

## Jonas Hjort

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www.jonashjort.com  
Citizen of Denmark, Norway, U.S.  
Married, 3 children (2016/-18/-19)

### EMPLOYMENT

2021/11 – present      University College London, Professor of Economics  
2024/01 – present      University of Oslo, part-time Professor of Economics

### PAST EMPLOYMENT

2022      Columbia University, Associate Professor of Economics (with tenure), Department of Economics and Business School  
2018 – 2022      Columbia Business School, Associate Professor of Economics (w/out tenure) [on leave from 2021/11]  
2012 – 2018      Columbia Business School, Assistant Professor of Economics  
2022 – 2024      University of Oslo, part-time Associate Professor of Economics

### OTHER CURRENT APPOINTMENTS AND AFFILIATIONS

2024 –      Lead Academic for J-PAL Jobs and Entrepreneurship in Africa portfolio  
2024 –      UCL MSc Economics Programme Director  
2023 –      European Economic Association, Fellow  
2020 –      J-PAL Affiliate  
2017 –      Centre for Economic Policy Research (CEPR), Affiliate (Development)  
2016 –      International Growth Centre (IGC), Research Affiliate  
2022 –      Bureau for Research and Economic Analysis of Development (BREAD) Fellow (Affiliate 2013-2022)  
2013 –      Center for Economic Studies/Ifo Institute for Economic Research (CESifo), Distinguished Affiliate

### OTHER PAST APPOINTMENTS AND AFFILIATIONS

2016 – 2022      National Bureau of Economic Research (NBER), Fac. Research Fellow (DEV, PR)  
2015 fall      Harvard University, Dept. of Economics, Visiting Assistant Professor  
2014 – 2022      Lead Academic, Int'l Growth Centre Liberia & Sierra Leone Country Program  
2008 fall      University of Chicago, Becker Center, Price Theory Scholar

### EDITORIAL POSITIONS

2023 –      Co-Editor, Journal of the European Economic Association  
2020 – 2023      Associate Editor, Journal of Development Economics

### EDUCATION

2006 – 2012      PhD Economics, UC Berkeley  
2005 – 2006      MA International & Development Economics, Yale University  
2002 – 2005      BSc Economics, London School of Economics

### RESEARCH ON PRODUCTION IN DEVELOPING COUNTRIES

Published and forthcoming papers

“Ethnic Investing and the Value of Firms”,  
with Changcheng Song and Christopher Yenkey,  
MANAGEMENT SCIENCE, forthcoming  
CEPR DP no. 16316

“The Economic Impact of Internet Connectivity in Developing Countries” (an overview of the evidence),  
with Lin Tian  
ANNUAL REVIEW OF ECONOMICS, forthcoming

“Strategic or Confused Firms? Evidence from “Missing” Transactions in Uganda”,  
with Miguel Almunia, Justine Knebelmann, and Lin Tian  
REVIEW OF ECONOMICS AND STATISTICS, vol. 106, no. 1, pp. 256-265, January 2024  
NBER working paper no. 29059, CEPR DP no. 16379

“Individuals and Organizations as Sources of State Effectiveness”,  
with Michael Carlos Best and David Szakonyi  
AMERICAN ECONOMIC REVIEW, vol. 113, no. 8, pp. 2121-2167, August 2023  
NBER working paper no. 23350, CEPR DP no. 11968, BREAD working paper no. 510  
Write-ups: VoxDev, VoxDev podcast

“Across-Country Wage Compression in Multinationals”,  
with Xuan Li and Heather Sarsons  
*Conditionally accepted*, AMERICAN ECONOMIC REVIEW  
NBER working paper no. 26788, CEPR DP no. 14465  
Coverage: Chicago Fed

“How Research Affects Policy: Experimental Evidence from 2,150 Brazilian Municipalities”,  
with Diana Moreira, Gautam Rao, and Juan Francisco Santini  
AMERICAN ECONOMIC REVIEW, vol. 111, no. 5, pp. 1442-1480, May 2021  
NBER working paper no. 25941  
Coverage: NPR Planet Money, DerStandard, Het Financieele, Exame, Pesquisa, Folha, El Comercio,  
LiveMint, Nexo Jornal

“Vertical Integration, Supplier Behavior, and Quality Upgrading among Exporters”,  
with Christopher Hansman, Gianmarco León, and Matthieu Teachout  
JOURNAL OF POLITICAL ECONOMY, vol. 128, no. 9, pp. 3570-3625, September 2020  
*Winner of the Oliver Williamson Award for Best Paper presented at the Society of Institutional and  
Organizational Economics 2018 annual conference in Montréal*  
NBER working paper no. 23949, CEPR DP no. 12518, BREAD working paper no. 525  
Coverage: VoxDev

“Interlinked Firms and the Consequences of Piecemeal Regulation”,  
with Christopher Hansman and Gianmarco León  
JOURNAL OF THE EUROPEAN ECONOMIC ASSOCIATION, vol. 17, no. 3, pp. 876-916, June 2019  
BREAD working paper no. 442 , CEPR DP no. 12584

“The Arrival of Fast Internet and Employment in Africa”,  
with Jonas Poulsen  
AMERICAN ECONOMIC REVIEW, vol. 109, no. 3, pp. 1032-1079, March 2019  
NBER working paper no. 23582, BREAD working paper no. 519  
Coverage: The Economist, The Economist, VoxDev, CATO, Quartz Africa, National Affairs, Le Monde,  
World Bank blog, Le Nouvel Économiste, Brookings

“Ethnic Divisions and Production in Firms”  
QUARTERLY JOURNAL OF ECONOMICS, vol. 129, no. 4, pp. 1899-1946, November 2014  
*Winner of the 2013 CESifo Prize for best paper in Applied Microeconomics*  
CDEP-CGEG working paper 006, CESifo working paper 4449

Working papers and work in progress (somewhat advanced stage)

“The Missing Middle Managers: Labor Costs, Firm Structure, and Development”,  
with Hannes Malmberg and Todd Schoellman, working paper  
*revise&resubmit, AMERICAN ECONOMIC REVIEW: INSIGHTS*  
NBER working paper no. 30592

“Informational Barriers to Market Access: Experimental Evidence from Liberian Firms”,  
with Golvine de Rochambeau, Vinayak Iyer, and Fei Ao, working paper  
NBER working paper no. 27662, CEPR DP no. 17008

“Input Sourcing in Lopsided Low-income Economies”, with Alan Griffith and Yue Yu

### **OTHER RESEARCH (ON OTHER TOPICS OR IN NON-ECONOMICS JOURNALS)**

“Pure-Chance Jobs vs. a Labor Market: the Impact on Careers of a Random Serial Dictatorship for First Job Seekers”,  
with Ashna Arora and Leonard Goff  
*AMERICAN ECONOMIC ASSOCIATION PAPERS & PROCEEDINGS*, vol. 111, pp. 470-475, May 2021

“Universal Investment in Infants and Long-run Health: Evidence from Denmark’s 1937 Home Visiting Program”,  
with Mikkel Sølvesten and Miriam Wüst  
*AMERICAN ECONOMIC JOURNAL: APPLIED ECONOMICS*, vol. 9, issue 4, pp. 78-104, October 2017

“Ebola, jobs and economic activity in Liberia”,  
with Jeremy Bowles, Timothy Melvin, and Eric Werker  
*BMJ: JOURNAL OF EPIDEMIOLOGY & COMMUNITY HEALTH*, vol. 70, pp. 271-277, 2016

“Pre-Colonial Culture, Post-Colonial Economic Success? The Tswana and the African Economic Miracle”  
*THE ECONOMIC HISTORY REVIEW*, vol. 63, no. 3, pp. 688-709, August 2010

### **SELECTED GRANTS**

2022	€1,896,821 from the European Research Council (Consolidator Grant)
2021	\$491,268 from NSF (with Michael C. Best and Gaston Pierri)
2018	\$55,000 from SSHRC Canada (with Francesco Amodio)
2017	\$45,000 from the IGC (with Miguel Almunia, Alan Griffith, and Lin Tian)
2017	\$45,000 from PEDL (with Francesco Amodio)
2016	\$125,000 from Lemann Fund (with Gautam Rao)
2016	\$75,000 from Weiss Family Fund (with Gautam Rao)
2015	\$160,000 from the IGC
2014	\$69,000 the IGC (with Miguel Almunia and Francois Gerard)
2013	\$53,000 from PEDL (with Tarek Ghani and Sylvan Herskowitz)
2013	\$33,000 from the IGC
2013	\$20,000 from CBS Dean’s Seed Funding
2013	\$20,000 from CIBER (with Gianmarco León)

### **INVITED KEYNOTES AND THEME PRESENTATIONS**

2025	Workshop on the Public Administration and State Capacity, Stuttgart, Germany
2024	Summer Workshop on the Economics of Inter-Group Relations and Integration, London, UK
2024	European Economic Association annual congress, Rotterdam, Netherlands
2024	Asia Meeting of the Econometric Society, Hangzhou, China

2024	Nobel Symposium in Microdevelopment Economics, Stellenbosch, South Africa
2024	Economic History and Economic Policy in South Africa, Stellenbosch, South Africa
2022	EOS Conference on Trade, Globalization, and Development conference, Namur, Belgium
2022	World Bank/IGC third “Infrastructure for Development” conference, framework talk on internet penetration
2021	Danish Graduate Programme in Economics annual conference in Ringsted, Denmark

### **SELECTED FELLOWSHIPS AND AWARDS**

2022	American Economic Review: Insights, Excellence in Refereeing Award
2018	Oliver Williamson Award for Best Paper presented at the Society of Institutional and Organizational Economics 2018 annual conference in Montréal
2015	American Economic Review, Excellence in Refereeing Award
2014	Sandmo Junior Visiting Fellowship, Norwegian School of Economics (“for especially promising young researchers under the age of 40”)
2013	CESifo Prize for best paper in Applied Microeconomics
2012	Journal of Development Economics Prize for outstanding dissertation in the area of development economics, UC Berkeley 2012
2009-2011	The Hewlett/IIE Dissertation Fellowship
2009-2010	Spencer Foundation Dissertation Fellowship
2008-2009	The Norway-America Association’s King Olav V Birthday Fund Award
2007-2008	The American-Scandinavian Foundation Graduate Fellowship

### **SELECTED INVITED PRESENTATIONS**

American Economic Association, BI Norwegian Business School, Bocconi U., Boston U., BREAD, Brown, Cambridge, Central European U., CEPR, CERGE-EI Prague, Columbia, Copenhagen U., Cornell, Dartmouth, Econometric Society, EIEF Rome, Georgetown, Harvard, Helsinki GSE, Hong Kong UST, IGC, IMF, LSE, Manchester U., Marseille School of Economics, McGill, MIT, Namur U., NBER, Northwestern, Norwegian School of Economics, Nottingham U., NYU, Oxford, Paris School of Economics, Penn State, Princeton, PUC-Chile, SIOE, Stanford, Toulouse School of Economics, U. Bergen, U. British Columbia, UCLA, UCSD, U. Chicago, U. Michigan, U. Munich, U. Pompeu Fabra, USC, U. Stockholm, U. Toronto, U. Virginia, U. Zurich, Warwick, World Bank, Yale

### **TEACHING**

#### **UCL**

- PhD Development Economics: winter 2022, 2023, 2024, 2025
- MSc Development Economics: winter 2023, 2024, 2025
- BSc Economics Dissertation module: fall 2022

#### **Columbia University, Graduate School of Business**

- Managerial Economics (Microeconomics for MBAs): fall 2016, 2017, 2018, 2019, 2020, 2021
- Global Immersion: New Growth and Business Opportunities in East Africa (MBA): spring 2018, fall 2018, spring 2020
- The Private Sector and International Development (MBA, Executive MBA): spring 2013, spring 2014, fall 2014, spring 2015

### **OTHER SERVICE**

2025	Program Committee for the CEPR Development Economics Annual Symposium/11 <sup>th</sup> Workshop on Political Economy and Conflict, Barcelona, Spain
2025 –	J-PAL Invited Researcher Selection Committee
2024 – 2025	Program Committee for the Econometric Society World Congress in Seoul, Korea
2023 –	Theme leader (w/ Startz and Verhoogen), “Innovation, Organizations, and Markets” program at Private Enterprise Development in Low-Income Countries (PEDL)

**REFEREEING**

*American Economic Review, Econometrica, Journal of Political Economy, Quarterly Journal of Economics, Review of Economic Studies, Review of Economics and Statistics, Journal of the European Economic Association, American Economic Journal: Applied Economics, American Economic Journal: Economic Policy, Journal of Economic Literature, Journal of Labor Economics, RAND Journal of Economics, Journal of Public Economics, Journal of Development Economics, Journal of Economic Behavior and Organization, Economic Journal, Journal of African Economies, Economic Development and Cultural Change, Journal of Economic Growth, Nature: Communications, International Economic Review, Journal of Population Economics*

**PHD STUDENTS ADVISED (FIRST JOB/YEAR OF PHD)**

Oscar Ignacio Perelló Perez (Research Economist, Bank of Spain/2025)  
 Justine Knebelmann (A.P., Dept. of Economics, Sciences Po/2024)  
 Nicolas Cerkez (Dept. Lecturer, Dept. of International Development, University of Oxford/2024)  
 Leonard Goff (A.P., Dept. of Economics, University of Georgia/2021)  
 Yue Yu (A.P., Rotman School of Management (Econ.)+Dept of Management, U. of Toronto/2020)  
 Suanna Oh (Post-doc, briq Bonn & A.P., Dept. of Econ., Paris School of Economics/2020)  
 David Alfaro-Serrano (Cornerstone Research/2020)  
 Matthieu Teachout (Research Director, International Growth Centre/2019)  
 Xuan Li (A.P., Dept. of Economics, Hong Kong University of Science and Technology/2019)  
 Golvine de Rochambeau (A.P., Dept. of Economics, Sciences Po/2018)  
 Lin Tian, (A.P., Insead/2018)  
 Ashna Arora (Research Director, Crime Lab, University of Chicago)  
 Maria Micaela Sviatschi (A.P., Dept. of Economics, Princeton University /2017)  
 Christopher Hansman (A.P., Imperial College Business School /2017)  
 Nicolás de Roux (A.P., Dept. of Economics, Universidad de los Andes /2017)  
 David Szakonyi (Post-doc, Harvard Univ. Academy. & A.P., Dept. of Pol. Science, GWU /2016)  
 Jonas Poulsen (Lecturer, Dept. of Economics, Harvard University/2015)

**RESEARCH ASSISTANTS AND COAUTHORS RECOMMENDED+ADMITTED IN PHD ECON. PROGRAMS:**

Emilio Alejandro Guaman Maldonado (UCL/2025)  
 Marcia Ruiz Pulgar (U. Michigan/2023)  
 Dafne Murillo (Columbia/2021)  
 Junyi Que (Princeton/2021)  
 Sebastian Sardon (Northwestern/2020)  
 David Henning (UCLA/2019)  
 Claude Raisaro (U. Zurich/2017)  
 Andrea Smurra (UCL/2016)  
 Josephine Gantois (Columbia/2015)  
 Henrik Sigstad (Harvard/2014)

**OUTSIDE ACTIVITIES**

2022 – 24	Advisory Committee member, IFC flagship report “Digital Opportunities in African Businesses”
2023 –	Advisory board, Building Markets
2022 – 23	Advisory Committee member, World Bank regional flagship report “Digital Africa: Technological Transformation for Jobs”
2021	Short-term consultant for EBRD, IMF
2019 –	Member, Advisory Committee for the World Bank’s Research Program on Digital Transformation for Africa
2019	Short-term consultant for CDC Group