

# Joshua W. Deutschmann

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## Education

Ph.D. Agricultural & Applied Economics, University of Wisconsin–Madison, Expected 2021  
*Fields: Development, Applied Econometrics, Industrial Organization*

M.A. Economics, Boston University, 2013

B.A. Economics (Honors Scholar), B.S. Mathematics (In Honors), *Magna Cum Laude*,  
Virginia Polytechnic Institute & State University, 2012

## Peer-Reviewed Publications

Measuring willingness to pay for reliable electricity: Evidence from Senegal  
*with Agnieszka Postepska and Leopold Sarr. Forthcoming, World Development*

The reform of energy subsidies in Iran: The role of cash transfers,  
*with Djavad Salehi–Isfahani and Bryce Stucki. Emerging Markets Finance and Trade, Vol. 51, Issue 6, 2015.*

## Job Market Paper

Contracting and quality upgrading: Evidence from an experiment in Senegal  
*with Tanguy Bernard and Ouambi Yameogo.*

*Blog and press coverage: [World Bank Development Impact Blog](#); [NOVAFRICA Development Economics Job Market Talks Podcast](#)*

## Working Papers

Can smallholder extension transform African agriculture? (*under review*)  
*with Maya Duru, Kim Siegal, and Emilia Tjernström. NBER Working Paper No. 26054*

## Work in Progress

Adoption of improved sanitation technology in the longer run: Evidence from Senegal  
*(preparing new draft)*

Measurement error, validation data, and program evaluation  
*with Emilia Tjernström. (preparing new draft)*

Spillovers without social interactions in urban sanitation  
*with Molly Lipscomb, Laura Schechter, and Siyao Jessica Zhu. (preparing new draft)*

Using market mechanisms to increase the take-up of improved sanitation  
*with Jared Gars, Shoshana Griffith, Jean–François Houde, Terence Johnson, Molly Lipscomb, Mbaye Mbeguere, Sarah Nehrling, Laura Schechter, and Siyao Jessica Zhu. (preparing new draft)*

Pricing complexity and consumer behavior: Evidence from a lab experiment  
with Emilia Tjernström and Jeffrey Michler. (*first experiment complete, follow-up experiment postponed due to COVID-19*)

Contract structure, behavioral mechanisms, and the adoption of biocontrol technology in Senegal  
with Tanguy Bernard, Laura Schechter, and Ouambi Yameogo. (*experiment postponed due to COVID-19*)

Optimal price-setting mechanisms in the market for urban sanitation in Senegal  
with Molly Lipscomb and Terence Johnson. (*pilot in progress*)

## Research Experience

University of Wisconsin–Madison

Student PI (Aflasafe Senegal project), 2019–Present

Research Assistant for Emilia Tjernström, 2017–2018

Research Assistant for Laura Schechter, 2015–2016

Innovations for Poverty Action, Dakar Urban Sanitation Project

PIs: Jean-François Houde, Molly Lipscomb, and Laura Schechter, 2013–2016

Virginia Polytechnic Institute & State University

Research Assistant for Djavad Salehi–Isfahani, 2012

## Press Appearances

“The Poop Cartel,” July 25, 2018: [Planet Money](#) (Episode 855); July 27, 2018: [All Things Considered and Goats and Soda](#). NPR

## Grants & Fellowships

PEDL Exploratory Research Grant (2020): *The effect of government relief measures on SME employment and survival in Burkina Faso during the COVID-19 crisis*, with Soumaila Gansonre, Louise Guillouet, and Aristide Ouedraogo [\$40,000]

Agricultural Technology Adoption Initiative (2019): *Credit, uncertainty, and monitoring for technology adoption: The case of Aflasafe in Senegal*, with Tanguy Bernard, Laura Schechter, and Ouambi Yameogo [\$141,000]

PEDL Capacity Building Grant (2019): *Exploring the structure of maize markets in Burkina Faso*, with Soumaila Gansonre, Louise Guillouet, and Aristide Ouedraogo [\$6,000]

CGIAR Research Program on Policies, Institutions, and Markets (2019): *Enhancing returns to technology adoption through independent certification: the case of Aflasafe in Senegal*, with Tahiro Abdoulaye, Tanguy Bernard, Konlambigue Matieyedou, Laura Schechter, and Ouambi Yameogo [\$315,000]

Kenneth and Pauline Parsons Graduate Fellowship Fund Research Travel Grant (2019)

UW–Madison Student Conference Travel Grant (2020)

UW–Madison Student Research Travel Grant (2019)

UW–Madison AAE Conference Presentation Travel Grants (2018, 2020)

UW–Madison / Mellon Foundation Area and International Studies Research Fellowship (2017)  
UW–Madison University Fellowship (2015–2016; 2018–2019)

### **Invited Seminars**

2020 USDA Economic Research Service

2019 IDinsight Dakar

### **Conference Presentations**

2021 AEA/ASSA Annual Meeting (Poster)\*

2020 Oxford Centre for the Study of African Economies (cancelled); AAEA Annual Meeting (Selected Presentation, cancelled); LEAP/LdA Virtual Summer School in International and Development Economics; NEUDC; SEA Annual Meeting; APPAM Annual Conference (Poster); PEDL 2020 Conference on Firms in Low-income Countries

2019 Midwest International Economic Development Conference; Global Poverty Research Lab Pre-Analysis Plan Mini-Conference

2018 Bay Area Behavioral and Experimental Economics Workshop; IDEAS Summer School in Development (Poster); AAEA Annual Meeting (Organized Symposium); North American ESA Conference

\* planned

### **Workshop Participation**

2019 NBER/African Development Bank: Transforming Rural Africa

2018 PEDL/NYU Abu Dhabi Workshop: The Frontiers of Research in Private Enterprise Development in Low-Income Countries; CEAR/Huebner Summer Risk Institute; Bill & Melinda Gates Foundation Dakar WASH MEDS Convening

### **Teaching Experience**

TA, World Hunger & Malnutrition, UW–Madison, Spring 2020 (mean evaluation: 4.8/5)

### **Professional Service**

*Referee Service:* African Journal of Agricultural and Resource Economics, Lahore Journal of Economics

*Department Service:* Taylor Hibbard Club President (2016–2017); Graduate Committee Student Representative (2017–2018); Coordinator, AAE Development/Political Economy Lab (2017)

### **Other Professional Experience**

Independent Consultant [Analysis, Survey Programming, Data Management]

Research Analyst, Vela Environmental [now KCoe Isom] (2010–2012)

Intern, groSolar and Chesapeake Solar [now SolarCity/Tesla Solar] (2008, 2009)

Intern, Howard County Library IT Department (2005–2008)

## Miscellaneous

*Affiliations:* American Economic Association, Agricultural & Applied Economics Association, Economic Science Association

*Technical Proficiencies:* Adobe Creative Suite, FrontlineSMS, L<sup>A</sup>T<sub>E</sub>X, Linux, Matlab, ODK, Python, QGIS, R, Stata, SurveyCTO, Web Design

*Foreign Languages:* English (native), French (fluent), Portuguese (basic, actively learning), Wolof (basic)

*Honors and Awards:* National Merit Scholar, National AP Scholar, Eagle Scout

*Erdős Number:* 6

## References

### **Laura Schechter**

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Agricultural & Applied Economics  
and Economics  
University of Wisconsin-Madison  
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### **Emilia Tjernström**

Assistant Professor  
Economics  
University of Sydney  
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### **Molly Lipscomb**

Associate Professor  
Public Policy and Economics  
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### **Bradford Barham**

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