

Nicholas G. Otis

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+1 (607) 261-2121 Haas School of Business
www.nicholasotis.com Berkeley, CA 94720
- EDUCATION** **Haas School of Business, University of California, Berkeley**
PhD Candidate in Management of Organizations
Committee: Toby Stuart (Chair), Solène Delecourt, Rembrand Koning (HBS), Mathijs De Vaan
- Finalist, INFORMS/Organization Science Best Dissertation Proposal Competition
- McGill University**
BA, Sociology (Honours) | MA, Social Statistics
- WORKING PAPERS**
- **Does Generative AI Crowd Out Social Learning? Evidence from a Field Experiment with Entrepreneurs** Nicholas Otis (2024). Job Market Paper.
 - **The Uneven Impact of Generative AI on Entrepreneurial Performance** [PDF] Nicholas Otis, Rowan Clarke, Solène Delecourt, David Holtz, & Rembrand Koning (2023). Under Review at *Management Science*.
 - First Prize, Wharton People Analytics White Paper Competition (2024)
 - AOM STR Division Best Paper Award in Industry, Competition, and Strategic Entrepreneurship (2024)
 - Nominated for the AOM Carolyn Dexter Award by the STR Division (2024)
 - Nominated for the SMS Annual Conference Best Paper Prize Competition (2024)
 - AOM STR Division Best Paper designation (2024)
 - Press: VoxDev (Podcast); Haas News; Charter
 - **Gender Gaps and Generative AI** Nicholas Otis, Katelyn Cranney, Solène Delecourt, & Rembrand Koning (2024). Under Review at *Science*.
 - **Evaluating Managerial Expectations** Nicholas Otis & Mathijs De Vaan (2023).
- IN PROGRESS**
- **How AI Shapes Firm Performance at Scale** Hyunjin Kim, Nicholas Otis, & Rembrand Koning. [In the field]
 - **The Effects of AI on Nascent Entrepreneurs** Nicholas Otis. [In the field]
- PEER-REVIEWED PUBLICATIONS**
- **Toward a Science of Delivering Aid with Dignity: Experimental Evidence and Local Forecasts from Kenya** [PDF] Catherine Thomas, Nicholas Otis, Justin Abraham, Hazel Markus, & Gregory Walton (2020). *Proceedings of the National Academy of Sciences*.

RESEARCH GRANTS	<p>Since starting my PhD, I have raised over 1 million dollars in research funding.</p> <p>2024: Wellspring Philanthropic Fund (\approx \$400,000)</p> <p>2023: Wellspring Philanthropic Fund (\approx \$60,000)</p> <p>2022: The Agency Fund (\approx \$250,000)</p> <p>2021: Facebook VCF (\approx \$250,000)</p> <p>2021: The Weiss Fund (\approx \$30,000)</p> <p>2021: Innovations for Poverty Action (\approx \$30,000)</p> <p>2019: Fetzer Franklin Fund (\approx \$20,000)</p> <p>2019: Psychology and Economics of Poverty research grant (\approx \$19,000)</p> <p>2019: Xlab research grant (\approx \$5,000)</p> <p>2018: Russell Sage Foundation (\approx \$3,000)</p> <p>2018: The Weiss Fund (\approx \$20,000)</p> <p>2018: GiveWell (\approx \$10,000)</p>
PRESENTATIONS & CONFERENCES	<p>2024: Strategic Management Society Annual Meeting [Upcoming]; Wharton Business and GenAI Conference [Upcoming]; INFORMS [Upcoming; Finalist presentation for Organization Science Dissertation Award]; Academy of Management; Rising Stars Conference at Stanford Management Science and Engineering; Columbia Business School Management, Analytics, and Data Conference; Strategy Science Conference (Michigan Ross); Chicago Booth AI and Labor Conference; Wharton Management in Emerging Markets Conference; Wharton People Analytics</p> <p>2023: Conference on Field Experiments in Strategy (HBS); Analytics at Wharton; Conference on Digital Experimentation (MIT); Smith Entrepreneurship Research Conference (Robert H. Smith School of Business, University of Maryland)</p> <p>2022: Association for Public Policy Analysis and Management; Berkeley (Berkeley Institute for Transparency in the Social Sciences Annual Meeting); Chicago (Advances with Field Experiments); Conference on Digital Experimentation (MIT) (poster); INFORMS</p> <p>2021 Berkeley Institute for Transparency in the Social Sciences Annual Meeting; Meta-science Conference (Stanford)</p>
FELLOWSHIPS & AWARDS	<ul style="list-style-type: none"> • Finalist, INFORMS/Organization Science Best Dissertation Proposal Competition • Selected for Stanford MS&E Rising Stars Seminar • South Park Commons Social Impact Fellow • USAID Research and Innovation Fellowship • SSRHC Strategic Knowledge Cluster Competition • McGill Graduate Excellence Award
REFEREEING	<p><i>Management Science; Organization Science; AOM Annual Meetings; American Economic Review; Journal of Political Economy</i></p>

TEACHING & MENTORSHIP	<p>2022: Data Analytics (EWMBA 296). Teaching reference: Matthew Grennan.</p> <ul style="list-style-type: none"> • Nominated for the Outstanding Graduate Student Instructor Award. • Co-designed course material, delivered one third of each lecture. <p>2022: Berkeley East Africa Social Science Translation Mentorship Program.</p> <ul style="list-style-type: none"> • Mentor for visiting scholar from Rwanda (Aimable Nsabimana). <p>2021-2022: Mentor for Undergraduate Research Apprentice Program (UGIS 192), three semesters.</p> <ul style="list-style-type: none"> • Research mentor to nine undergraduate students who received undergraduate credit. • First placement of graduating students: Chazel Hakim (Berkeley Haas, predoc–Ulrike Malmendier); Zimai Lan (Yale SOM, master’s program).
PRIOR EMPLOYMENT	<p>2016-2018: Research Associate, Busara Center for Behavioral Economics</p> <p>2016-2017: Predoctoral Research Specialist, Princeton University</p> <p>2015: Statistical Consultant, McGill University</p>
CITIZENSHIP	United States