

# SULE ALAN

Department of Economics  
European University Institute  
Florence, Italy

Phone: +39 (0)554685909  
E-mail: Sule.Alan@eui.eu  
E-mail: salancrossley@gmail.com  
Homepage: <https://sulealan.com/>

## Education

CFA Chartered Financial Analyst designation, 2012.  
PhD Economics, McMaster University, Canada, 2002.  
MA Economics, York University, Canada, 1998.  
BSc Economics, Middle East Technical University, Turkey, 1992.

## Employment

Professor of Economics, Cornell University, Brooks School of Public Policy, June 2024-present.  
Adjunct Professor of Economics, Bilkent University, Turkey, 2018- present.  
Professor of Economics, European University Institute, Italy, June 2019-May 2024.  
Professor of Economics, University of Essex, UK, September 2013- 2019.  
Assistant Professor, Department of Economics, Koç University, Turkey, January 2011-August 2013.  
Lecturer (Assistant Professor) in Economics, Faculty of Economics, University of Cambridge, UK, October 2007-September 2012.  
Research Associate, Center for Financial Analysis and Policy (CFAP), June 2007-2011.  
Fellow, Director of Studies, Newnham College, University of Cambridge, UK, July 2006-Sep 2009.  
Research Associate, Institute for Fiscal Studies (IFS), UK, September 2006-2007.  
Assistant Professor of Economics, York University, Canada, July 2001-July 2007.  
Visiting Lecturer in Economics, University College London, UK, September 2004-July 2005.  
Assistant Research Professor, University of Copenhagen, Denmark, July 2001-July 2002.

## Professional Affiliations and Network Memberships

Abdul Latif Jameel Poverty Action Lab (J-PAL).  
Center for Economic Policy and Research (CEPR).  
Center for Economic Studies and ifo Institute (CESifo).  
Innovations for Poverty Action, IPA.  
Character Lab.  
Human Capital and Economic Opportunity Global Working Group (HCEO).

## Editorial and Administrative Duties

Managing Co-editor: Economic Journal, 2021-2024.

Associate Editor: Quarterly Journal of Economics, 2021-present.

Associate Editor: Journal of the European Economic Association, 2020-2022.

Co-Chair: J-PAL Humanitarian Initiative, 2020-present.

Elected Council Member: European Economic Association, 2024-2029.

Economics Director: Max Weber Program, European University Institute, 2021-present.

Board Member: J-PAL Innovation in Government Initiative (IGI), 2019-present.

Panel Member: European Research Council Synergy Grant 2020.

Vice Chair: European Research Council Synergy Grant 2022-present.

Board Member: Larsson-Rosenquist Foundation Center for the Economics of Breastfeeding, University of Zurich, 2020-present.

Committee Member: European University Institute Harassment Committee, 2019-present.

Committee Member: European University Institute Diversity Committee, 2021-present.

Scientific Co-chair: European Economic Association 2023 Congress, 2022-present.

## Research Grants

### *Principal Investigator*

ERC Advanced Grant: Social Inclusion and the Political Economy of Education: Building Social Capital in Ethnic Diversity (INCLUSION), 2021-2026.

J-PAL ESI Initiative Pilot Grant: Fostering Social Skills in Ethnic Diversity Through Inclusive Classroom Practices, 2021-2022.

J-PAL PPE Initiative Full RCT Grant: Mitigating Peer Violence and Crime in Post Primary Schools, 2020-2022.

J-PAL ESI Initiative Full RCT Grant: Fostering Empathy in the Classroom, 2020-2022.

J-PAL PPE Initiative Full RCT Grant: Stimulating Curiosity in the Classroom, 2019-2021.

J-PAL CVI Full RCT Grant: Fostering Empathy in the Classroom, 2019-2021.

J-PAL PPE Initiative Pilot Grant: Stimulating Curiosity in the Classroom, 2019-2020.

IPA Peace and Recovery Program Pilot Grant: Fostering Empathy in the Classroom, 2018.

ING Bank: Investing in Non-cognitive Skills in Children, 2013-2015.

ESRC Impact Acceleration Grant: Self-Control and Patience in Children: A Randomized Educational Intervention, 2015.

ESRC Impact Acceleration Grant: Investing in Noncognitive Skills in Children, 2016.

British Academy International Partnership and Mobility Grant, 2014-2017.

ING Bank Financial Literacy Childhood Intervention Study, 2013-2017.

Risk and Time Preference Experiments in the English Longitudinal Study of Aging, Cambridge Endowment for Research in Finance, 2009-10 (co-investigators: J. Banks, T. Crossley and A. Rusticini.)

Social Sciences and Humanities Council of Canada Research Grant, 2003-2006.

### ***Co-Investigator***

Reducing socio-economics inequalities in Higher Education participation in the United Kingdom, Economic and Social Research Council, UK.

Economic Decisions and Non-Cognitive Skills in Children: Patience, Scientific Curiosity and Creativity, TUBITAK Research Grant.

European Investment Bank Institute, Financial Literacy Grant, 2013-2015 (principal investigators Rob Alessie and Anna-Maria Lusardi.)

Household Saving Behavior and Macroeconomic Crises, TUBITAK Research Grant, (principal investigator, Thomas Crossley).

Measurement of Risk and Time Preferences in the English Longitudinal Study of Aging, Economic and Social Research Council (ESRC), principal investigator, Thomas Crossley).

Social and Economic Dimensions of an Aging Population (SEDAP) II, Social Sciences and Humanities Council of Canada- Major Collaborative Research Initiative. 2005-2009 (principal investigator, Byron Spencer).

## **Publications**

### ***Refereed Publications***

1. "Abstract Reasoning, Theory of Mind and Character Development in the School" with B. Turkum, forthcoming, *Journal of Economic Behavior and Organization*.
2. "Nurturing Childhood Curiosity to Enhance Learning: Evidence from a Randomized Pedagogical Intervention", with I. Mumcu, forthcoming, *American Economic Review*, (2024), 114(4).
3. "Impersonal Trust in a Just and Unjust World: Evidence from an Educational Intervention", with E. Kubilay, forthcoming, *Journal of Development Economics*.
4. "Improving Workplace Climate: A Randomized Intervention on Large Corporations", with G. Corekcioglu and M. Sutter, forthcoming, *Quarterly Journal of Economics*, (2023), 138(1).
5. "Social Exclusion and Ethnic Segregation in Schools: The Role of Teacher's Ethnic Prejudice", with E. Duysak, E. Kubilay, I. Mumcu, forthcoming, *Review of Economics and Statistics*.
6. "Building Social Cohesion in Ethnically Mixed Schools: An Intervention on Perspective Taking", with C. Baysan, M. Gumren, E. Kubilay, *Quarterly Journal of Economics*, (2021), 136(4).
7. "Does a Forward-Looking Perspective Affect Self-Control and the Demand for Commitment? Results from an Educational Intervention", with S. Ertac and I. Gumus, *Economic Inquiry*, (2021), 59(4).

8. "Understanding Gender Differences in Leadership", with S. Ertac, E. Kubilay and G. Loranth, *Economic Journal*, (2020), 130(626).
9. "Ever Failed, Try Again, Succeed Better: Results from a Randomized Educational Intervention on Grit", with T. Boneva and S. Ertac, *Quarterly Journal of Economics*, (2019), 134(3).
10. "Cheating and Incentives in a Performance Context: Evidence from a Field Experiment on Children" with S. Ertac and M. Gumren, *Journal of Economic Behavior and Organization*, (2019).
11. "Mitigating the Gender Gap in the Willingness to Compete: Evidence from a Randomized Field Experiment", with S. Ertac, forthcoming, *Journal of the European Economic Association*, (2019), 17(4)
12. "Fostering Patience in the Classroom: Results from A Randomized Educational Intervention" with S. Ertac, *Journal of Political Economy*, (2018), 126(5).
13. "Income and Consumption: a Micro Semistructural Analysis with Pervasive Heterogeneity", with M. Browning and M. Ejrnæs, *Journal of Political Economy*, (2018), 126(5).
14. "Gender Stereotypes in the Classroom and Effects on Educational Outcomes" with S. Ertac and I. Mumcu, *Review of Economics and Statistics*, (2018), 100(5).
15. "Unshrouding: Evidence from Bank Overdrafts in Turkey", NBER WP: w20956, with M. Cemalcilar, D. Karlan and J. Zinman, *Journal of Finance*, (2018), 73(20), 481-522.
16. "Euler Equation Estimation on Micro Data", with K. Atalay and T. Crossley, *Macroeconomic Dynamics*, (2018), 23(8).
17. "Transmission of Risk Preferences from Mothers to Daughters", T. Boneva, N. Baydar, T.F. Crossley and S. Ertac, *Journal of Economic Behavior and Organization*, (2017), 134:60-77.
18. "Tax Incentives and Borrowing", with S. Leth-Petersen and A. Munk-Nielsen, *Economics Letters*, (2016), 162-164.
19. "Patience, Self-Control and the Demand for Commitment: Evidence From a Large-Scale Field Experiment" with S. Ertac, *Journal of Economic Behavior and Organization*, (2015), 115, 111-122.
20. "Do the Rich Save More?: Evidence from Canada", with K. Atalay and T. Crossley, *Review of Income and Wealth*, (2015), 61(4): 739-758.
21. "Subprime Consumer Credit Demand: Evidence from a Lender's Pricing Experiment", with G. Loranth, *Review of Financial Studies*, (2013), 26(9), 2353-2374.
22. "Estimation of Panel Data Models with Two-Sided Censoring" with B. E. Honoré, L. Hu and S. Leth-Petersen, *Journal of Econometric Methods*, (2013), 3(1), 1-20.
23. "Do Disaster Expectations Explain Household Portfolios?" *Quantitative Economics*, (2012), 3(1), 1-28.
24. "New Evidence on Taxes and Portfolio Choice", with K. Atalay, T. F. Crossley, and Sung-Hee Jeon, *Journal of Public Economics* (2010), 94: 813-823.
25. "Estimating Intertemporal Allocation Parameters Using Synthetic Residual Estimation", with M. Browning, *Review of Economic Studies* (2010), 77(4):1231-1261.
26. "Estimating Euler Equations with Noisy Data: Two exact GMM Estimators," with O. Attanasio and M. Browning, *Journal of Applied Econometrics* (2009), 24:309-324.
27. "The Adequacy of Retirement Savings: Subjective Survey Reports by Retired Canadians", with K. Atalay and T. F. Crossley, *Canadian Public Policy* (2008), 34(S1):95-118.

28. "Precautionary Wealth Accumulation: Evidence from Canadian Microdata", *Canadian Journal of Economics* (2006), 39(4): 1105-1124.
29. "Entry Costs and Stock Market Participation Over the Life Cycle", *Review of Economic Dynamics* (2006), 9(4), 588-611.
30. "Distributional Effects of 'General Population' Prescription Drug Programs in Canada", joint with T. F. Crossley, P. Grootendorst and M. Veall, *Canadian Journal of Economics*, (2005), 38(1):128-148.
31. "The Effects of Drug Subsidies on Out-of-Pocket Prescription Drug Expenditures by Seniors: Regional Evidence from Canada", with T. F. Crossley, P. Grootendorst and M. Veall, *Journal of Health Economics* (2002), 21(5):87-108.

### ***Other Publications and Policy Briefs***

1. "Mitigating global learning losses: lessons from the pandemic", joint with S. Wolf, J-PAL blog
2. "Skills for Life: Social Skills for Inter-Ethnic Cohesion", Inter-American Development Bank Policy Brief
3. "Sharing Research Results with Participants: An Ethical Discussion", joint with S. Friedlander, M. Rabb, C. Tangoren, J. Aker, and Christopher Udry, Center for Global Development blog.
4. "The Role of Character in Success", (Turkish) in *Bir Baska İktisat*, edited by N. Emrah Aydınonat Ü. Barış Urhan.

### ***Working Papers and Papers in Progress***

1. "Female Leadership and Workplace Climate", with G. Corekcioglu, M. Kaba, and M. Sutter.
2. "Empowering Adolescents to Transform Schools: Lessons from a Behavioral Targeting", with E. Kubilay.
3. "Improving Social Skills through Inclusive Teaching", with M. Carlana, M. Leone.
4. "Managing Adolescent Behavior in the Classroom to Improve Learning: Lessons from a Classroom Management Program", with K. Biswas, C. Hauser and S. Sabarwal.
5. "The Impact of Teachers on Pupils' Scientific Curiosity".
6. "Reinforcing Analytical Abilities in the Classroom", with M. Derebasoglu and B. Tanca.

### ***Selected Invited Seminars, Impact Engagements, Panels and Keynotes: Last 5 years***

Teacher Training Seminar on Socio-emotional Skills in the Classroom (Recurring), September, 2012-2020.

High-Level Lecture on Effective Pedagogies for Turkish Ministry of Education, April 2018.

J-PAL Europe Program Evaluation Training, Georgia, 2018.

Bogazici University, Economic Summit, Keynote, April 2020.

LSE The Political Economy of Turkey, Keynote, May 2020.

Selten Salon Lecture, University of Cologne/Bonn, May 2020.

Community Jameel Monaco Round Table, Fund Raising for Humanitarian Research, February 2020.  
J-PAL MENA, UNICEF, Egyptian MoE, Socioemotional Development, Keynote, February 2020.  
J-PAL Europe, Turkish Ministry of Education, Program Evaluation Training, June, 2020.  
LSE Political Economy keynote, September 2020.  
Cesifo Labor Group seminar, November 2020.  
University of Toronto, department seminar, November 2020.  
UT Austin, department seminar, March 2021.  
Harvard Labor-Public seminar, February 2021.  
Harvard Kennedy School seminar, September 2021.  
SEEDEC Keynote, October 2021.  
VDEV-CEPR-BREAD seminar, November 2021.  
University College London, QSS seminar, November 2021.  
University of Paris Douphine, department seminar, December 2021.  
University of Bologna, department seminar, December 2021.  
Econometric Society Barcelona Meeting 2021, Keynote.  
TRNTO Keynote, December 2021.  
Sciences Po, department seminar, February 2022.  
Harvard/MIT joint Development Economics Group, seminar, February 2022.  
University of Trinity Dublin, department seminar, February 2022.  
Bocconi University, department seminar, March 2022.  
LSE CEPR Keynote, June 2022.  
European ESA meeting Keynote, September 2022, Bologna.  
McMaster University, Hooker Distinguished Visiting Professor, November 2023, Hamilton, Canada.  
Economic Science Association Keynote, December 2023, Cape Town.

### ***Consulting***

1. World Bank: Implementation of Grit and Growth Mindset Studies in Macedonia.
2. Save the Children: Mitigating Peer Violence and Cyber Bullying in Schools, 2020-present.
3. Turkish Ministry of Education: Curricula Design for Refugee Integration and Cohesion, 2018-present.
4. SEBIT (Education Technology Center of Turkey): School Performance Monitoring and Feedback System, 2019-present.

## ***Teaching Experience (last 10 years)***

### **Undergraduate**

Quantitative Methods in Economics, University of Cambridge, UK: Spring 2008, 2009, 2010, 2011.

Econometrics, ECON 311, Koc University, Turkey: Fall 2011, Fall 2012.

Introduction to Economics, ECON 101, 102, Koc University, Turkey: Fall 2011, Fall 2012.

Corporate Finance, EC 384, University of Essex, UK: Spring 2014, 2015, 2016, 2017, 2018.

Principles of Economics, EC 111, University of Essex, UK: Fall and Spring 2014, 2015, 2016, 2017, 2018.

### **Graduate**

Financial Economics (MA), University of Cambridge, UK: Spring 2008, 2009, 2010, 2011.

Behavioral Economics (PhD), University of Essex, UK: Spring 2014.

Econometrics II (PhD), European University Institute, Italy: Fall 2020, Fall 2021 and Fall 2022.

Advanced Program Evaluation (PhD), European University Institute, Italy: Winter 2020, Winter 2021 and Winter 2022.

Advanced Measurement (PhD), European University Institute, Italy: Fall 2021 and Fall 2022.

## ***PhD Supervision***

Primary and Co-supervision of Doctoral Students:

1. Kadir Atalay, McMaster University, 2009. Associate Professor, Sydney University, Australia.
2. Stefano Alderighi, University of Essex, completed 2015. UK Endorsement Board, UK.
3. Elif Kubilay, Koc University, 2016. Assistant Professor, University of Essex.
4. Ipek Mumcu, University of Essex, 2019. Assistant professor, University of Exeter.
5. Enes Duysak, University of Essex, 2019. Senior researcher, NatCan, UK.
6. Mustafa Kaba, EUI, 2020. Max Plank Institute, Cologne, Germany.
7. Mert Gumren, Koc University, 2021. Post-doctoral Fellow, Koc University, Turkey.
8. David Martinez de Lafuente, EUI, 2021. Researcher, Fundación ISEAK, Spain.
9. Dalila Adriana Bernardino Figueiredo, EUI, (on the job market) expected graduation 2023.
10. Alaitz Ayarza, EUI, (on the job market) expected graduation 2023.
11. Miguel Alquezar-Yus, (on the job market) expected graduation 2023.
12. Zheng Wang, EUI, (on the job market) expected graduation 2023.
13. Alice Dominici, EUI, expected graduation, 2024.
14. Karina Colombo, EUI, expected graduation, 2024.
15. Betul Turkum, EUI, expected graduation, 2024.

16. Belen Rodriguez Moro, EUI, expected graduation, 2024.
17. Christina Sarah Hauser, EUI, expected graduation, 2025.
18. Goncalo Lima, EUI, expected graduation, 2025.
19. Sofia Betania Vasquez, EUI, expected graduation, 2025.
20. Yusuf Agus, EUI, expected graduation, 2026.
21. Buse Tanca, EUI, expected graduation, 2027.
22. Timo Kapelari, EUI, expected graduation, 2027

### *Refereeing*

Quarterly Journal of Economics, American Economic Review, Journal of Political Economy, Econometrica, Review of Economic Studies, American Economic Review: Insights, AEJ Applied, AEJ Policy, Management Science, Review of Economics and Statistics, Journal of the European Economic Association, International Economic Review, Journal of Public Economics, Journal of Development Economics, Journal of Human Resources, Canadian Journal of Economics, Journal of Applied Econometrics, Canadian Public Policy, Quantitative Finance, European Economic Review, Journal of Banking and Finance, Economic Journal, Social Choice and Welfare, Labor Economics, Journal of Economic Behavior and Organization, Labour Economics.

Last updated: March 22, 2024

<https://sulealan.com/>