leading academic journals in economics, medicine, and computer science. My policy briefs have provided guidance to several government agencies. I am an effective communicator, presenting research findings to academics, practitioners, and lay audiences.

## Education

- PhD, Public Policy and Political Economy, University of Texas at Dallas, 2011
- MSc, Applied Economics, University of Texas at Dallas, 2008
- BSc, Economics and Finance, University of Texas at Dallas, 2005

## Professional Experience

- Associate Professor of Economics, University of East Anglia: 2015–Present
  - Published [numerous academic papers](#), appearing in leading academic journals in Economics, Medicine, and Computer Science.
  - Wrote a [series of policy briefs](#) which have generated policy advice on various topics for the governments of Indonesia, the Philippines, and Burkina Faso. Most recommendations were implemented.
  - Published one book on decision-making ([Good Decisions for Strange Situations](#)) and with another forthcoming in 2023 ([The Decisive Mind](#)).
  - Made several [contributions to the popular press](#), including articles for the Times and [The Conversation](#), [televised interviews](#) with BBC News, BBC World, and Sky News, radio interviews with BBC Norfolk and Sputnik News.
  - Awarded more than \$500K in research grants and fellowships.
  - Presented in nearly 100 academic and policy circles worldwide, including global conferences organized by multilateral organizations, governments, and academic departments.
  - Leadership positions held in the academic department included designing the MSc program in Behavioral and Experimental Economics; director of the Laboratory for Economic Decision-making Research (LEDOR); and director of PhD admissions.

- Co-organized two major academic conferences: the Symposium for Economic Experiments in Developing Countries (SEEDC) and the 1<sup>st</sup> Diversity and Discrimination Workshop. Served on the scientific committee for the 2<sup>nd</sup> Diversity and Discrimination Workshop.
- Taught Behavioral and Experimental Economics to MSc and PhD students with a focus on rigorous causal analysis methods including randomized control trials, laboratory methods (including field applications).
- Taught Development Economics to BSc students with a focus on the latest research in health, education, labor, migration, policy implementation, and behavioral science in developing countries.
- Successfully placed students in academic positions, doctoral programs, and jobs in academia, consulting, and industry.
- Economist/Consultant, World Bank, Development Economics Research Group: 2011–Present
  - Conducted primary applied research on labor topics including intrinsic and extrinsic incentives, recruitment and retention of talent, impact of performance-based bonuses, public sector reforms, and organizational design. Rigorously tested behavioral insights related to effort, health, and education.
  - Coauthor of the influential [World Development Report 2015: Mind, Society, and Behavior](#), responsible for mainstreaming behavioral insights in development organizations.
  - Managed and supervised multiple project teams of operational staff, research associates, and survey personnel with diverse skill sets, competencies, and backgrounds.
  - Provided intellectual support, data analysis expertise, and produced scientific papers and policy reports for the Development Economics Research and Public Sector Governance groups.
  - Conducted research and writing on grant applications for motivating public workers and estimating the effects of pay reforms in developing countries.
  - Led the design, implementation, and analysis of lab-in-the-field experiments, large-scale quantitative surveys, and impact evaluations in Indonesia, the Philippines, Burkina Faso, Pakistan, and Bangladesh.
  - Wrote background papers for two additional World Development Reports: [Governance and the Law](#), and [Digital Dividends](#).
- Research Assistant, University of Texas at Dallas: 2006–2011
  - Recruitment coordinator and experimenter with field experiment in “Natural Disaster Preparedness in Two Small Texas Communities”.
  - Development and programming support of “Loving the Longshot: Risk-Taking and Skewed Gambles,” and the Wireless Interactive Teaching System (WITS).
  - Logistics support with field experiments in Fair Park, neighborhood of Dallas, TX, “Publicly Driven Investment, Neighborhood Change, and Household Behavior”.
- Project Manager, AT&T Billing and Finance: 2001–2006
  - Developed applications and financial models to automate the end of month revenue journals and billing revenue reporting functions. Coded software to automate data entry functions of billing staff.
  - Duties included serving as specific point of contact for preparing financial reports, providing back-end database support for data related revenues, implementation of processes for automating billing audits, designing standard billing inquiry applications.
  - Projected savings to AT&T approximated \$60M p.a.

## References:

- [Rachel T.A. Croson](#), Executive Vice President and Provost, University of Minnesota, [provost@umn.edu](mailto:provost@umn.edu)
- [Robert Dur](#), Professor of Economics, Erasmus University Rotterdam, [dur@ese.eur.nl](mailto:dur@ese.eur.nl)
- [Catherine C. Eckel](#), Sara and John Lindsey Professor, Texas A&M University, [ceckel@econmail.tamu.edu](mailto:ceckel@econmail.tamu.edu)
- [Philip E. Keefer](#), Principal Advisor, Inter-American Development Bank, [pkeef@iadb.org](mailto:pkeef@iadb.org)