

Manaswini Bhalla

- CONTACT INFORMATION Department of Economics
Indian Institute of Management, Bangalore
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Indian Institute of Management, Bangalore
- Mobile: +1-99535812505
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Webpage:
www.manaswinibhalla.weebly.com
- EMPLOYMENT Assistant Professor, Department of Economics and Social Science,
Indian Institute of Management, Bangalore, August 2009 - Present
- OTHER POSITIONS Affiliate Scholar, Interdisciplinary Center for Economics and Social Sciences, George Ma-
son University, October 2014- December 2014
- EDUCATION **The Pennsylvania State University**, State College, Pennsylvania, USA
- Ph.D., Economics, August 2009
- University of Delhi**, Delhi, India
- Delhi School of Economics, M.A., Economics, May 2004
 - Lady Shri Ram College, B.A. (Honors), Economics, May 2002
- PUBLICATIONS
- Strategic Dissent in the Hotelling-Downs Model with Sequential Entry and Private Information, (With Siddhartha Bandyopadhyay, Kalyan Chatterjee, and Jaideep Roy) *Research in Economics (Invited Article)*
 - Social Learning and Delay in a Dynamic Model of Price Competition, (With Masaki Aoyagi and Hikmet Gunay) *Journal of Economic Theory*, Volume 165, 565-600, September, 2016
 - Waterfall versus Sprinkler Product Launch Strategy: Influencing the Herd, *The Journal of Industrial Economics*, Volume 61, Issue 1, pp. 138-165, 2013
 - Social Learning Among Rational Analysts, *Journal of Behavioral Finance*, Volume 13, Number3, pp 164-173, July 2012
 - Endogenous order and Information Aggregation, *Research in Economics*, Volume 65, Issue 4, pp: 319-331, 2011
- WORKING PAPERS
- Can Technology Overcome Social Disadvantage and Improve Learning Outcomes? Evidence from a Large-Scale Experiment in India (With Gopal Naik, Chetan Chitre, and Jothisna Rajan) *IIM Bangalore Research Paper No. 512*, 2016
 - Business of Caste in India, (With Manisha Goel, Balagopal Vissa and Suresh Bhagvatula)
 - Gender Bias in Mother's Aspirations: Evidence from Bangladesh (With Monica Jain)
 - Revolution or Gradualism: Optimal Strategy of a Political Leader (With Kalyan Chatterjee and Souvik Dutta)

- Dynamic Pricing under Social Learning and Strategic Consumers, *IIM Bangalore Research Paper No. 367*, 2014

AREAS OF
SPECIALIZATION

Research: Development Economics, Political Economy, Game Theory

AWARDS AND
HONORS

Young Research Fellow Award, Indian Institute of Management, Bangalore, 2011
Offered the Max Weber Fellowship, European University Institute, 2009-2010 (was unable to accept)
Bates and White Graduate Research Fellowship, Fall 2006 - Spring 2007
Merit Scholarship, Delhi School of Economics, Fall 2004 - Spring 2006

INVITED
CONFERENCE AND
SEMINAR
PRESENTATIONS

- Can Technology Overcome Social Disadvantage and Improve Learning Outcomes? Evidence from a Large-Scale Experiment in India
 - 69th Econometric Society European Meetings, Geneva, 2016
 - ISI Kolkatta, workshop on Experimental Economics
 - *Presented by Co authors:* UNU-WIDER Conference on Human Capital and Growth, 6-7 June 2016, Bordeaux GRETha Development Conference and International Association for Applied Econometrics 2016, Asian Meeting of Econometric Society 2016, 11th Annual Conference on Economic Growth and Development
- Heard You But Dont Know You: Taregting Using Word of Mouth
 - Marketing Science Conference 2014, Atlanta, Georgia
- Endogenous Order and Information Aggregation
 - Cornell-PSU Workshop, Ithaca NY, September 2007.
 - 73rd Midwest Economics Association Annual Meeting, Chicago IL, March 2008.
- Waterfall versus Sprinkler Product Launch Strategy: Influencing the Herd
 - Midwest Mathematical Economics and Theory Conference, Columbus OH, October 2008
 - Vassar College, Carleton University (Department of Economics), University of Alberta, 2009
 - 44th Annual Conference of the Canadian Economics Association, Quebec City, May 2010
 - Indira Gandhi Institute of Development and Research, Mumbai, May 2011
- Dynamic Pricing under Social Learning and Strategic Consumers
 - 9th International Industrial Organisation Conference, Boston, MA, April 2011
 - 11th Meeting of Society for Social Choice and Welfare, Delhi, August 2012

TEACHING
EXPERIENCE

- **Post Graduate Programme in Management Indian Institute of Management:**, Bangalore: Managerial Economics, Strategic Behavior and Industrial Organisation, Economics of Information
- **Fellow Programme in Management, Indian Institute of Management, Bangalore:** Economics of Information, Introduction to Industrial Economics, General Equilibrium
- **Executive Education (IIM, Bangalore) :** ATLAS COPCO (2012,2103), Yahoo! (2013), EGMPs
- **The Pennsylvania State University, PA:** Introductory Microeconomics

CONSULTING &
OTHER
EXPERIENCE

- Amar Raja Group, Indian Pharmaceutical Alliance, Waste Ventures (Hasirudala)
- Telecom Regulatory Authority of India, India Consultancy, 2012
- Bates White LLC, Washington DC, USA, Summer Fellow, (June - August 2006)
- Delhi School of Economics(sponsored by World Bank) Survey Analyst, (December 2003)

ADMINISTRATION
SERVICE

- Thesis Committee member : Tanushree Haldar (Economics and Social Science), Chetan Chitre (Economics and Social Science), Neena Pandey (Information Systems)
- Co Chair of Indian Institute of Management Review Doctoral Conference (2013, 2015)
- Economics and Social Science Area PhD Coordinator, IIM Bangalore

REFeree SERVICE Southern Economic Journal, Bulletin of Economic Research, Applied Economics, Applied Economics Letters

PROFESSIONAL MEMBERSHIPS American Economic Association, Canadian Economics Association, European Economic Association, Econometric Society,

SOFTWARE Stata, SAS, MATLAB, LaTeX, Scientific Workplace, Microsoft Office

LANGUAGES English (fluent), Hindi (native)