

# Kristine Koutout<sup>1</sup>

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## Office Contact Information

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Golub Capital Social Impact Lab  
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## Research Interests

Experimental Economics  
Behavioral Economics  
Technology/Innovation  
Gender

## Positions

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**Stanford University**, Golub Capital Social Impact Lab  
*Research Director*

Stanford, California  
*March 2021-Current*

## Education

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### Vanderbilt University

*Ph.D. in Economics*

Job Market Paper: “Gendered Beliefs and the Job Application Decision”

Nashville, Tennessee

*2015-2021*

### Clemson University

*M.A. in Economics*

*B.A. in Economics*

Clemson, South Carolina

*2008*

*2004-2008*

## Publications

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**Second-Order Beliefs and Gender** (with Andrew Dustan & Greg Leo) *Journal of Economic Behavior & Organization*, 2022.

**Mechanism Performance under Strategy Advice and Sub-Optimal Play: A School Choice Experiment** (with Andrew Dustan, Martin Van der Linden, & Myrna Wooders) *Journal of Behavioral & Experimental Economics*, 2021.

## Working Papers

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**Emotional versus Informational Drivers of Misinformation Sharing: A field experiment using text message courses in Kenya** (with Susan Athey, Matias Cersosimo, & James Li), *Job Market Paper*.

**Gendered Beliefs and the Job Application Decision: Evidence from a Large-Scale Field and Lab Experiment**, *Working*.

**Reduction in Belief Elicitation** (with Andrew Dustan & Greg Leo), *Working*.

**Gendered Beliefs among Peers** (with Luis C. Carvajal-Osorio & Andrew Dustan), *Working*.

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<sup>1</sup>Updated October 30<sup>th</sup>, 2022

## In Progress

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**Impact Matters for Give at Checkout** (with Susan Athey, Matias Cersosimo, & Dean Karlan), *Draft forthcoming*.

**Personalized Treatments for Vaccine Hesitancy** (with Susan Athey, Dean Karlan, João Sedoc, & Alison Wood-Brooks), *Phase 2 experiment in preparation*.

**Personalized Donation Appeals** (with Susan Athey, Undral Byambadalai, Matias Cersosimo, & Dean Karlan), *Phase 2 experiment in preparation*.

**Changing Misinformation Sharing on Facebook at Scale** (with Ruth Appel, Susan Athey, Dean Karlan, Mike Luca, Nils Wernerwelt, & Rachel Zhou), *Piloting in progress*.

**Giving Life Meaning: An experiment to increase charitable giving on Facebook** (with Patricia Andrews Fearon, Susan Athey, Dean Karlan, Mike Luca, Paige Tsai, & Nils Wernerwelt), *Piloting in progress*.

**Do matching grants crowd-in or crowd-out future charitable giving?** (with Susan Athey, Matias Cersosimo, Dean Karlan, & Hannah Trachtman), *Experiment in preparation*.

## Grants, Fellowship, & Awards

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\*Amounts of \$5,000 or more are noted.

\*[Lab] designation indicates grants/gifts made to the Golub Capital Social Impact Lab with Faculty Director Susan Athey as PI, for which I played a major role in the development and writing of the proposal.

- 2022 [Lab] Facebook Gift for Misinformation Interventions at Scale (\$250,000)  
[Lab] Facebook Gift for Vaccine Hesitancy (\$5,000)
- 2021 [Lab] Alliance for Advancing Health Online's Vaccine Confidence Fund] (\$250,000)  
[Lab] Gates Foundation Gift (\$500,000)
- 2020 National Science Foundation Doctoral Dissertation Research Improvement Grant 1948723 (\$26,000)
- 2019 Russell Sage Foundation Behavioral Economics Small Grant (\$7,500)  
Graduate Leadership Development Institute Travel Grant  
Council of Economic Graduate Students Grant
- 2018 College of Arts & Sciences Travel Grant  
Council of Economic Graduate Students Grant
- 2017 Faculty/Graduate Student Collaborative Research Grant (\$5,000)  
Graduate Summer Language Training Grant (\$5,000)
- 2016 Data Acquisition Grant (\$7,500)  
Kirk Dornbush Summer Research Grant  
Council of Economic Graduate Students Grant

## Presentations

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### Invited Seminars

- 2022 Stanford University, GSB Impact Labs  
2020 Economics Science Association  
Vanderbilt University  
Vanderbilt Empirical Applied Microeconomics  
2019 The University of Toledo  
Western Illinois University  
2018 New York University- Abu Dhabi

### Workshops

- 2022 Society for the Advancement of Behavioral  
Economics Workshop-Lake Tahoe  
2020 Winter Experimental Social Science Institute  
-Abu Dhabi

### Conferences

- 2023 American Economic Association Annual Meetings (planned)  
2022 Economic Science Association- World  
Society for the Advancement of Behavioral Economics  
Economic Science Association- North America (planned)  
2021 European Economic Association Annual Congress  
2020 American Economic Association Annual Meetings  
2019 Advances in Field Experiments  
Economic Science Association- North America  
Southern Economics Association  
2018 Economic Science Association- North America  
Southern Economics Association  
Missouri Valley Economics Association

## Teaching Experience

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- Spring 2022 Designing Experiments for Impact (Graduate), support for Susan Athey  
Spring 2021 Data-driven Impact (Graduate), support for Susan Athey  
Spring 2020 Poverty and Discrimination, Teaching Assistant to Andrea Moro  
Wages, Employment, and Labor Markets, Teaching Assistant to Andrea Moro  
Fall 2019 Statistical Analysis (Graduate), Teaching Assistant to Andrew Dustan  
Seminar in Economic Development (Graduate), Teaching Assistant to Andrew Dustan  
Spring 2019 Intermediate Macroeconomics, Teaching Assistant to Kathleen McKiernan  
Summer 2018 Intermediate Microeconomics, **Instructor**  
Spring 2018 Econometrics, Teaching Assistant to Zara Sahakyan  
Fall 2017 Latin American Development, Teaching Assistant to Ana Andrade  
Spring 2017 Latin American Development, Teaching Assistant to Ana Andrade  
Game Theory, Teaching Assistant to John Weymark  
Fall 2016 Latin American Development, Teaching Assistant to Ana Andrade  
Development Economics, Teaching Assistant to Federico Gutierrez