Nicholas G. Otis

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University of California, Berkeley

Haas School of Business

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EDUCATION

PhD Candidate, Haas School of Business, University of California, Berkeley

Graduating in spring, 2025

McGill University

MA, Social Statistics | BA, Sociology (Honours)

PUBLICATIONS AND R&Rs

Global Evidence on Gender Gaps and Generative AI [PDF]

Nicholas Otis, Katelyn Cranney, Solène Delecourt, & Rembrand Koning (2024).

Revise and Resubmit at *Proceedings of the National Academy of Sciences*

The Uneven Impact of Generative AI on Entrepreneurial Performance [PDF]

Nicholas Otis, Rowan Clarke, Solène Delecourt, David Holtz, & Rembrand Koning (2023).

Revise and Resubmit at *Management Science*

– First Prize, Wharton People Analytics White Paper Competition (2024)

– AOM STR Division Best Paper Award: Industry, Competition, & Strategic Entrepreneurship (2024)

– 2nd place in the SMS Annual Conference Best Paper Prize Competition (2024)

– Nominated for the AOM Carolyn Dexter Award by the STR Division (2024)

– Press: VoxDev (Podcast); Haas News; Charter; Forbes India

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

WORKING PAPERS

Does Generative AI Crowd Out Social Learning? Evidence from a Field Experiment with Entrepreneurs

Nicholas Otis (2024).

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]

Research Grants

Since starting my PhD, I have raised over 1 million dollars in research funding.
2024: Wellspring Philanthropic Fund ($\approx$ $400,000)
2023: Wellspring Philanthropic Fund ($\approx$ $60,000)
2022: The Agency Fund ($\approx$ $250,000)
2021: Facebook VCF ($\approx$ $250,000)
2021: The Weiss Fund ($\approx$ $30,000)
2021: Innovations for Poverty Action ($\approx$ $30,000)
2019: Fetzer Franklin Fund ($\approx$ $20,000)
2019: Psychology and Economics of Poverty research grant ($\approx$ $19,000)
2019: Xlab research grant ($\approx$ $5,000)
2018: Russell Sage Foundation ($\approx$ $3,000)
2018: The Weiss Fund ($\approx$ $20,000)
2018: GiveWell ($\approx$ $10,000)

Presentations and Conferences

2024: INFORMS [Runner up, INFORMS/Organization Science Best Dissertation Competition]; Strategic Management Society Annual Meeting [Runner Up, Best Conference Paper Award]; Wharton Business and Generative AI Conference; 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
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)
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
2021: Berkeley Institute for Transparency in the Social Sciences Annual Meeting; Metascience Conference (Stanford)

Fellowships & Awards

– Finalist, INFORMS/Organization Science Best Dissertation Proposal Competition
– Selected for Stanford MS&E Rising Stars Seminar
– Oxford Global Priorities Forethought Fellowship
– South Park Commons Social Impact Fellow
– USAID Research and Innovation Fellowship
– SSHRC Strategic Knowledge Cluster Competition
– McGill Graduate Excellence Award

Refereeing

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

Teaching & Mentorship

2022: Data Analytics (EWMBA 296). Teaching reference: Matthew Grennan.
   – Nominated for the Outstanding Graduate Student Instructor Award.
   – Co-designed course material, delivered one third of each lecture.
2022: Berkeley East Africa Social Science Translation Mentorship Program.
   – Mentor for visiting scholar from Rwanda (Aimable Nsabimana).
2021-2022: Mentor for Undergraduate Research Apprentice Program (UGIS 192), three semesters.
   – Research mentor to nine undergraduate students who received undergraduate credit.
   – Initial placement: Chazel Hakim (Berkeley Haas, predoc–Ulrike Malmendier); Zimai Lan (Yale SOM, master's program).

Prior Employment

2016-2018: Research Associate, Busara Center for Behavioral Economics
2016-2017: Predoctoral Research Specialist, Princeton University
2015: Statistical Consultant, McGill University