

CONTACT	notis@berkeley.edu +1 (607) 261-2121 www.nicholasotis.com	University of California, Berkeley Haas School of Business Berkeley, CA 94720
EDUCATION	Haas School of Business, University of California, Berkeley PhD Candidate in Management of Organizations McGill University BA/MA in Sociology (Honours)/Social Statistics	
NEW PAPERS	The Uneven Impact of Generative AI on Entrepreneurial Performance [PDF] Nicholas Otis, Rowan Clarke, Solène Delecourt, David Holtz, & Rembrand Koning <ul style="list-style-type: none">• First place winner, Wharton People Analytics White Paper Competition (2024)• Nominated for the AOM Carolyn B. Dexter Award by the STR division (2024)• Nominated for the SMS Annual Conference Best Paper Prize Competition (2024)• Academy of Management Best Paper Designation, STR division (2024)• Selected for Stanford MS&E Rising Star Seminar (2024)• Press: VoxDev (Podcast); Haas News; Charter	
ONGOING	Generative AI, Entrepreneurial Networks, and Business Performance Sole-Author Job Market Paper Gender Differences in AI Adoption Nicholas Otis, Katelyn Cranney, Solène Delecourt, Rembrand Koning The Effects of AI on Nascent Entrepreneurs [Funded, in the field]	
PEER-REVIEWED PUBLICATIONS	Toward a science of delivering aid with dignity: Experimental evidence and local forecasts from Kenya <i>Proceedings of the National Academy of Sciences</i> [PDF] Catherine Thomas*, Nicholas Otis*, Justin Abraham, Hazel Markus, and Gregory Walton (* shared first author)	
RESEARCH GRANTS	Since starting my PhD, I have raised over 1.1 million dollars in competitive research funding, more than half of which has been for sole-author* projects. 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) Pre-PhD: The Economic Security Project (\approx \$10,000)	

FELLOWSHIPS & AWARDS South Park Commons Social Impact Fellow
 USAID Research and Innovation Fellowship
 SSRHC Strategic Knowledge Cluster Competition
 McGill Graduate Excellence Award

PRESENTATIONS & CONFERENCES **2024:** Academy of Management (AOM best paper designation, STR division; Nominated for the AOM Carolyn B. Dexter Award by the STR division)[Upcoming]; SMS Annual Meeting (Nominated for the SMS Annual Conference Best Paper Prize Competition)[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 mini conference; Wharton Management in Emerging Markets Conference; Wharton People Analytics (First place winner, Wharton People Analytics White Paper Competition)
2023: CFXS (HBS); 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); Stanford (Metascience)

TEACHING & MENTORSHIP **2022:** Data Analytics (EWMBA 296)
 • Nominated for Outstanding Graduate Student Instructor Award
 • Co-designed course material, delivered 1/3 of lectures
 • Teaching reference: Matthew Grennan (mgrennan@berkeley.edu)
2022: Center for Effective Global Action: East Africa Social Science Translation Mentor Program (Aimable Nsabimana, Rwanda)
2021, 2022: Mentor for Undergraduate Research Apprentice Program
 • 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)

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

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