

CONTACT	notis@berkeley.edu +1 (607) 261-2121 www.nicholasotis.com	University of California, Berkeley Haas School of Business Berkeley, CA 94720
EDUCATION	<b>Haas School of Business, University of California, Berkeley</b> PhD Candidate in Management of Organizations Committee: Solène Delecourt, Rembrand Koning, Toby Stuart  <b>McGill University</b> BA/MA in Sociology (Honours)/Social Statistics	
WORKING PAPERS	<ul style="list-style-type: none"><li>• <b>Generative AI, Social Interaction, and Entrepreneurial Performance</b> Nicholas Otis (2024). Job Market Paper.</li><li>• <b>The Uneven Impact of Generative AI on Entrepreneurial Performance</b> [pdf] Nicholas Otis, Rowan Clarke, Solène Delecourt, David Holtz, &amp; Rembrand Koning (2023). Under Review at <i>Management Science</i>.<ul style="list-style-type: none"><li>• First-place, Wharton People Analytics White Paper Competition (2024)</li><li>• Nominated for the AOM Carolyn B. Dexter Award by the STR division (2024)</li><li>• Nominated for the SMS Annual Conference Best Paper Prize Competition (2024)</li><li>• Academy of Management Best Paper Designation, STR division (2024)</li><li>• Press: VoxDev (Podcast); Haas News; Charter</li></ul></li><li>• <b>Gender Gaps and Generative AI</b> Nicholas Otis, Katelyn Cranney, Solène Delecourt &amp; Rembrand Koning (2024). Under Review at <i>Science</i>.</li></ul>	
IN PROGRESS	<ul style="list-style-type: none"><li>• <b>How AI Shapes Firm Performance at Scale</b> Hyunjin Kim, Nicholas Otis, &amp; Rembrand Koning. [In the field]</li><li>• <b>The Effects of AI on Nascent Entrepreneurs</b> Nicholas Otis. [In the field]</li></ul>	
PEER-REVIEWED PUBLICATIONS	<ul style="list-style-type: none"><li>• <b>Toward a Science of Delivering Aid with Dignity: Experimental Evidence and Local Forecasts from Kenya</b> [pdf] Catherine Thomas, Nicholas Otis, Justin Abraham, Hazel Markus, &amp; Gregory Walton (2024). <i>Proceedings of the National Academy of Sciences</i>.</li></ul>	
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: X-lab research grant ( $\approx$ \$5,000) 2018: Russell Sage Foundation ( $\approx$ \$3,000) 2018: The Weiss Fund ( $\approx$ \$20,000) 2018: GiveWell ( $\approx$ \$10,000)	

FELLOWSHIPS & AWARDS	<ul style="list-style-type: none"> <li>• Selected for Stanford MS&amp;E Rising Stars Seminar</li> <li>• South Park Commons Social Impact Fellow</li> <li>• USAID Research and Innovation Fellowship</li> <li>• SSRHC Strategic Knowledge Cluster Competition</li> <li>• McGill Graduate Excellence Award</li> </ul>
PRESENTATIONS & CONFERENCES	<p><b>2024:</b> Academy of Management [Upcoming]; Strategic Management Society Annual Meeting [Upcoming]; Wharton Business and GenAI Conference [Upcoming]; 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><b>2023:</b> 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><b>2022:</b> 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><b>2021</b> Berkeley (Berkeley Institute for Transparency in the Social Sciences Annual Meeting); Stanford (Metascience)</p>
TEACHING & MENTORSHIP	<p><b>2022:</b> Data Analytics (EWMBA 296). Teaching reference: Matthew Grennan.</p> <ul style="list-style-type: none"> <li>• Nominated for the Outstanding Graduate Student Instructor Award.</li> <li>• Co-designed course material, delivered 1/3 of lectures.</li> </ul> <p><b>2022:</b> Berkeley East Africa Social Science Translation Mentorship Program</p> <ul style="list-style-type: none"> <li>• Mentor for visiting scholar from Rwanda (Aimable Nsabimana)</li> </ul> <p><b>2021, 2022:</b> Mentor for Undergraduate Research Apprentice Program (UGIS 192).</p> <ul style="list-style-type: none"> <li>• Research mentor to 9 undergraduate students who received undergraduate credit.</li> <li>• First placement of graduating students: Chazel Hakim (Berkeley Haas, Predoc–Ulrike Malmendier); Zimai Lan (Yale SOM, Masters)</li> </ul>
REFEREEING	<i>Management Science; Organization Science; AOM Annual Meetings; American Economic Review; Journal of Political Economy</i>
PRIOR EMPLOYMENT	<p><b>2016-2018:</b> Research Associate, Busara Center for Behavioral Economics</p> <p><b>2016-2017:</b> Predoctoral Research Specialist, Princeton University</p> <p><b>2015:</b> Statistical Consultant, McGill University</p>
CITIZENSHIP	United States