

HEATHER SCHOFIELD

The Center for Global Development
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Academic Appointments:

Post-doctoral Fellow. The Center for Global Development. (July 2014 – June 2015)

Assistant Professor. University of Pennsylvania, Perelman School of Medicine and Wharton Business School. (July 2015 -)

Education:

Harvard University, 2008-2014

Ph.D., Business Economics

Thesis Title: “The Economic Costs of Low Caloric Intake: Evidence from India”

Dissertation Committee: Sendhil Mullainathan, Michael Kremer, Larry Katz, and David Cutler

Harvard School of Public Health, 2005-2007

M.S., Department of Population and International Health

Thesis Title: “Message Hijacking: How Public Health Messages Can Backfire”

Harvard College, 2001-2005

A.B., Economics, *magna cum laude*

Teaching and Research Fields:

Development, behavioral, health

Honors and Fellowships:

2013 Roger Martin Award for Excellence in Business Economics Research, Harvard Business School

2008-2014 Harvard University Graduate Fellowship

2007 Harvard School of Public Health Department of Global Health and Population Thesis Prize

2006-2007 Jacob K. Javits Fellowship Commended Scholar

2005-2006 Thomas E. Upham Harvard Class of 1868 Merit Scholarship

2005-2006 NCAA Postgraduate Merit Scholarship

Working Papers:

“The Economic Costs of Low Caloric Intake: Evidence from India”

“Comparing the Effectiveness of Individualistic, Altruistic, and Competitive Incentives in Motivating Completion of Mental Exercises” (With George Lowenstein and Kevin Volpp), *Submitted*.

“Matching Of Deposits Did Not Increase Participation In Deposit Contracts To Promote Weight Loss Among Obese Employees, But Other Strategies Might Enhance Engagement” (With Jeffrey Kullgren, Andrea Troxel, George Loewenstein, Laurie Norton, Dana Gatto, Yuanyuan Tao, Jingsan Zhu, Judy Shea, David Asch, Thomas Pellathy, Jay Drigger, and Kevin Volpp), *Submitted*.

Selected Research in Progress:

“Nutrition Knowledge: Can Beliefs about Nutrition Change Caloric Intake, Cognitive Function, Labor Supply,

and Earnings?” (With Sendhil Mullainathan)

“Profit Maximization Among Microentrepreneurs” (With Frank Schilbach)

“Dynamic Complementarities in Education” (With Supreet Kaur)

“Sleepless in Chennai: The Economic Effects of Sleep Deprivation Among the Poor” (With Gautam Rao, Frank Schilbach, David Dinges, and Mathias Basner)

“Chronic Pain in the Developing World and its Impact on Productivity and Cognitive Function” (With Sendhil Mullainathan, Frank Schilbach, and Anuj Shah)

Grants:

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| 2015 | Foundations of Human Behavior, \$39,860 for “The Impact of Increased Caloric Intake on Cognitive Function, Labor Supply, and Earnings.” Co-PI with Sendhil Mullainathan and David Bloom |
| 2014 | Foundations of Human Behavior, \$39,623 for “Chronic Sleep Deprivation Among the Poor. A Lab-in-the-field Approach.” Co-PI with Frank Schilbach, Gautam Rao, David Dinges, and Mathias Basner |
| 2014 | Weiss Family Program Fund, \$63,383 for “Chronic Sleep Deprivation Among the Poor. A Lab-in-the-field Approach.” Co-PI with Frank Schilbach, Gautam Rao, David Dinges, and Mathias Basner |
| 2014 | Transdisciplinary Awards Program in Translational Medicine and Therapeutics (TAPITMAT) and LDI Center for Health Incentives and Behavioral Economics (CHIBE) (University of Pennsylvania), \$37,407 for “Chronic Sleep Deprivation Among the Poor. A Lab-in-the-field Approach.” Co-PI with Frank Schilbach, Gautam Rao, David Dinges, and Mathias Basner |
| 2014 | PEDL (CEPR/DFID), £29,098 (approx. \$45,500) for “Profit Maximization Among Micro-entrepreneurs.” Co-PI with Frank Schilbach |
| 2014 | Weiss Family Program Fund, \$26,350 for “Profit Maximization Among Micro-entrepreneurs.” Co-PI with Frank Schilbach |
| 2013 | The Center for Decision Research at The University of Chicago Booth School of Business, \$49,548 for “The Impact of Physical Pain on Productivity, Cognitive Function, and Decision-making.” Co-PI with Frank Schilbach, Sendhil Mullainathan, and Anuj Shah |
| 2013 | Mind Brain Behavior Interfaculty Initiative, \$50,000 for “The Impact of Increased Caloric Intake on Cognitive Function, Labor Supply, and Earnings.” Collaborator, with Sendhil Mullainathan and Todd Rogers |
| 2013 | Program on the Global Demography of Aging, \$50,000 for “The Impact of Increased Caloric Intake on Cognitive Function, Labor Supply, and Earnings.” Co-PI with Sendhil Mullainathan |
| 2013 | Program on the Global Demography of Aging, \$24,900 for “The Impact of Physical Pain on Productivity, Cognitive Function, and Decision-making.” Co-PI with Frank Schilbach, Sendhil Mullainathan, and Anuj Shah |

Referee Services

American Economic Review, Economic Development and Cultural Change, Journal of the Economics of Aging, Journal of the European Economic Association, Quarterly Journal of Economics