

# Jonathan G. Malacarne

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## EDUCATION

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- 2019 Ph.D., Agricultural and Resource Economics. University of California, Davis.
- 2015 M.S., Agricultural and Resource Economics. University of California, Davis.
- 2009 B.A, Economics (with distinction). University of Virginia.

## PROFESSIONAL WORK EXPERIENCE

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- 2019 - present Assistant Professor, School of Economics, University of Maine
- 2012 - 2019 Research & Teaching Assistant, University of California, Davis
- 2010 - 2012 The Peace Corps (Nicaragua)

## RESEARCH EXPERIENCE

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### **Randomized Control Trial (RCT) Design and Implementation**

- 2015-2018 Achieving Development Impact with Complementary Stress-resistant Seed and Financial Technologies (USAID Funded): Mozambique. With: Michael Carter and Stephen Boucher.

### **Fieldwork**

- 2010-2012 Nicaragua. The Peace Corps - Small Business Development
- 2013 Guatemala. Advisors: Martín Valdivia (GRADE) and Jorge Aguero (UConn).
- 2015 - 2018 Mozambique. Advisors: Michael Carter and Stephen Boucher.

## GRANTS, FELLOWSHIPS & AWARDS

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- 2017-2018 Provost's Dissertation Year Fellowship in the Arts, Humanities and Social Sciences. Tuition and \$25,000 stipend. UC Davis.
- 2017-2018 Henry A. Jastro Research Award. \$3,000. UC Davis.
- 2015 Deep Dive Analysis of Public Release Data. \$47,000 (Co-Investigators: Stephen Boucher and Michael Carter). Millennium Challenge Corporation.
- 2014 Scott McNiven Community Service Award. Department of Agriculture and Resource Economics, University of California, Davis.

## WORKING PAPERS

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“The Farmer and The Fates: Locus of Control and Investment in Rainfed Agriculture.”

Abstract: Economists and policy makers alike often find themselves struggling to explain low levels of adoption for seemingly profitable agricultural technologies. This easily extends to technologies that stabilize yields in the face of weather and pest pressure. In this paper, I take a behavioral approach to explaining adoption and investment rooted in the psychological notion of locus of control, which captures the extent to which a decision-maker believes that her actions affect outcomes relative to forces outside of her control. I consider how locus of control affects neoclassical models of decision-making and test various pathways using primary data from smallholding farmers in Eastern Africa. In addition to a standard locus of control instrument from psychology, I develop a measure of locus of control specific to maize production. I show that farmers with more external locus of control are significantly less likely to adopt improved maize varieties. Using data on subjective weather expectations and risk attitudes, I present suggestive evidence that locus of control is not reflecting differences in preferences or subjective probabilities, but rather affecting beliefs about the production function itself.

“Determinants of Participation and Impact Heterogeneity in Nicaragua's Rural Business Development Program.” With Michael R. Carter and Stephen Boucher.

Abstract: As evidence mounts for heterogeneous treatment effects in entrepreneurial interventions, program

implementers look for ways to tilt the balance in favor of cost effectiveness. One such strategy is targeting on observable characteristics believed to be associated with positive program benefits. In this paper we show that such a strategy carries significant risks and may exclude households who stand to gain significant benefit from the intervention. The risks of sharp targeting are especially salient for multifaceted entrepreneurial programs, which benefit participants through multiple channels.

#### SELECTED CONFERENCES AND INVITED PRESENTATIONS

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- 2019
  - Invited Seminar, Universidad de Los Andes. Bogotá, Colombia.
  - Invited Seminar, University of Maine. Orono, Maine.
  - Invited Seminar, American Institutes for Research. Washington D.C.
  - Agricultural & Applied Economics Association Annual Meeting, Washington D.C.
- 2018
  - AMA Innovation Lab Outreach Event. Maputo, Mozambique.
  - Northeastern Agricultural and Resource Economics Assoc. Annual Meeting, Philadelphia, PA.
  - Agricultural & Applied Economics Association Annual Meeting, Washington D.C.
  - Pacific Conference for Economic Development, Davis, CA.
- 2017
  - Giannini Foundation of Agricultural and Resource Economics Student Conference, Davis, CA.
  - Pacific Conference for Economic Development (PacDev), Riverside, CA.
  - Guest Lecture, Mount Holyoke College, South Hadley, MA.

#### ACADEMIC SERVICE

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- 2018 **Submission Reviewer.** Pacific Development Conference (PacDev).
- 2017 **Proposal Reviewer.** UC Davis Horticulture Innovation Lab Trellis Fund.
- 2017-2019 **Correspondent.** Letters to a Pre-Scientist
- 2013-2014 **Representative.** UC Davis Graduate Student Association.
- 2012-2014 **Coordinator.** Weekly Faculty-Student Coffee Meeting.
- Referee** *American Journal of Agricultural Economics, Revista Desarrollo y Sociedad*

#### LANGUAGES

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English (native), Spanish (full professional proficiency), Portuguese (intermediate)