DHWANI YAGNARAMAN

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EDUCATION

Ph.D., Carnegie Mellon University   2022 – Expected 2027
Behavioral Decision Research, Department of Social and Decision Sciences
Relevant Coursework: Behavioral Economics, Judgment and Decision Making, Experimental Methods, Econometrics, Machine Learning, Causal Inference, Microeconomics, Development Economics

B.A., University of Virginia   2014 - 2018
Economics and English (Honors)
Exchange Year at the London School of Economics and Political Science
Research Assistant to Sheetal Sekhri (Economics) and Barbara Fasolo (Management)

RESEARCH INTERESTS

Behavioral Economics, Judgment and Decision Making, Lab and Field Experiments, Research Methods, Climate Change and Public Policy

PUBLICATIONS

Huffman, D., Kohno, G., Madiès, P., Vogrinec, S., Wang, S., & **Yagnaraman, D.** (2025). Eliciting social norms: A methods study aimed at understanding how to elicit social norms in online settings using incentivized and non-incentivized paradigms. *European Economic Review.*

Gupta, S., **Yagnaraman D.**, & Jagati, A. (2022). An Endless Bargain: A Participatory Approach to Understanding Intra-Household Finance. *Journal of Emerging Market Finance.*

WORKING PAPERS

De Roy, E., Jang, C., Krüger, C., Lugger, M., Moussas, F., Muthike, W., Ojha, A., Peterson, N., Prowse, M., **Yagnaraman, D.** & Puri, J. (2021). Behavioural science, decision making and climate investments. IEU Learning Paper. Independent Evaluation Unit, Green Climate Fund.

Loewenstein, G. & **Yagnaraman, D**. The role of responsibility and behavior change on support for climate policies. An experiment on the factors that influence support for carbon taxes and solar geoengineering. (Available upon request)

WORK IN PROGRESS

Loewenstein, G. & Yagnaraman, D. The shape of outrage. Experiments studying what constitutes outrage and the key drivers of outrage, including the role of disbelief, consequences, and actions taken. (Data collection)

Yagnaraman, D & Loewenstein, G. S-frame solutions for developing countries. Experiments on how people's beliefs and expectations about policy solutions (i-frame vs. s-frame) vary across different features of countries. (Data collection; paused)

Arellano Martorellet, J., Yagnaraman, D. & co-authors. Strengthening Trust in Climate Scientists Megastudy. Research project to test short, text-based online interventions to strengthen people's trust in climate scientists in the United States (Experiment design)

GRANTS

Carnegie Mellon University Center for Behavioral Decision Research Small Grant ($2500)   2025

RESEARCH EXPERIENCE

Irrational Labs, USA   **2025**
Research Consultant
Led econometric analyses on a large-scale within-product randomized controlled trial. Prepared recommendations to increase uptake of product.

Busara Center for Behavioral Economics, New Delhi, India   **2019 - 2022**
Senior Research Associate (2022), Research Associate (2019 – 2021)
Developed experimental designs and behavioral interventions for medium-to large-scale research studies. Conducted data analysis and writing of external-facing reports and papers. Led large-scale field studies and lab experiments with academics and institutions. Select studies:
• Increasing Data Privacy Consciousness Online, India and Kenya (Randomized controlled trials)
• Increasing Vaccination Uptake and Acceptance and "The Little Jab Book" (In-depth interviews, field experiment)
• Encouraging Handwashing in Schools, India; Encouraging Positive Parenting, Philippines; and Promoting Precautionary COVID Behaviors, Vietnam (RCTs, as a research specialist with Center for Utilizing Behavioral Insights for Children, Save the Children)
• Integrated Catchment Management: Protecting Natural Resources through behavioral change, Lesotho (Mixed methods)

Evidence for Policy Design (EPoD) India   **2018 - 2019**
Research Associate (PIs: Rohini Pande, Anca Balietti, and Giorgia Barboni)
Responsible for the day-to-day implementation of baseline survey, supervision of field personnel, and maintaining field and data quality control protocols for a project on increasing the adoption of energy-efficient cookstoves among rural households. Conducted data cleaning, manipulation, and analysis using multiple primary and secondary data sources. Contributed to a proof-of-concept research paper on sensors.

The Behaviouralist, London, UK (Behavioral Economics Consulting Firm)   **2017**
Project Officer
Contributed to the development and validation of a behaviorally-informed mental health app for daily-wage laborers in the workforce. Participated in grant writing and development of water and energy conservation research.

CONFERENCES AND PRESENTATIONS

Loewenstein, G. & Yagnaraman, D. (2025). *The role of responsibility and behavior change on support for climate policies.* Graduate Student Talk, Behavioral Economics Design Initiative Workshop, Pittsburgh, USA.

Loewenstein, G. & Yagnaraman, D. (2024). *The role of responsibility and behavior change on support for climate policies.* Poster, Society for Judgment and Decision Making Annual Meeting, New York City, USA.

Yagnaraman, D., Gupta, S., and Jagati, A. (2021). *From person to situation: understanding and testing household financial behavior using a behavioral design approach.* 5th Dvara Research Conference, Dvara Research, Chennai, India.

Yagnaraman, D., Gupta, S., and Jagati, A. (2020). *From person to situation: understanding and testing household financial behavior using a behavioral design approach.* Household Finance Research Roundtable, Dvara Research, Chennai, India.

Yagnaraman, D. (2020). *Behavioral Biases and Literature in the Global South.* Presentation at the New Delhi Behavioral Network Meetup, New Delhi, India.

Yagnaraman, D. (2019). *Experimental approaches to understand consumer privacy and business advantage.* Exploring Policy Issues in the Digital Technology Arena, NIPFP Technology Policy Conference, Shimla, India.

TEACHING AND COURSE DEVELOPMENT
Teaching Assistant, Carnegie Mellon University
Behavioral Economics Capstone (with Peter Schwardmann and Erin Carbone, undergraduate level)	2025, 2024
Behavioral Economics and Public Policy (with George Loewenstein, undergraduate and masters level)	2026, 2025
Behavioral Economics in the Wild (with Saurabh Bhargava, undergraduate and masters level)	2023
Empirical Research Methods (with Mark Patterson, undergraduate level)	2022

Course Development, Busara Center for Behavioral Economics
"Behavioral Science for the Environment", Green Climate Fund (Incheon, South Korea)   2021
Co-developed and co-taught a 3-hour training session for non-governmental, private, and public organizations in developing countries on how to apply behavioral science to environmental policies and programs.

"Integrating Research", Living Goods (Nairobi, Kenya)   2021
Independently developed and conducted a 4-hour training session on experimental design, outcome measures, and thematic qualitative analysis for the Innovation Network team at Living Goods

"Behavioral Design Sessions", Center for Utilizing Behavioral Insights for Children, Save the Children (Asia)   2020 – 2021
Co-developed and co-taught a 48-hour training program and facilitated the incorporation of insights from behavioral science into Save the Children programs in Bangladesh, India, Indonesia, Laos, Philippines, Vietnam

"Behavioral and Decision Science Training", Green Climate Fund (Incheon, South Korea)   2020
Co-developed materials, co-taught a 20-hour training program, and led discussions on incorporating behavioral and decision science to environmental challenges for the Independent Evaluations Unit of the Green Climate Fund

PROFESSIONAL SKILLS
Software: Stata, R, Python, SPSS, SQL, Tableau, SurveyCTO, Qualtrics, Prolific
Methodological skills: Field experiments, lab experiments, data visualization, survey design, applied econometrics, machine learning
Languages: English (Native), Hindi (Fluent), Spanish (Intermediate), Tamil (Conversational)