

## SUANNA OH

September 2019

Department of Economics  
Columbia University  
New York, NY 10027

(312) 504 – 9831  
[sso2118@columbia.edu](mailto:sso2118@columbia.edu)  
[www.suannaoh.com](http://www.suannaoh.com)

Placement chairs: Donald Davis, [drd28@columbia.edu](mailto:drd28@columbia.edu), Martin Uribe, [mu2166@columbia.edu](mailto:mu2166@columbia.edu)

Placement Assistant: Amy Devine, (212) 854-6881, [aed2152@columbia.edu](mailto:aed2152@columbia.edu)

### EDUCATION

---

Ph.D. Candidate in Economics, Columbia University	Expected 2020
Exchange Scholar Program, UC Berkeley	Spring 2018
M.A. in Economics, Doctoral Stream, University of Toronto	May 2012
B.S. in Economics and B.A. in Mathematics, Duke University	Dec 2010
<i>Magna cum laude</i> , Distinction in Research, Distinction in Economics	

### FIELDS OF SPECIALIZATION

---

Primary field: Development

Secondary fields: Behavioral, Labor

### JOB MARKET PAPER

---

#### **“Does Identity Affect Labor Supply?”**

Although research in psychology and sociology suggests that one’s sense of identity affects labor supply, this relationship is difficult to establish empirically. This project examines how caste identity affects job-specific labor supply using a field experiment in rural India. Casual laborers interested in a one-day job opportunity are presented with a set of potential job offers and asked to indicate their choices regarding whether to take up or decline each offer, one of which is randomly implemented. While all offers involve working on a default manufacturing task, they also require spending some time privately on one additional task, which changes across the offers. Using separately-collected survey information on the caste associations of the tasks and the perceived hierarchy of local caste groups, predictions are made of which worker-offer combinations would involve identity violations. Working on a task associated with another caste group lowers the offer take-up rate by 23 percentage points and by an additional 24 percentage points if the associated caste group ranks lower than the worker’s own in the caste hierarchy. The effects are invariant to whether the workers’ choices are publicized to their neighbors or not, suggesting that the role of identity, rather than social image, is paramount.

### WORKING PAPERS

---

#### **“Does Financial Strain Lower Productivity?”** with Supreet Kaur, Sendhil Mullainathan, and Frank Schilbach

This paper empirically tests for a direct causal impact of financial strain on worker productivity. We randomize the timing of income receipt among Indian workers who earn piece rates for manufacturing tasks: some workers receive their wages on earlier dates, altering when cash constraints are eased while

holding overall wealth constant. Workers increase productivity by 5.3% on average in the days after cash receipt. The impacts are concentrated among poorer workers in the sample, who increase output by over 10%. This effect of cash on hand on productivity is not explained by mechanisms such as gift exchange, trust in the employer, or nutrition. We present positive evidence that productivity increases are mediated through lower attentional errors in production, indicating a role for improved cognition after cash receipt. Finally, directing workers' attention to their finances via a salience intervention produced mixed results—consistent with concerns about priming highlighted in the literature. Taken together, our results indicate a direct relationship between financial constraints and worker productivity and suggest that psychological channels mediated through attention play a role in this relationship.

## **WORKS IN PROGRESS**

---

**“Gender Norms in Marriage and Female Labor Productivity”**

**“Demand for Flexible Work and Contract Choice”** with Nandita Krishnaswamy and Yogita Shamdasani

## **FELLOWSHIPS AND GRANTS**

---

Dissertation Fellowship, Department of Economics, Columbia University	2019 – 2020
NSF Doctoral Dissertation Research Improvement Grant, SES-1919139	2019
Research Fellow Grant, Program for Economic Research (PER)	2019
Student Research Grant, Center for Development Economics and Policy (CDEP)	2019
Eric M. Mindich Research Fund for the Foundations of Human Behavior with Supreet Kaur, Sendhil Mullainathan, Frank Schilbach	2017
Weiss Family Program for Research in Development Economics Grant with Supreet Kaur, Sendhil Mullainathan, Frank Schilbach	2017
Dean's Fellowship, Columbia University	2014 – 2019
University of Toronto Fellowship	2011 – 2012
Davies Fellowship, Department of Economics, Duke University	2010

## **WORK EXPERIENCES**

---

Research Analyst, Northwestern University RA for Seema Jayachandran	2012 – 2014
Summer Intern, Innovations for Poverty Action Uganda	2013

## **RESEARCH ASSISTANTSHIP**

---

Supreet Kaur, UC Berkeley and NBER	2018
Eric Verhoogen, Columbia University	2017
Emi Nakamura and Jon Steinsson, Columbia University	2015
Loren Brandt, University of Toronto	2012

## **TEACHING ASSISTANTSHIP**

---

Columbia University Programming and Data (Dept. of Economics), Economics of NYC (Donald Davis), Money and Banking (Perry Mehrling), Intermediate Microeconomics (Robert Barron)	2015 – 2019
University of Toronto Microeconomic Theory (Ajaz Hussain), Macroeconomic Theory (Gustavo Indart)	2011 – 2012

Duke University Intermediate Microeconomics I (Thomas Nechyba)	2010
---	------

---

**INVITED PRESENTATIONS**

---

SEEDC (UC Berkley), AFE (U Chicago), NEUDC (Northwestern), Summer School in International and Development Economics (U Milan)	2019
Financial Consumer Agency of Canada National Research Symposium (Rotman)	2018

---

**REFeree SERVICE**

---

*The World Bank Economic Review*

---

**PERSONAL**

---

Citizenship: Canada  
Languages: English (fluent), Korean (native)

---

**REFERENCES**

---

**Eric Verhoogen**

Professor  
Dept. of Economics and SIPA  
Columbia University  
[eric.verhoogen@columbia.edu](mailto:eric.verhoogen@columbia.edu)  
(212) 854-4428

**Jonas Hjort**

Associate Professor  
GSB and Dept. of Economics  
Columbia University  
[hjort@columbia.edu](mailto:hjort@columbia.edu)  
(212) 854-5957

**Supreet Kaur**

Assistant Professor  
Dept. of Economics  
University of California, Berkeley  
[supreet@berkeley.edu](mailto:supreet@berkeley.edu)