



HARVARD | BUSINESS | SCHOOL

February 9, 2022

Benjamin N. Roth

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EDUCATION

- 2017 Ph.D., Economics, MIT, Cambridge, MA
Dissertation: “Essays in Informal Finance and Market Design”
Committee: Abhijit Banerjee (Chair), Daron Acemoglu, Ben Olken, Rob Townsend, Scott Kominers
- 2012 B.A., Economics and Mathematics, Washington University in St. Louis, St. Louis, MO

HARVARD UNIVERSITY

Appointments

2017-present Assistant Professor of Business Administration

Teaching

- 2022-present Measuring and Managing Social Impact, MBA Elective Curriculum
- 2019-present Launching New Ventures, Executive Education
- 2017-2020 The Entrepreneurial Manager, MBA Required Curriculum
- 2017-2018 Guest Lecturer in Theoretical and Empirical Perspectives in Entrepreneurship, PhD

AFFILIATIONS

- 2020-present Jameel Poverty Action Lab, Affiliate
- 2019-present Evidence for Policy Design, Affiliate
- 2019-present Center for International Development, Affiliate

HONORS AND GRANTS

- 2021 AER: Insights Excellence in Refereeing Award
- 2021 USAID Development Innovation Ventures Grant
- 2018 Private Enterprise Development in Low Income Countries Grant
- 2018 Bill and Melinda Gates Foundation Grant
- 2014 Private Enterprise Development in Low Income Countries Grant

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2014 Weiss Fund Grant
2014 Inter-American Development Bank Grant
2013 National Science Foundation Graduate Research Fellowship

PUBLICATIONS

Journal Articles:

Hussam, Reshma, Natalia Rigol, and Benjamin N. Roth. "Targeting High Ability Entrepreneurs Using Community Information: Mechanism Design in the Field." *American Economic Review* Forthcoming.

Liu, Ernest, and Benjamin N. Roth "Contractual Restrictions and Debt Traps." *Review of Financial Studies* Forthcoming.

Lowe, Matthew, G.V. Nadhanael, and Benjamin N. Roth. "India's Food Supply Chain During the Pandemic." *Food Policy* 105 (2021): 102162.

Arraiz, Irani, Miriam Bruhn, Benjamin N. Roth, Claudia Ruiz-Ortega, and Rodolfo Stucchi. "Borrower Leakage from Costly Screening: Evidence from SME Lending in Peru." *Journal of Development Economics* 152 (2021): 102719.

Roth, Benjamin N., and Ran Shorrer. "Making Marketplaces Safe: Dominant Individual Rationality and Applications to Market Design." *Management Science* 67:6 (2021) 3321-3984.

Karlan, Dean, Sendhil Mullainathan, and Benjamin N. Roth. "Debt Traps? Market Vendors and Moneylender Debt in India and The Philippines" *American Economic Review: Insights* 1:1 (2019) 27-42.

Articles in Edited Volumes:

"Market Design Under Weak Institutions." In Scott Duke Kominers and Alex Teytelboym (eds.) *More Equal By Design: Economic Design Responses to Inequality*, Oxford University Press Forthcoming.

WORKING PAPERS

"Impact Investing: A Theory of Financing Social Enterprises." Harvard Business School Working Paper 20-078 (2021).

Green, Daniel, and Benjamin N. Roth. "The Allocation of Socially Responsible Capital." Working Paper (2021).

Rigol, Natalia, and Benjamin N. Roth. "Loan Officers Impede Graduation from Microfinance: Strategic Disclosure in a Large Microfinance Institution." NBER Working Paper w29427 (2022).

RESEARCH PROJECTS

Banerjee, Abhijit, Greg Fischer, Dean Karlan, Matt Lowe, and Benjamin N. Roth. "Competition Amongst Small Retail Vendors: Evidence from Produce Markets in Kolkata."

Bernstein, Shai, Tim McQuade, Ramana Nanda, and Benjamin N. Roth. "More Capital Less Innovation? The Impact of Large Capital Inflows to the Venture Industry."

Rigol, Natalia, and Benjamin N. Roth. “Timely Small Business Credit During the Economic Shutdown: Evidence from Chile.”

Darko-Osei, Robert, Dean Karlan, Matt Lowe, Isaac Osei-Akoto, Benjamin N. Roth, and Chis Udry. “Social Protection and Social Distancing during the Pandemic: Mobile Money Transfers in Ghana.”

Cole, Shawn, Josh Lerner, Natalia Rigol, and Benjamin N. Roth. “How Do Impact Investors Differ from Traditional Investors?”

Rigol, Natalia, and Benjamin N. Roth. “Targeted, Flexible, and Scalable Microcredit.”

TEACHING MATERIALS

HBS Cases and Teaching Notes

Bussgang, Jeffrey, Zoe B. Cullen, William R. Kerr, Benjamin N. Roth, and Michael Norris. “A Close Shave at Squire.” Harvard Business School Case 821-073, July 2021.

Bussgang, Jeffery, Benjamin N. Roth, and Michael Norris. “A Close Shave at Squire.” Harvard Business School Teaching Note 822-055, January 2022.

Khanna, Tarun, Ramana Nanda, Benjamin N. Roth, and Brian Trelstad. “Impact Investment, Catalytic Capital, and Blended Finance.” Harvard Business School Technical Note 321-078, September 2020 (Revised December 2020).

Nanda, Ramana, Benjamin N. Roth, and Olivia Hull. “Prime Coalition: Catalytic Capital for Climate Finance.” Harvard Business School Case 820-007, February 2020 (Revised March 2020).

Roth, Benjamin N. “Prime Coalition: Catalytic Capital for Climate Finance.” Harvard Business School Teaching Note 821-073, September 2021.

Nicholas, Tom, Ramana Nanda, and Benjamin N. Roth. “Masayoshi Son and the Vision Fund.” Harvard Business School Case 819-041, October 2018 (Revised February 2019).

Roth, Benjamin N., Joseph Lassiter III, and Natalia Rigol. “Husk Power: Scaling the Venture.” Harvard Business School Case 819-069, December 2018 (Revised January 2020).

Roth, Benjamin N., and Natalia Rigol. “Husk Power: Scaling the Venture.” Harvard Business School Teaching Note 819-069, November 2021.

OTHER PROFESSIONAL SERVICE

Refereeing

AEJ: Applied Economics, American Economic Review, American Economic Review: Insights, Development and Cultural Change, Econometrica, Economic Theory, Journal of Behavioral and Experimental Economics, Journal of Development Economics, Journal of Economic Theory, Journal of the European Economic Association, Journal of Finance, Quarterly Journal of Economics, Review of Economics and Statistics, Transactions of Economics and Computation.

Grant Committees

Private Enterprise Development in Low Income Countries, USAID Development Impact Ventures.

SELECTED RESEARCH PRESENTATIONS

- 2021 American Economic Association, Western Finance Association, SFS Calvacade, University of Minnesota Carlson, Princeton Economics, NBER Development Economics, IPA Small and Medium Enterprises Working Group, IPA Annual Researcher Gathering.
- 2020 Chicago Booth/LSE Economics of Social Sector Organizations Conference.
- 2019 Northwestern Kellogg, Entrepreneurship and Private Enterprise Development Conference, Hewlett Foundation, Northeastern Universities Development Consortium (x2), MIT Sloan, Harvard Business School Social Enterprise Initiative.
- 2018 Entrepreneurship and Private Enterprise Development Conference, American Economic Association, Tsinghua Conference on Behavioral, Experimental and Theoretical Economics, Economics and Computation Mechanism Design for Social Good, Evidence for Policy Design seminar, NBER Productivity Entrepreneurship and Development, University of Pennsylvania Computer Science.
- 2017 New York University, Northeastern Universities Development Consortium, Yale, Northwestern, Stanford GSB, Washington University in St. Louis Olin, University of Michigan, NBER Market Design, American Economic Association, Chicago conference in honor of Lars Hansen and Rob Townsend.