

# DHWANI YAGNARAMAN

Porter Hall 4815 Frew Street Pittsburgh PA 15213

dyagnara@andrew.cmu.edu

## 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

Environmental Decision-Making, Climate Change, Judgment and Decision Making, Lab and Field Experiments

## PUBLICATIONS

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.

Huffman, D., Kohno, G., Madies, P., Vogrinec, S., Wang, S., & **Yagnaraman, D.** Measuring social norm variation across contexts: Replication and comparison to alternative methods. (Revise and resubmit)

## WORK IN PROGRESS

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. (Manuscript in preparation)

Yagnaraman, D. & Schwarzmann, P. Deprioritizing Climate Change. An experiment examining how worry and anxiety affect prioritization of climate change in relation to other issues. (Data collection)

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)

## GRANTS

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

2025

## RESEARCH EXPERIENCE

### Busara Center for Behavioral Economics, New Delhi, India

2019 - 2022

*Senior Research Associate (2022), Research Associate (2019 – 2021)*

Develop experimental designs and behavioral interventions for medium-to large-scale research studies. Conduct data analysis and writing of external-facing reports and papers. Lead 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: Robini Pande, Anca Ballester, 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. (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*. 5<sup>th</sup> 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 and Public Policy (with George Loewenstein, undergraduate and masters level)	2025
Behavioral Economics Capstone (with Erin Carbone, undergraduate level)	2024
Behavioral Decision Making (with Kevin Jarbo, undergraduate and masters level)	2023
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

### **Peer Tutor, London School of Economics and Political Science**

2016 - 2017

Econometrics: Learning from Quantitative Data (with Revi Panidha, undergraduate level)

## **PROFESSIONAL SKILLS**

---

**Software:** Stata, R, Python, SPSS, SurveyCTO, Qualtrics

**Methodological skills:** Field experiments, lab experiments, data visualization, survey design, applied econometrics, machine learning

**Languages:** English (Native), Hindi (Fluent), Spanish (Intermediate), Tamil (Conversational)