

8/14/2022

**TERENCE R. JOHNSON**

Mobile Phone: (773) 574-2422      Email: [trj2j@virginia.edu](mailto:trj2j@virginia.edu)

Website: <https://www.marketdesign.net>

**EDUCATION**

Ph.D.      Economics, University of Maryland, College Park, 2011

B.S.      Economics, Mathematics, Political Science, Syracuse University, 2006

**FIELDS OF SPECIALIZATION**

Mechanism Design, Development Economics

**EMPLOYMENT AND APPOINTMENTS**

University of Virginia, Assistant Professor of Data Science (General Faculty),  
2022—

J-PAL Invited Research Affiliate, 2021—

University of Virginia, Visiting Assistant Professor of Economics, 2020—2022

ThReD Associate, 2018—

Innovations for Poverty Action, Research Associate, 2014—

University of Notre Dame, Assistant Professor of Economics, 2011—2020

Fellow, Kellogg Institute for International Studies, 2015—2020

University of Virginia, Visiting Scholar, Fall 2015

Northwestern University, Visiting Scholar, Spring 2015

Power Auctions, Consultant, 2008—2011

University of Maryland, College Park, Graduate Assistant, 2006—2011

**PUBLICATIONS**

Brooks, W. and Donovan, K., and Johnson, T.R., and Oluoch-Aridi, J. “Cash transfers as a response to COVID-19: Experimental evidence from Kenya”, *Journal of Development Economics*, vol. 158, 2022, 102929

Brooks, W. and Donovan, K., and Johnson, T.R. “Is There a Cost-Effective Means of Training Microenterprises?”, *World Bank Economic Review*, vol. 34, Feb 2020, (pp. S63–S67)

Johnson, T.R. “Synchronized matching with incomplete information”. *Econ Theory* 67, 589–616 (2019)

Brooks, W. and Donovan, K., and Johnson, T.R. “Mentors or Teachers? Microenterprise Training in Kenya”, *AEJ: Applied*, vol. 10, no. 4, October 2018 (pp. 196-221)

Johnson, T.R. “Matching Through Position Auctions”, *Journal of Economic Theory*, 148, (2013), p. 1700-1713

Bandyopadhyay, Iskakov, Johnson, Lee, McArthur, Rust, Watson and Watson.

“Can the economics job market be improved?”, *The Handbook of Market Design*, Oxford University Press, (2013), Chapter 7.

### **WORK IN PROGRESS**

- Brooks, W. and Donovan, K., and Johnson, T. 2020. “From Micro to Macro in an Equilibrium Diffusion.” Working Paper.
- Johnson, T. and Lipscomb, M. 2019. “Pricing People into the Market: Targeting through Mechanism Design.” Working Paper.
- Johnson, T. 2018. “Quality Exchanges.” Working Paper.

### **GRANTS AND FIELD PROJECTS**

- “The Impact of Cash Transfers on Female Entrepreneurs’ Business Outcomes during Covid-19 in Kenya”. With Wyatt Brooks, Kevin Donovan, Jackline Oluoch-Aridi. February 2020. J-PAL, \$47,520.
- “Can Experience be Taught?: Entrepreneurship in Nairobi, Kenya.” With Wyatt Brooks and Kevin Donovan, The Ford Family Program and the Kellogg Foundation, \$60,000
- “Adverse Selection in Labor Markets: Evidence from Uganda.” With Wyatt Brooks (ND) and Kevin Donovan (ND), \$68,000
- “Measuring the impact of wealth on health: A maternal health intervention in Kenya.” With Ethan Lieber (ND), \$100,000
- “Economic and Financial Models for Pricing and Setting Sanitation Tariffs for the Benefit of the Urban Poor: Evidence from Ghana and Burkina Faso.” With Molly Lipscomb (UVA), sub-grant from Water and Sanitation for Africa, \$914,759

### **OTHER PUBLICATIONS**

- Brooks, Donovan and Johnson, VoxDev, “Mentorship helps Kenyan microenterprises profit”, VoxDev, (09/19/2017)

### **INVITED TALKS AND CONFERENCE PRESENTATIONS**

- 2021— NBER Decentralization Conference (Pitt)
- 2019— Local organizer for ThReD at Notre Dame
- 2018— ASSA Annual Meetings (Econometric Society Winter Meetings), ThReD (Bocconi), HCEO Market Design Perspectives on Development (Harvard Business School)
- 2017— World Bank Ignite Growth Workshop, MWIEDC (Wisconsin-Madison), IIOC 2017, NBER Entrepreneurship and Productivity, NBER Development, NBER Market Design, Development Day (Northwestern), Entrepreneurship and Private Enterprise Development (NYU)
- 2016— Michigan State University, NEUDC (MIT)
- 2015— Northwestern University, Georgetown Center for Economic Research,

8/14/2022

IAAE 2015, Bill and Melinda Gates Foundation WSH Partners Meeting,  
Econometric Society World Congress  
2013—University of Virginia, Kansas Microeconomic Theory Workshop, 13<sup>th</sup>  
Society for the Advancement of Economic Theory Meetings, University of  
Michigan, Bill and Melinda Gates Foundation WSH Partners Meeting,  
Midwest Economic Theory (WUSTL), Midwest Economic Theory  
(Michigan)  
2012—Midwest Economic Theory (Indiana), Cowles Foundation Summer  
Conference, Midwest Economic Theory (Michigan State)  
2011—Indiana University Kelley School of Business, Notre Dame, Caltech,  
Boston University, Federal Trade Commission

### **REFEREEING**

*Review of Economic Studies, Journal of Economic Theory, RAND Journal of  
Economics, Review of Economic Statistics, Theoretical Economics, Games and  
Economic Behavior, Journal of Health Economics, AEJ: Micro, Journal of Economic  
Behavior and Organization, International Journal of Industrial Organization,  
Journal of Industrial Economics, Pacific Journal of Economics*

### **DISSERTATION COMMITTEES AND ADVISING**

Huyen Pham (PhD Dissertation, *Essays in Industrial Organization*, 2012),  
Ruoqing Huang (Senior Thesis, *Incentive Compatible Auditing and Greek  
Taxation*, 2013), Patrick Londergan (Senior Thesis, *Foreign Direct Investment  
and Political Instability: A model of elite capture*, 2013), Alejandro Montecinos  
(PhD Dissertation, *Essay on Strategic Behavior of Heterogeneous Agents*), Aaron  
Bode (Senior Thesis, *Expanding Entrepreneurship? Evidence from Microenterprise  
Training and Mentorship in Uganda*, 2017), Stephanie Mastorakos (International  
Scholars Program, *Maternal Health and Welfare in Kenya*, 2016), Jackline  
Oluoch-Aridi (PhD Dissertation, Strathmore University (Nairobi, Kenya),  
*Measuring Hospital Quality Using Discrete Choice Experiments*, 2016)

### **COURSES TAUGHT**

Graduate Micro Economics (ND Economics), Undergraduate Game Theory  
(ND Economics and Uva Economics), Undergraduate Market Design (ND  
Economics and Uva Economics), Introduction to Public Policy (Uva Batten),  
Strategy (Uva Batten)

## REFERENCES

Joseph Kaboski, [jkaboski@nd.edu](mailto:jkaboski@nd.edu)

Dilip Mookherjee, [dilipm@bu.edu](mailto:dilipm@bu.edu)

Andy Newman, [afnewman@bu.edu](mailto:afnewman@bu.edu)

Lawrence Ausubel, [ausubel@umd.edu](mailto:ausubel@umd.edu)