NICHOLAS G. OTIS

University of California, Berkeley   Email: notis@berkeley.edu
Haas School of Business   Phone: +1 (607) 261-2121
Berkeley, CA 94720   www.nicholasotis.com

EDUCATION

- **University of California, Berkeley**, Haas School of Business   PhD (Ongoing)
- **McGill University**   BA (Honours), MA

RESEARCH

New

- The Uneven Impact of Generative AI on Entrepreneurial Performance*
  (with Rowan Clarke, Solène Delecourt, David Holtz, Rembrand Koning)
  - First place winner, Wharton People Analytics White Paper Competition (2024)
  - AOM best paper designation, STR division (2024)
  - Nominated for the AOM Carolyn B. Dexter Award by the STR division (2024)
  - Press: VoxDev (Podcast); Haas News; Charter

Ongoing

- **Job market paper:** Generative AI, Entrepreneurial Networks, and Business Performance [Funded, in the field]
- Experimental Evidence on the Effects of Generative Artificial Intelligence on Diversity [Funded, in the field]
- The Effects of AI on Nascent Entrepreneurs [Funded, in the field]

Publications (* first author, ** shared first author)

- Toward a science of delivering aid with dignity: Experimental evidence and local forecasts from Kenya** *Proceedings of the National Academy of Sciences* (with Catherine Thomas**, Justin Abraham, Hazel Markus, and Gregory Walton)
- Forecasting the Results of Experiments: Piloting an Elicitation Strategy *AEA Papers and Proceedings* (Stefano DellaVigna and Eva Vivalt)

Working papers

- Evaluating Managerial Expectations* (with Mathijs De Vaan)
- The Efficacy of Crowdsourced Nudges: Experimental Evidence
- Policy Choice and the Wisdom of Crowds

FELLOWSHIPS AND AWARDS

- South Park Commons Social Impact Fellow
- Oxford Global Priorities Fellowship
- USAID Research and Innovation Fellowship
- Rocca Pre-dissertation Research Fellowship
- NIH/NIA Graduate Fellowship
- SSRHC Strategic Knowledge Cluster Competition
- McGill Graduate Excellence Award

RESEARCH GRANTS

2024	Wellspring Philanthropic Fund
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2022	The Agency Fund
2021	Facebook VCF
2021	The Weiss Fund
2021	Innovations for Poverty Action
2019	Fetzer Franklin Fund
2019	Psychology and Economics of Poverty (PEP) research grant
2019	X-lab research grant
2018	Russell Sage Foundation
2018	The Weiss Fund
2018	GiveWell
(Pre-PhD)	The Economic Security Project

TEACHING AND MENTORSHIP

- EWMBA 296: Data Analytics (2022)
  - Nominated for Outstanding Graduate Student Instructor Award
  - Co-designed course material, taught 1 hour of lecture per 3 hour class
  - Teaching reference: Matthew Grennan (mgrennan@berkeley.edu)
- Center for Effective Global Action: East Africa Social Science Translation Mentor Program
  - Aimable Nsabimana, Rwanda (2022)
- Mentor for Undergraduate Research Apprentice Program (2020-20121)
  - 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)

PRESENTATIONS AND CONFERENCES

2024	Academy of Management (AOM best paper designation, STR division; Nominated for the AOM Carolyn B. Dexter Award by the STR division)[Upcoming]; Rising Stars Conference at Stanford Management Science and Engineering [Upcoming]; Columbia Business School Management, Analytics, and Data Conference [Upcoming]; Strategy Science Conference (Michigan Ross) [Upcoming]; Chicago Booth AI and Labor mini conference [Upcoming]; NBER Digital Economics and AI; AI@Marshall Conference; Wharton Management in Emerging Markets Conference; NBER entrepreneurship research boot camp [Upcoming]; Wharton People Analytics (1st place winner, Wharton People Analytics White Paper Competition)
2023	CFXS (HBS); Generative AI Workshop - 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 annual meeting); Metascience 2021

REFEREEING

Management Science; AOM Annual Meetings; AER; JPE