

## **HEATHER SCHOFIELD**

The University of Pennsylvania  
Blockley Hall, 423 Guardian Drive  
Philadelphia, Pa 19104

hschof@wharton.upenn.edu  
hschof@mail.med.upenn.edu  
617-233-4775

### **Academic Appointments:**

Assistant Professor. University of Pennsylvania, Perelman School of Medicine and Wharton Business School. (Jan. 2016 - )

Instructor. University of Pennsylvania, Perelman School of Medicine and Wharton Business School. (July 2015 – Dec. 2015)

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

### **Teaching Experience:**

Fall 2015, “Microeconomics for Managers” (MGEC 611 and 612). Wharton, University of Pennsylvania.  
Fall 2016

Spring 2007 “Measuring Population Health” (Population and International Health 506). Harvard School of Public Health. Teaching Fellow for Prof. Josh Salomon, Harvard School of Public Health.

Spring 2007 “Antares Seminar.” Harvard School of Public Health and Harvard Business School joint seminar. Teaching Fellow for Prof. Michael Chu and Prof. David Bloom.

Fall 2006 “Foundations of Global Population and Health” (Population and International Health 272). Harvard School of Public Health. Teaching Fellow for Prof. David Bloom, Harvard School of Public 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

## **Professional Activities**

Selected Invited Seminar Talks: University of Chicago, Stanford University, London School of Economics, Cornell University, UC Berkeley, The World Bank, Harvard School of Public Health, Tufts University, George Mason University, Carnegie Mellon University, New York University, UC San Diego

Referee Services: *American Economic Journal: Applied Economics*, *American Economic Review*, *Economic Development and Cultural Change*, *Journal of Development Economics*, *Journal of Public Economics*, *Journal of the Economics of Aging*, *Journal of the European Economic Association*, *Quarterly Journal of Economics*, *RESTAT*

Participant, Russell Sage Foundation Summer Institute in Behavioral Economics, 2014

## **Publications:**

“Poverty and Cognitive Function.” (With Emma Dean and Frank Schilbach). 2016. Accepted, NBER conference on volume on “The Economics of Asset Accumulation and Poverty Traps.”

“The Psychological Lives of the Poor.” (With Sendhil Mullainathan and Frank Schilbach). 2016. *American Economic Review, Papers & Proceedings* 106(5): 435-440.

“Comparing the Effectiveness of Individualistic, Altruistic, and Competitive Incentives in Motivating Completion of Mental Exercises” (With George Lowenstein, Jessica Kopsic, and Kevin Volpp). 2015. *Journal of Health Economics* 44: 286–299.

“A Randomized Controlled Trial of Employer Matching of Employees’ Monetary Contributions to Deposit Contracts to Promote Weight Loss” (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), Accepted at the *American Journal of Health Promotion*

“The Psychology of Nutrition Messages.” (with Sendhil Mullainathan). 2008. *Advances in Health Economics and Health Services Research* 19: 145-172.

## **Working Papers:**

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

## **Research in Progress:**

“Nutrition Knowledge: Can Beliefs about Nutrition Change Caloric Intake, Cognitive Function, Labor Supply, and Earnings?” (With Sendhil Mullainathan)

“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)

## **Selected Grants:**

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| 2017 | The University of Chicago Trust. \$47,951 for “The Impact of Physical Pain on Productivity, Cognitive Function, and Decision-making.” Multi-PI with Frank Schilbach, Sendhil Mullainathan, and Anuj Shah |
| 2017 | Global Engagement Fund (University of Pennsylvania), \$38,292, for “Dynamic Complementarities in Education.” Co-PI with Supreet Kaur and Christina Brown   |
| 2017 | Government of Tamil Nadu. \$258,000 for “Chronic Sleep Deprivation Among the Poor. A Lab-in-the-field Approach.” Co-PI, with Gautam Rao and Frank Schilbach  |
| 2017 | Milton Fund, \$50,000 for “Chronic Sleep Deprivation Among the Poor. A Lab-in-the-field Approach.” Co-PI, with Gautam Rao and Frank Schilbach  |

- 2016 Global Engagement Fund, University of Pennsylvania, \$35,000 for “The Impact of Physical Pain on Productivity, Cognitive Function, and Decision-making.” Multi-PI with Frank Schilbach, Sendhil Mullainathan, and Anuj Shah
- 2016 Columbia Global Policy Initiative, \$100,000, for “Dynamic Complementarities in Education.” Co-PI with Supreet Kaur
- 2016 Mind Brain Behavior Interfaculty Initiative, \$50,000 for “Chronic Sleep Deprivation Among the Poor. A Lab-in-the-field Approach.” Co-PI, with Gautam Rao and Frank Schilbach
- 2015 International Growth Center (IGC), £35,000 ( $\approx$  \$52,000) for “The Impact of Increased Caloric Intake on Cognitive Function, Labor Supply, and Earnings.” Co-PI with Sendhil Mullainathan
- 2015 Nutricia Foundation, £24,947 ( $\approx$  \$37,000) for “The Impact of Increased Caloric Intake on Cognitive Function, Labor Supply, and Earnings.” Co-PI with Sendhil Mullainathan
- 2015 Spencer Foundation, \$49,940, for “Dynamic Complementarities in Education.” Co-PI with Supreet Kaur
- 2015 President’s Global Innovation Fund (Columbia University), \$75,000, for “Dynamic Complementarities in Education.” Co-PI with Supreet Kaur
- 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 Gautam Rao, Frank Schilbach, 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 Gautam Rao, Frank Schilbach, 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
- 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

**Media/Press**

NPR, All Things Considered. Reported by Nurith Aizenman. "A bad night's sleep might do more harm than you think." Dec. 2, 2015.

Freakonomics Podcast. Produced by Christopher Werth. "The economics of sleep." July 16, 2015.

Knowledge@Wharton, Radio interview. Jan. 26, 2016.

The Economist. "The Economics of Ramadan." July 2, 2016.