

HAN HUYNH

October 20 2019

CONTACT Department of Economics k.huynh@columbia.edu
Columbia University 917-292-9059
420 W 118th Street, New York, NY 10027

**PLACEMENT
COMMITTEE** Chairs: Donald Davis, drd28@columbia.edu, and Martin Uribe, mu2166@columbia.edu
Administrator: Amy Devine, (212) 854-6881, aed2152@columbia.edu

EDUCATION Ph.D. in Economics, Columbia University (Expected) May 2020
M.Phil. in Economics, Columbia University May 2017
M.A. in Economics, Columbia University May 2016
B.Soc.Sci. in Economics, National University of Singapore Dec 2013
B.Sci. in Mathematics, National University of Singapore Dec 2013

FIELDS Behavioral Economics, Experimental Economics, Microeconomics

**JOB MARKET
PAPER** *Effects of Incentives and Education on Financial Choices: An Experiment*
Abstract: This project uses an experiment to decompose the effects of incentives and education on financial choices. Mounting evidence reveals a puzzle in consumer finance: people leave substantial amount of money on the table despite the availability of educational materials to help them make better choices. Besides, they seem insensitive to some variations of incentives. This project implements an experiment on Amazon Mechanical Turk, randomizing subjects into 8 treatment arms designed to tease out the channels through which incentives and education affect health insurance choices in hypothetical scenarios. Surprisingly, incentives have limited effects on measured effort, but significant effects on performance. Meanwhile, education leads to increase in measured efforts in both low and high incentive treatments, but increase in performance only in high-incentive treatments. The joint evidence on effort and performance suggest that in financial choices, choice difficulty may play a very important role.

**OTHER
PROJECTS** *Identifying Incomplete Preferences*
(with Marina Agranov, Mark Dean, Evan Friedman and Pietro Ortoleva)

Competing for Influence
(with Tomoo Kikuchi)

**ACADEMIC
EXPERIENCE** *Research Assistance*
Allison Carnegie, Columbia University 2017
Yeon-koo Che, Columbia University 2016
Mark Dean, Columbia University 2016
Tomoo Kikuchi, National University of Singapore 2013

Participant, Summer Institute in Behavioral Economics Summer 2018
Russell Sage Foundation

Lab Manager, Sep 2017 - May 2019
Columbia Experimental Laboratory in the Social Sciences (CELSS)

TEACHING EXPERIENCE	<i>Teaching Fellow</i> , Columbia University	
	Microeconomic Analysis II, Ph.D. 1st Year	Spring 2017
	Game Theory	Spring, Fall 2016
	Economic Development of Japan	Fall 2015
	<i>Teaching Assistant</i> , National University of Singapore	
	Quantitative Methods for Economics Analysis	Spring, Fall 2013, Fall 2012
PROFESSIONAL EXPERIENCE	<i>Economist</i> , Singapore Ministry of Trade and Industry	Jan - Aug 2014
	<i>Intern</i> , Singapore Ministry of Trade and Industry	May - Jul 2012
RESEARCH GRANTS	<i>External Grant</i>	
	Doctoral Dissertation Improvement Grant, Award SES-1919483, National Science Foundation	2019 - 2020
	<i>Columbia University</i>	
	Student Grant for Dissertation Chapter, CELSS	2019
	Student Research Grant, Center for Development Economics and Policy	2019
	Student Grant for Experimental Project, CELSS	2018
HONORS & AWARDS	<i>Columbia University</i>	
	Dissertation Fellowship	2019 - 2020
	Dean's Fellowship	2014 - 2019
	Research Fellowship, Program for Economic Research	2019
	AGES Best Teaching Assistant for a Ph.D. Course (Runner-Up)	2018
	<i>National University of Singapore</i>	
	Lim Tay Boh Memorial Medal (Best Economics Student)	2013
	Rachel Meyer Book Prize (Best Woman Student in the Faculty)	2013
	Letter of Commendation for Teaching	2013
	Singapore Economic Review Book Prize (Best Economics Student in Third Year)	2012
	Shell Bronze Medal (3rd Student in the Faculty in First Year)	2010
	NUS - ASEAN Undergraduate Scholarship (covering tuition and living expenses)	2009 - 2013
	<i>Other</i>	
ASEAN Scholarship, GCE O- & A-Level (covering tuition and living expenses), Singapore Ministry of Education	2005 - 2008	
PERSONAL	Software: R, Python, MatLab, Stata, SQL, LaTeX	
	Language: English, Vietnamese, Spanish (intermediate)	
	Citizenship: Vietnamese, Singapore PR	
REFERENCES	Mark Dean (Sponsor)	Jack Willis
	Associate Professor of Economics (212) 854 3669 mark.dean@columbia.edu	Assistant Professor of Economics (212) 854 2201 jw3634@columbia.edu
	Alessandra Casella	
	Professor of Economics and Political Science (212) 854 2459 ac186@columbia.edu	