# NICHOLAS G. OTIS

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## EDUCATION

**University of California, Berkeley**, Haas School of Business — PhD (Ongoing)

**McGill University** — BA (Honours), MA

## RESEARCH

**Publications** (* first author, ** shared first author)

- Toward a science of delivering aid with dignity: Experimental evidence and local forecasts from Kenya** *Proceedings of the National Academy of Sciences* (with Catherine Thomas**, Justin Abraham, Hazel Markus, and Gregory Walton)
- Forecasting the Results of Experiments: Piloting an Elicitation Strategy *AEA Papers and Proceedings* (Stefano DellaVigna and Eva Vivalt)

**Working papers**

- The Uneven Impact of Generative AI on Entrepreneurial Performance*
  (with Rowan Clarke, Solène Delecourt, David Holtz, Rembrand Koning)
  - First place winner, Wharton People Analytics White Paper Competition (2024)
  - AOM best paper designation, STR division (2024)
  - Nominated for the AOM Carolyn B. Dexter Award by the STR division (2024)
  - Press: [VoxDev (Podcast)](VoxDev); [Haas News](Haas News); [Charter](Charter)
- Evaluating Managerial Expectations* (with Mathijs De Vaan)
- The Efficacy of Crowdsourced Nudges: Experimental Evidence
- Policy Choice and the Wisdom of Crowds

**Ongoing**

- The Impact of AI on Nascent Entrepreneurs [In the field]
- Experimental Evidence on the Effects of Generative Artificial Intelligence on Diversity [In the field]

## FELLOWSHIPS AND AWARDS

- South Park Commons Social Impact Fellow
- Oxford Global Priorities Fellowship
- USAID Research and Innovation Fellowship
- Rocca Pre-dissertation Research Fellowship
- NIH/NIA Graduate Fellowship
- SSRHC Strategic Knowledge Cluster Competition
- McGill Graduate Excellence Award

## RESEARCH GRANTS

| | |
|---|---|
| 2023 | Wellspring Philanthropic Fund |
| 2022 | The Agency Fund |
| 2021 | Facebook VCF |
| 2021 | The Weiss Fund |
| 2021 | Innovations for Poverty Action |
| 2019 | Fetzer Franklin Fund |
| 2019 | Psychology and Economics of Poverty (PEP) research grant |
| 2019 | X-lab research grant |
| 2018 | Russell Sage Foundation |
| 2018 | The Weiss Fund |
| 2018 | GiveWell |
| (Pre-PhD) | The Economic Security Project |

## TEACHING AND MENTORSHIP

- EWMBA 296: Data Analytics (2022)
  - Nominated for Outstanding Graduate Student Instructor Award
  - Co-designed course material, taught 1 hour of lecture per 3 hour class
  - Teaching reference: Matthew Grennan (mgrennan@berkeley.edu)
- Center for Effective Global Action: East Africa Social Science Translation Mentor Program
  - Aimable Nsabimana, Rwanda (2022)
- Mentor for Undergraduate Research Apprentice Program (2020-20121)
  - Research mentor to 9 undergraduate students who received undergraduate credit.
  - First placement of graduating students: Chazel Hakim (Berkeley Haas, Predoc–Ulrike Malmendier); Zimai Lan (Yale SOM, Masters)

## PRESENTATIONS AND CONFERENCES

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| 2024 | Academy of Management (AOM best paper designation, STR division)[Upcoming]; Rising Stars Conference at Stanford Management Science and Engineering [Upcoming]; Columbia Business School Management, Analytics, and Data Conference [Upcoming]; NBER Digital Economics and AI; AI@Marshall Conference; Wharton Management in Emerging Markets Conference [Upcoming]; NBER entrepreneurship research boot camp [Upcoming]; Wharton People Analytics (1st place winner, Wharton People Analytics White Paper Competition) |
| 2023 | CFXS (HBS); Generative AI Workshop - Analytics at Wharton; CODE@MIT; Smith Entrepreneurship Research Conference (Maryland) |
| 2022 | APPAM; Berkeley (BITSS annual meeting); Chicago (Advances with Field Experiments); CODE@MIT (poster); Oxford (Global Priorities Institute); INFORMS |
| 2021 | Berkeley (BITSS annual meeting); Oxford (CSAE annual meeting); Metascience 2021 |

## REFEREEING

Management Science; AOM Annual Meetings; American Economic Review; Journal of Political Economy