

SALLY SADOFF

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Academic Positions

2011- 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

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

Gneezy, Uri, John List, Jeff Livingston, Xiangdong Qin, Sally Sadoff and Yang Xu, Forthcoming. "Measuring Student Success: The Role of Effort on the Test Itself," *American Economic Review: Insights*.

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): 975-90.

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

"Improving College Instruction through Incentives," with Andy Brownback. Available at: <http://ssrn.com/abstract=3152028>. Revision requested, *Journal of Political Economy*.

"Enhancing the Efficacy of Teacher Incentives through Loss Aversion: A Field Experiment," with Roland Fryer, Steven Levitt and John List. NBER Working Paper No. 18237. Under review.

"Understanding the Response to Financial and Non-Financial Incentives in Education: Field Experimental Evidence Using High-Stakes Assessments," with Simon Burgess and Robert Metcalfe. IZA Discussion Paper 10284. Under review.

"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.

Research in Progress

"Understanding College and Major Choice: Evidence from Denmark," with Michael Kuhn, Anne Toft Hansen and Helene Willadsen.

"Improving Educational Achievement through Better Sleep Habits: The Effect of Technology-Based Behavioral Interventions," with Osea Giuntella and Silvia Saccardo.

"Is Summer Special? The Effect of Summer Enrollment at Community College," with Andy Brownback.

"Charter School Effects on Long Term Outcomes," with Julian Betts.

"The Effect of Parent Education on Student Outcomes: A Large-Scale Field Experiment in the UK," with Steven Levitt, John List and Robert Metcalfe.

"Fear of Risk Hinders Science Investment," with Richard Carson, Joshua Graff Zivin, Jordan Louviere and Jeffery Shrader.

Teaching

Rady School of Management, UC San Diego

2013-	<i>Topics in Business Strategy: Experiments in Firms</i> , MBA course
2012-2014, 2016-2017	<i>Competitive Strategy</i> , MBA course

Glenn School of Public Affairs, The Ohio State University

2015	<i>Capstone Course: Experiments in Policy</i> , Masters course
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Grants and Awards

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
2013-2015	UK Education Endowment Foundation (Co-PI), £900,000
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

2019	Interventions, Motivation and Behavior Workshop, Lund University (scheduled), University of Copenhagen (scheduled), Collier Conference on Behavioral Economics Tel Aviv University (scheduled), NHH Norwegian School of Economics, Spring School in Behavioral Economics UC San Diego, University of California Riverside, University of Chicago, University of Oregon, American Economic Association Annual Meeting
2018	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 Annual Meeting, 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 Annual International Meeting, Erasmus University Rotterdam, University of Amsterdam, Tilburg University, Northwestern University
- 2011 Advances with Field Experiments Workshop, Economics Sciences Association Annual International Meeting, 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, Experimental Economics, Games and Economic Behavior, Industrial and Labor Relations Review, Journal of Economic Behavior and Organization, Journal of the European Economic Association, Journal of Human Resources, Journal of Political Economy, Journal of Public Economics, 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

Service

- 2018 National Science Foundation Review Panel
- 2016-2017 UC San Diego Human Knowledge, Learning and Creativity Committee
- 2015-2017 Southern California Conference in Applied Microeconomics Organizing Committee
- 2011-2014 Rady School of Management Faculty Equity Advisor