

## SALLY SADOFF

Rady School of Management  
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### Academic Positions

2023 -	Professor, Rady School of Management, UC San Diego
2019 - 2023	Associate Professor, Rady School of Management, UC San Diego
2011 - 2019	Assistant Professor, Rady School of Management, UC San Diego
2015	Visiting Assistant Professor, The Ohio State University
2010 - 2011	Griffin Postdoctoral Scholar, University of Chicago

### Education

2010	Ph.D., Economics, University of Chicago
2008	M.A., Economics, University of Chicago
2000	A.B., Economics, Harvard University

### Publications

Fryer, Roland, Steven Levitt, John List and Sally Sadoff. 2022. "Enhancing the Efficacy of Teacher Incentives through Loss Aversion: A Field Experiment." *American Economic Journal: Economic Policy*, 14(4): 269-99.

Fosgaard, Toke, Alice Pizzo and Sally Sadoff. 2022. "Sustained decline in tobacco purchasing in Denmark during the COVID-19 pandemic." *Communications Medicine*, 2(1): 1-8.

Kraft, Matthew, John List, Jeffrey Livingston, and Sally Sadoff. 2022. "Online Tutoring by College Volunteers: Experimental Evidence from a Pilot Program." *American Economic Association Papers and Proceedings*, 112: 614-18.

Carson, Richard T., Joshua Graff Zivin, Jordan J. Louviere, Sally Sadoff, and Jeffrey G. Shrader. 2022. "The Risk of Caution: Evidence from an Experiment." *Management Science*.

Barbieri, Paolo Nicola, Osea Giuntella, Silvia Saccardo, and Sally Sadoff. 2021. "Lifestyle and Mental Health 1 Year into COVID-19." *Scientific Reports*, 11(1): 1-6.

Burgess, Simon, Robert Metcalfe, and Sally Sadoff. 2021. "Understanding the Response to Financial and Non-financial Incentives in Education: Field Experimental Evidence Using High-stakes Assessments." *Economics of Education Review*, 85: 102195.

Giuntella, Osea, Kelly Hyde, Silvia Saccardo, and Sally Sadoff. 2021. "Lifestyle and Mental Health Disruptions during Covid-19." *Proceedings of the National Academy of Sciences*, 118(9).

Brownback, Andy and Sally Sadoff. 2020. "Improving College Instruction through Incentives," *Journal of Political Economy*, 128(8): 2925 – 2972.

Sadoff, Sally, Anya Samek and Charles Sprenger. 2020. "Dynamic Inconsistency in Food Choice: Experimental Evidence from Two Food Deserts," *Review of Economic Studies*, 87: 1954 – 1988.

Gneezy, Uri, John List, Jeff Livingston, Xiangdong Qin, Sally Sadoff and Yang Xu. 2019. "Measuring Student Success: The Role of Effort on the Test Itself," *American Economic Review: Insights*, 1(3): 291-308.

Sadoff, Sally and Anya Samek. 2019. "The Effect of Recipient Contribution Requirements on Support for Social Programs," *Journal of Public Economics*, 169: 1-16.

Sadoff, Sally and Anya Samek. 2019. "Can Interventions Affect Commitment Demand? Evidence from a Randomized Experiment in Food Choice," *Journal of Economic Behavior and Organization*, 158: 90-109.

Levitt, Steven D., John A. List, Susanne Neckermann and Sally Sadoff. 2016. "The Behavioralist Goes to School: Leveraging Behavioral Economics to Improve Educational Performance," *American Economic Journal: Economic Policy*, 8(4): 183-219.

Imas, Alex, Sally Sadoff and Anya Samek. 2016. "Do People Anticipate Loss Aversion?" *Management Science*, 63(5): 1271-1284.

Sadoff, Sally. 2014 "The Role of Experimentation in Education Policy," *Oxford Review of Economic Policy*, 30(4): 597-620.

Cullen, Julie B., Steven D. Levitt, Erin Robertson, and Sally Sadoff. 2013. "What Can Be Done to Improve Struggling High Schools?" *Journal of Economic Perspectives*, 27(2): 133-152.

Levitt, Steven D., John A. List, and Sally Sadoff. 2011. "Checkmate: Exploring Backward Induction among Chess Players," *American Economic Review*, 101(2): 975-990.

List, John A., Sally Sadoff and Mathis Wagner. 2011. "So You Want to Run an Experiment, Now What? An Introduction to Optimal Sample Arrangements," *Experimental Economics*, 14(4): 439-57.

Raudenbush, Stephen and Sally Sadoff. 2008. "Statistical Inference when Classroom Quality is Measured with Error," *Journal of Research on Educational Effectiveness*, 1(2): 138-154.

### **Working Papers**

"The Short and Long-Term Effects of Performance-Based Incentives on Educational Achievement: Evidence from a Randomized Experiment," with Steven Levitt and John List. NBER Working Paper No. 22107.

"College Summer School: Educational Benefits and Enrollment Preferences," with Andy Brownback. Available at SSRN: <https://ssrn.com/abstract=3622279>.

### **Teaching**

#### **Rady School of Management, UC San Diego**

2022-	<i>Topics in Business Strategy: Experiments in Firms</i> , Undergraduate
2013-	<i>Topics in Business Strategy: Experiments in Firms</i> , MBA and MSBA
2012-2020	<i>Competitive Strategy</i> , MBA course

## **Glenn School of Public Affairs, The Ohio State University**

2015

*Capstone Course: Experiments in Policy, Masters course*

### **Grants and Awards**

2022	Excellence in Teaching Award, Flex MSBA
2022-2025	Kauffman Foundation (PI), \$400,000
2021-2022	UCSD Academic Senate Research Grant Award (PI), \$15,000
2020-2021	J-PAL North America (PI), \$49,050
2019-2020	UCSD Academic Senate Research Grant Award (PI), \$14,700
2018-2021	J-PAL North America (PI), \$150,000
2017-2018	UCSD Academic Senate Research Grant Award (PI), \$14,074
2016-2022	Laura and John Arnold Foundation (PI), \$312,147
2016-2019	National Science Foundation (Senior Personnel), \$512,162
2016-2017	UCSD Academic Senate Research Grant Award (PI), \$14,195
2016-2017	Yankelovich Center for Social Science Research (PI), \$25,000
2013-2014	Hellman Fellowship (PI), \$27,000
2012-2014	UK Education Endowment Foundation (Co-PI), £1,486,184
2005-2010	U.S. Department of Education Pre-Doctoral Training Fellowship

### **Presentations**

2023	New York Federal Reserve, University of Southern California, RAND, University of Chicago
2022	Economics Beloit College Upton Forum, Behavioral Economics Design Initiative Conference, National Academies of Sciences, Advances with Field Experiments Conference, Stanford Ohio Behavioral and Experimental Economics Conference, New York University, Ohio State University
2021	University of Iowa, University of Michigan, University of Bristol, UC San Diego Max Planck Institute Workshop, Purdue University
2020	Cornell University, University of Zurich, Berlin Behavioral Economics Seminar, MIT Undergraduate Economics Association, United States Military Academy, West Point, Econ of Education Seminar, Korea Institute of Public Finance (KIPF) and East-West Center Conference, Stanford University, University of Southern California
2019	University of Pennsylvania Behavioral Science and Health Symposium, Wheelhouse: The Center for Community College Leadership and Research at UC Davis Retreat, Interventions, Motivation and Behavior Workshop, Lund University, Collier Conference on Behavioral Economics Tel Aviv University, NHH Norwegian School of Economics, Spring School in Behavioral Economics UC San Diego, UC Riverside, University of Chicago, University of Oregon, American Economic Association Annual Meeting
2018	University of Pennsylvania Behavioral Science and Health Symposium, J-PAL North America Design with Reach Workshop, Collier Conference on Behavioral Economics Tel Aviv University, National Academy of Sciences Workshop on Behavioral Economics and the Promotion of Health Among Aging Populations, University of Iowa, Spring School in Behavioral Economics UC San Diego, University of Texas at Dallas
2017	Columbia University, New York University, Advances with Field Experiments Conference, National Bureau of Economic Research Summer Institute, Summer Institute on Field Experiments University of Chicago, Spring School in Behavioral Economics UC San Diego, Loyola Marymount University, Cal Poly San Luis Obispo, University of Chicago
2016	Economic Sciences Association North America Conference, Methods in Experimental Economics Research Conference Texas A&M, University of Iowa, Advances with Field Experiments Conference, UC Berkeley, University of Copenhagen, Summer Institute

- on Field Experiments University of Chicago, UC Santa Barbara, Claremont Graduate University, Spring School in Behavioral Economics UC San Diego, Experimental Methods in Policy Conference
- 2015 International Behavioural Insights Conference, Stanford Institute for Theoretical Economics Psychology and Economic Workshop, University of Chicago Summer Institute on Field Experiments, Southern California Conference in Applied Microeconomics, Experimental Methods in Policy Conference
- 2014 Carnegie Mellon University, Science of Philanthropy Initiative Annual Conference, Ohio State University, Norwegian School of Economics and UC San Diego Spring School in Behavioral Economics, Southern Methodist University, Experimental Methods in Policy Conference, Oberlin College, Amherst College
- 2013 UK Department for Education, Economic Sciences Association North America Conference, Cornell University, Opening Conference TrygFonden Centre for Child Research Aarhus University, RAND, UC Berkeley, Applying Field Experimentation to Behavior Research Conference, Norwegian School of Economics and UC San Diego Spring School in Behavioral Economics, American Economic Association Annual Meeting
- 2012 Economics Sciences Association North America Conference, Erasmus University Rotterdam, University of Amsterdam, Tilburg University, Northwestern University
- 2011 Advances with Field Experiments Workshop, Economics Sciences Association North America Conference, National Bureau of Economic Research Summer Institute, The Ohio State University, UC San Diego, American Economic Association Annual Meeting

### **Reviewer**

*American Economic Journal: Economic Policy, American Economic Review, Econometrica, The Economic Journal, Economic Letters, Economics of Education, Experimental Economics, Games and Economic Behavior, Industrial and Labor Relations Review, J-PAL North America, Journal of Economic Behavior and Organization, Journal of the European Economic Association, Journal of Human Resources, Journal of Policy Analysis and Management, Journal of Political Economy, Journal of Public Economics, Journal of Racial and Ethnic Health Disparities, Journal of Refugee Studies, Labour Economics, Management Science, National Science Foundation, Nature Human Behavior, Organizational Behavior and Human Decision Processes, Proceedings of the National Academy of Sciences, Quarterly Journal of Economics, Review of Economic Studies, Scandinavian Journal of Economics, Swiss National Science Foundation, WT Grant Foundation*

### **Service**

- 2023- Behavioral Science and Health Symposium Planning Committee
- 2022- Associate Editor, *Journal of Political Economy Microeconomics*
- 2021- Rady Faculty Equity Advisor
- 2021- Rady Belonging Initiative
- 2020 Rady undergraduate curriculum task force
- 2020- UCSD health data oversight committee
- 2019- Rady undergraduate curriculum committee
- 2019-2020 Rady PhD committee
- 2019 Rady Flex MBA task force
- 2016-2017 UCSD Human Knowledge, Learning and Creativity Committee
- 2015-2017 Southern California Conference in Applied Microeconomics Organizing Committee
- 2011-2014 Rady Faculty Equity Advisor