

LAUREN FALCAO BERGQUIST

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EMPLOYMENT:

Assistant Professor, Department of Economics and Jackson School of Global Affairs, Yale University (2022-)
Assistant Professor, Department of Economics, University of Michigan (2018-2022)
Visiting Assistant Professor, Department of Economics, MIT (2021)
Saieh Family Fellow in Economics, Becker Friedman Institute, University of Chicago (2017-2018)

OTHER AFFILIATIONS:

Lead Academic for Rwanda, International Growth Centre (2020-)
Faculty Research Fellow, National Bureau of Economic Research (2019-)
Research Fellow, Center of Economic and Policy Research (2018-)
Affiliate, Bureau for Research and Economic Analysis of Development (2019-)
Affiliate, Jameel Poverty Action Lab (2019-)

EDUCATION:

University of California, Berkeley, Ph.D., Economics (2017)
Stanford University, B.A., Economics, Political Science (2008)

PUBLICATIONS:

“Sell Low and Buy High: Arbitrage and Local Price Effects in Kenyan Markets” (with Marshall Burke and Edward Miguel), *Quarterly Journal of Economics*, vol. 134, no. 2, 785–842, May 2019

“Competition and Entry in Agricultural Markets: Experimental Evidence from Kenya,” (with Michael Dinerstein) *American Economic Review*, vol. 110, no. 12, 3705-3747, December 2020 [Lead Article]

“Unlocking the Benefit of Credit through Savings” (with Sanghamitra Warrier Mukherjee, Marshall Burke, and Edward Miguel) *Journal of Development Economics*, vol. 171, October 2024

WORKING PAPERS:

“Scaling Up Agricultural Policy Interventions: Theory and Evidence from Uganda” (with Benjamin Faber, Thibault Fally, Matthias Hoelzlein, Edward Miguel, and Andres Rodriguez-Clare) *Conditionally accepted, Econometrica*

“Search Cost, Intermediation, and Trade: Experimental Evidence from Ugandan Agricultural Markets” (with Craig McIntosh and Meredith Startz) *Conditionally accepted, American Economic Review*

“Quality Upgrading and Upgrading along Supply Chains: Experimental Evidence from Uganda” (with Jie Bai, Ameet Morjaria, Russell Morton, and Yulu Tang)

WORKS IN PROGRESS:

“Financial Constraints to Exporting: Experimental Evidence from Rwanda’s Export Growth Fund” (with Jie Bai, Christian Lippitsch, Ignacio Marra de Artinano)

“Search Costs and Firm-to-Firm Linkages: Experimental Evidence from Trade Fairs” (with Jie Bai, Federico Huneus, Nicolas Jimenez, and Yuhei Miyauchi)

“Information Constraints in Domestic Supply Chain Linkages” (with Jie Bai, Vittorio Bassi, Christian Lippitsch, and Ignacio Marra de Artinano)

“Land Consolidation and Agricultural Productivity: Experimental Evidence from Kenya” (with Lorenzo Casaburi, Kevin Donovan, and Jack Willis)

“Striving for Quality: The Impact of Certification in Rwanda” (with Jie Bai, Vittorio Bassi, Christian Lippitsch, Ignacio Marra de Artinano and Stephen Nyarko)

SELECT FELLOWSHIP AND AWARDS:

2025	National Science Foundation CAREER Grant
2011	National Science Foundation Graduate Research Fellowship

RESEARCH AND GRANTS:

Striving for Quality: The Impact of Certification in Rwanda (with Jie Bai, Vittorio Bassi, Christian Lippitsch, Ignacio Marra de Artinano and Stephen Nyarko)

2025 IGC (~\$27,000), Yale Economic Growth Center (~\$25,000); Weiss Fund (~\$50,000), STEG (~\$33,000)

Land Consolidation and Agricultural Productivity: Experimental Evidence from Kenya (with Lorenzo Casaburi, Kevin Donovan, and Jack Willis)

2025 STEG (~\$170,000); IGC (~\$25,000); ISPS-MacMillan Multidisciplinary Research Fund (~\$20,000); SOM Deans Grant (~\$50,000)

2024 Yale Economic Growth Center (~\$25,000); Weiss Fund (~\$15,000)

Financial Constraints to Exporting (with Jie Bai, Christian Lippitsch, and Ignacio Marra de Artinano)

2024 IGC (~\$125,000); STEG (~\$125,000); PEDL (~\$185,000); Yale Economic Growth Center (~\$25,000)

2022 IGC (~\$35,000)

Experimental Evidence from Trade Fairs (with Jie Bai, Federico Huneus, Nicolas Jimenez, and Yuhei Miyauchi)

2025 IGC (~\$60,000)

2024 IGC (~\$55,000); Yale Economic Growth Center (~\$15,000)

Information Constraints in Domestic Supply Chain Linkages (with Jie Bai and Vittorio Bassi)

2022 IGC (~\$40,000)

Quality Upgrading and Market Structure in Uganda (with Jie Bai, Ameet Morjaria, Russell Morton, and Yulu Tang)

2021 PEDL (~\$225,000)

2020 ATAI (~\$415,000), ICG (~\$175,000), Weiss Fund (~\$75,000); Milton Fund (~\$50,000); MITRE (~\$15,000)

2019 MIT/Gates (~\$50,000)

2018 IGC (~\$50,000); MITRE (~\$20,000); PEDL (~\$45,000); MITRE (~\$15,000)

Two-Sided Markets: Evidence from the Ghana Commodity Exchange (with Lorenzo Casaburi, Yaw Nyarko, and Christopher Udry)

2020 ICG (~\$195,000)

Quality, Contracting, and Competition in Developing Country Supply Chains (with Max Huppertz and Meredith Startz)

2019 World Bank/Infodev (~\$210,000), MIT/Gates (~\$50,000)

2017 World Bank/ComPEL (~\$130,000)

Non-Tariff Barriers and Regional Integration in the East African Community (with Matthew Grant and Meredith Startz)

2018 IGC (~\$50,000)

Market Linkages for Smallholder Farmers in Uganda (with Craig McIntosh)

2016 MIT/Gates (~\$350,000); Anonymous donor (~\$750,000)

2014 ICG (~\$185,000); BASIS/UC Davis (~\$695,000); GCFSI/MSU (~\$100,000); DIL/UC Berkeley (~\$40,000)

2013 MIT/Gates (~\$200,000)

Competition and Entry in Agricultural Markets

2015 DFID/PEDL (~\$485,000)

Scaling up Policies for Agricultural Trade (with Benjamin Faber, Mattias Hoelzlein, Edward Miguel, and Andres Rodriguez-Clare)

2015 IGC (~\$205,000)

Experimental Evidence on Grain Storage among Farmers and Traders in Kenya (with Marshall Burke and Edward Miguel)

2013 MIT/Gates (~\$425,000); Anonymous donor (~\$60,000); DFID/PEDL (~\$50,000)

SEMINARS AND CONFERENCE PRESENTATIONS:

2027 BU (scheduled)

2026 IDB; Columbia (scheduled); Stanford; UCLA Trade and Development conference

2025 Berkeley, CEPR Development Conference, Booth Conference on Finance and Development; ITAM; KU Leuven; Michigan; Princeton, Princeton Macro Development Workshop; SED; Stanford SITE; UCSD; Universitat Autònoma de Barcelona; Universitat Pompeu Fabra; University of Chicago

2024 CESifo; Georgetown; IFPRI; Microsoft Research; Northwestern; World Bank Development Research Group

2023 AFES Meetings; Columbia; Cornell; Maryland; Namur; NBER Dev SI; PSE; Princeton Macro Development Workshop; Princeton Spatial Workshop; Stanford; Toulouse; UBC; UC Davis

2022 LSE; NYU; Princeton; UVA; Yale

2021	CEU; CSAE (Oxford); Dartmouth; FAO; Harvard/MIT; IFPRI; International Association for Agricultural Economics Conference; Michigan H2D2; NYU-Abu Dhabi; Online Spatial and Urban Seminar; Stockholm University – IIES; Tufts; UCSD; University of Oklahoma; Wellesley; Yale
2020	Binghamton University, Brown University, CEPR STEG Meeting, Georgetown University, University of Chicago BFI, University of Minnesota (Applied Econ); Macro Development Mini-Conference (Wash U)
2019	AEA Meetings; Duke; EPED (MIT); Institute for Economic and Social Research (Jinan University); Michigan State University; Penn State; University of Illinois, Urbana-Campaign; University of Southern California; University of Wisconsin; Western Michigan University; World Bank Development Research Group (Macro/Trade/Finance)
2018	Becker Friedman Institute (University of Chicago); EPED (McGill); NBER Trade and Agriculture Conference; Oxford University; Rome Junior Conference on Applied Microeconomics (EIEF)
2017	BREAD (NBER); Boston University; Columbia; Cornell (Dyson School); Harvard/MIT; Development Day (Northwestern); EPED (NYU); IGC Conference (Columbia); IFPRI Microsoft Research; NYU; Northwestern; Penn State; SITE (Stanford); UC Santa Cruz; University of Chicago; University of Michigan; University of Tennessee; World Bank Development Research Group; Yale
2016	Working Group on African Political Economy (Stanford University)
2014	World Bank Innovations for Agriculture Workshop, Rwanda
2013	PEDL Conference, University of Warwick
2012	East African Social Science Translation Conference, Makerere University

REFEREE SERVICE:

American Economic Journal: Applied Economics; American Economic Review; American Economic Review: Insights; American Journal of Agricultural Economics; Economic Development and Cultural Change; Econometrica; Economic Journal; Journal of the Association of Environmental and Resource Economists; Journal of Development Economics; Journal of International Economics; Journal of Political Economy; Journal of Public Economics; Journal of the European Economic Association; Nature Sustainability; Quarterly Journal of Economics; Quarterly Journal of Economics and Finance; RAND; Review of Economic Studies; Review of Economics and Statistics; Science; World Bank Economic Review; World Development

TEACHING:

Econ 201/GLBL 211 Development Economics (undergraduate; Yale University; Spring 2025)
Econ 731 Development Economics (graduate; Yale University; Spring 2024; Spring 2025)
GLBL 6600 Development Economics (masters; Yale University; Spring 2023, Spring 2024)
Econ 14.76 Firms, Markets, Trade, and Growth (undergraduate/masters; MIT; Spring 2021)
Econ 14.772 Development Economics (graduate; MIT; Spring 2021)
Econ 666: Development Economics (graduate; University of Michigan; Winter 2019)
Econ 360: Development Economics (undergraduate; University of Michigan; Fall 2018; Fall 2019)

OTHER PROFESSIONAL EXPERIENCE:

Senior Research Associate, Center for Effective Global Action, UC Berkeley (2009-2011)
Junior Fellow, Carnegie Endowment for International Peace (2008-2009)

OTHER INFORMATION:

Languages: English (native), Swahili (intermediate)
Citizenship: United States