

Kenneth L. Leonard

Associate Professor
Department of Agricultural and Resource Economics
University of Maryland

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Appointments:

Assistant Professor of Economics, Columbia University, 1997-2003

Assistant Professor of Agricultural and Resource Economics, 2003-2009

Associate Professor of Agricultural and Resource Economics 2009-present

Faculty Associate, Maryland Population Research Council, 2005-present

Education:

B.A. with High Honors, Economics and Political Science, 1989. Swarthmore College.

Ph.D., Agricultural and Resource Economics, 1997. University of California at Berkeley.

Publications and Scholarly Activities:

Chapters in books:

Leonard, K.L., "Incentives and Rural Health Care Delivery," in Africa's Changing Markets for Health and Veterinary Services. Macmillan Publishers, London (2000)

Leonard, K.L. and G. Mliga, "Bypassing Health Centers in Tanzania: Revealed Preferences for Quality," in Le Financement de la sante dans les pays d'Afrique et d'Asie a fiable revenue, M. Audibert, J. Mathonnat and Eric de Roodenbeke (eds). Editions Karthala, Paris (2003)

Leonard, K.L., "Collaborations of Mutual Benefit to Academics and Practitioners" in Dean, Judith M., Julie Schaffner and Stephen L.S. Smith (eds.), Attacking Poverty in the Developing World: Christian Practitioners and Academics in Collaboration, World Vision and Authentic Media, (2005)

J. Das and Leonard, K.L., "Using Vignettes to Measure the Quality of Health Care," in Amin, S., Das, J. and Goldstein, M. (eds.), Are You Being Served? New Tools for Measuring Service Delivery, The World Bank, (2008)

Leonard, K.L., "African Traditional Healers: Are they as Good at Economics as they are at Medicine?" in African Ethics: An Anthology of Comparative and Applied Ethics, University of KwaZulu-Natal Press, South Africa (2009)

Articles:

Leonard, K.L., "African Traditional Healers: The Economics of Healing," *IK Notes* (The World Bank), No. 32, 2001. Also available in French: "Les guérisseurs traditionnels Africains: L'economie de la santé." *Notes CA* (Banque Mondiale), NO. 32, 2001.

- Leonard, K.L., “When Both States and Markets Fail: Asymmetric Information and the Role of NGOs in African Health Care,” *International Review of Law and Economics*, 22 (1) 2002.
- Leonard, K.L.*, G. Mliga and D. Haile Mariam, “Bypassing Health Centers in Tanzania: Revealed Preferences for Observable and Unobservable Quality,” *Journal of African Economies*, 11 (4) 2002.
- Leonard, K.L., “African Traditional Healers and Outcome-Contingent Contracts in Health Care,” *Journal of Development Economics*, 71 (1) 2003.
- Leonard, K.L. and D. K. Leonard, “The Political Economy of Improving Health Care for the Poor in Rural Africa: Institutional Solutions to the Principal-Agent Problem,” *Journal of Development Studies*, 40 (4) 2004.
- Leonard, K.L. and J. Graff Zivin, “Outcome versus service based payments in health care: lessons from African Traditional Healers,” *Health Economics*, 14 (6) 2005
- Leonard, K.L.* and M.C. Masatu, “Comparing vignettes and direct clinician observations in outpatient services: Tanzania”, *Social Science & Medicine* 61 (9) 2005
- Leonard, K.L.* and M.C. Masatu “Outpatient process quality evaluation and the Hawthorne Effect”, *Social Science & Medicine* 63 (9) 2006
- Leonard, K.L.*, M.C. Masatu and A. Vialou, “Getting doctors to do their best: the roles of ability and motivation in health care quality” *Journal of Human Resources*, 43 (2) 2007
- Leonard, K.L.* and M.C. Masatu, “Variations in the quality of care accessible to rural communities in Tanzania,” *Health Affairs*, 26 (2) 2007
- Leonard, K.L., “Learning in Health Care: Evidence of learning about clinician quality in Tanzania” *Economic Development and Cultural Change*, 55 (3) 2007
- Leonard, K.L., “Is Patient Satisfaction Sensitive to Changes in the Quality of Care? An Exploitation of the Hawthorne Effect” *Journal of Health Economics*, 27 (2) 2008.
- Leonard, K.L.* and M.C. Masatu, “Moving from the Lab to the Field: Exploring Scrutiny and Duration Effects in Lab Experiments”, *Economic Letters*, 100 (2) 2008.
- Das, J., J. Hammer and Leonard, K.L., “The Quality of Medical Advice in Low Income Countries,” *Journal of Economic Perspectives*, 22 (2) 2008.
- Leonard, K.L., “Do faith-based NGOs represent a replicable example for the delivery of public services? An application to health care delivery in developing countries,” *Faith and Economics*. 52 (2008)
- Leonard, K.L., “The Cost of Imperfect Agency in Health Care: Evidence from Rural Cameroun,” *Journal of Development Economics*. 88 (2) 2009.
- Klemick, H., Leonard, K.L.* and M.C. Masatu, “Defining Access to Health Care: Evidence on the Importance of Quality and Distance in Rural Tanzania,” *American Journal of Agricultural Economics*. 91(2): 347-358. (2009)
- Gneezy, U., Leonard, K.L. and J. List., “Gender Differences in Competition: Evidence from a

- Matrilineal and a Patriarchal Society,” *Econometrica*. 77(5) 1637-1664. (2009)
- Adelman, S., Essam T. and Leonard K.L.* “Idle Chatter or Learning? Evidence of social learning about clinicians and the health system from Rural Tanzania,” *Social Science and Medicine*. 69: 183-190 (2009)
- Leonard, K.L.* and M.C. Masatu, “Using the Hawthorne Effect to examine the gap between a doctors best possible practice and actual practice,” *Journal of Development Economics*. 93 (2): 226-243 (2010)
- Leonard, K.L.* and M.C. Masatu, “Professionalism and the Know-Do Gap: Exploring Intrinsic Motivation among Health Workers in Tanzania,” *Health Economics* 19 (12): 1461-1477 (2010).
- McNamara, P.E. Ulimwengu, J.M. and Leonard, K.L. “Do health investments improve agricultural productivity?” IFPRI discussion papers No 1012. (2010)

Book Reviews:

- Leonard, K.L. “Review of ‘Market Institutions in Sub-Saharan Africa: Theory and Evidence.’” *Economica*, 73 (291) 2005.

* Indicates senior authorship. Where * is not indicated, senior authorship is not assigned.

Grants and Fellowships:

- Leonard, D.K and Leonard, K.L. (Co-PI), and Haile Mariam, Damen “Institutional Responses to Market Imperfections in the Supply of Credible Medical Effort and Health Insurance in Africa,” NSF Grant #94-22768: (1994-1997) [\$100,000]
- Leonard, K.L. (PI) “Learning and Reputation with Asymmetric Information as seen in Rural African Health Care,” NSF Grant #00-95235: (2001-2002). [\$56,000]
- Leonard, K.L. (PI, supervising doctoral student) and Adelman, S. “Doctoral Dissertation Research: Do Social Networks Influence Households' Human Capital Investments?” NSF: SES0617793: (2006-2007) [\$18,000]
- Baffes, J. Gautam, M., Leonard, K.L. (Team Member), Maratou, L. and Ssewanyan “The Gender Dimension of Cotton Productivity in Uganda,” Randomized controlled trial of gender specific agricultural extensions services to the cotton sector in Uganda. Competitive, refereed proposal for the Gender Action Plan, The World Bank (2008-2009). [\$100,000]
- Lange, A. and Leonard K.L. (Co-PI) “Measuring the Motivation of Knowledge-Sector Professionals in Developing Country Settings.” Competitive, refereed proposal to the Maryland Agricultural Experiment Station (2008-2009). [\$25,000]
- Lange, A. and Leonard K.L. and Masatu, M.C. (Co-PI) “Testing a novel methodology for measuring medical quality in developing countries.” Funded by the World Bank. (2009) [\$93,000]
- Brown, M. and Leonard K.L. (Co-PI) “Cereal Price Forecasting in West Africa Using NASA Satellite Remote Sensing,” NASA. (2009-2010) [\$65,534]

Leonard, K.L. (PI) "Gender, Competition and Matrilineal Inheritance," (2009-2010) NSF. [\$194,882]

Brown, M. and Leonard K.L. (Co-PI) "Cereal Price Forecasting in West Africa Using NASA Satellite Remote Sensing," NASA. (2010-2011) [\$44,000]

Current Field Research Projects:

"Gender, Competition and Matrilineal Inheritance." This project compares nine different types of cultures in Malawi that vary in matrilineal inheritance and matrilocal marriage institutions, using field experiments and survey evidence.

Working Papers:

`Active Patients' in Rural African Health Care: Implications for Research and Policy

The Role of Motivation in Outpatient Care in Tanzania, with Melkiory Masatu

Generosity Norms and Intrinsic Motivation in Health Care Provision: Evidence from the Laboratory and Field, with J. Michelle Brock and Andreas Lange

Gift and Prod: Experimental Evidence on Reciprocity and the Study Effect from the Field, with J. Michelle Brock and Andreas Lange

Outgrowing the Gender Gap in Competitiveness, with Jeffrey Flory, Uri Gneezy and John List

As Good as the Networks They Keep: Expanding Farmer's Social Networks via Randomized Information Exchange in Rural Uganda, with Kathryn Vasilaky

Talks and Professional Papers:

Invited Talks:

African Studies Center at the University of California at Berkeley (1996)
Columbia University Applied Microeconomics Seminar Series (1998)
Africana Social Science Seminar Series at NYU (1999)
African Studies Center at Columbia University (1999)
World Bank, Development Research Group (1999)
Institute for Economic Development Seminar Series, Boston University (1999)
Princeton University, Development Seminar (2000)
Yale University, Development and Trade Seminar (2000)
Africana Social Science Seminar Series at NYU (2001)
World Bank, Health, Nutrition and Population Group (2001)
Columbia University, International and Development Seminar Series (2001)
Africana Social Science Seminar Series at NYU (2003)
World Bank, Development Research Group (2003)
Maryland Population Research Council, University of Maryland (2004)
University of Maryland, Economics Department Development Seminar (2005)
Center for Global Development (2005)
World Bank, Health, Nutrition and Population Group (2007)
World Bank, Development Research Group (2007)
International Food Policy Research Institute (2007)

University of Illinois, Department of Agricultural and Consumer Economics (2007)
London School of Hygiene and Tropical Medicine (2008)
Boston University, Harvard and MIT joint health economics seminar (2009)
World Bank, research group (2009)
Michigan State University, Department of Economics (2010)
University of Minnesota (2010)
Kenya Medical Research Institute (2010)
University of Bergen, Norway (2011)
Center for Global Development (2011)
Development Economics Research Group, World Bank (2011)
The Bill and Melinda Gates Foundation (2011)

Refereed conference proceedings:

American Agricultural Economics Association Meetings (1994)
African Studies Association Annual Meetings (1996)
North East Universities Development Conference (1998)
African Studies Association Annual Meetings (1999)
North East Universities Development Conference (1999)
Opportunities in Africa Conference, Centre for the Study of African Economies,
Oxford (2000).
New Institutional Theory, Institutional Reform and Poverty Reduction, DESTIN, LSE
(2000)
Health Systems Financing in Low-Income African and Asian Countries, CERDI,
Université D'Auvergne, (2000)
North East Universities Development Conference (2004)
CIRPEE development mini-conference, University of Quebec (2004)
Opportunities in Africa Conference, Centre for the Study of African Economies,
Oxford (2004).
North East Universities Development Conference (2007, 2008)
Duke University Development Economics Conference (2007)
Economic Science Association Meetings, University of Chicago (2011)

Invited conference proceedings:

Annual Bank Conference on Development Economics (ABCDE), World Bank (1999)
Annual Bank Conference on Development Economics (ABCDE), World Bank (2001)
Innovations in Health Care Research, Columbia University (2000)
Innovations in Health Care Research, Columbia University (2001)
World Bank, Human Development Week (2006, 2008)
Third Annual University Hunger Summit, Hosted by Universities Fighting World
Hunger (UFWH), Auburn University, The George Washington University
Center for Global Health and The Alliance to End Hunger (2008)
**American Agricultural Economic Association Dissertation Excellence Award
review committee (2009-present)**

Editorial Boards and Referee Experience:

Member, editorial board of *Agricultural and Resource Economics Review* (2005-present)
Reviewer for:
Journal of Applied Economics,

Journal of Agricultural Extension and Education,
Journal of African Economies,
Journal of Development Economics,
Journal of Development Studies,
Journal of Health Economics,
Agricultural and Resource Economics Review,
Health Policy and Planning,
World Bank Economic Review,
Social Science and Medicine,
CESifo Economic Studies,
NSF (grant applications),
American Journal of Agricultural Economics,
Health Affairs,
Economic Development and Cultural Change,
Economic Journal,
Scandinavian Journal of Economics
European Journal of Health Economics,
BMC Health Services Research,
American Economic Review,
Social Science Research Council, Admissions committee, workshop in applied economics

Teaching, Mentoring and Advising:

Courses Taught:

Department of Agricultural and Resource Economics, University of Maryland:

- World Hunger, Population and Food Supplies (AREC 365)
 - Spring 2004 (enrollment: 171)
 - Fall 2004 (enrollment: 216)
 - Fall 2005 (enrollment: 214)
 - Fall 2006 (enrollment: 259)
 - Fall 2007 (enrollment: 252)
 - Fall 2008 (enrollment: 256)
 - Fall 2009 (enrollment: 276)
 - Fall 2010 (enrollment: 253)

- Graduate Development Economics (AREC 869E, renamed AREC 846)
 - Fall 2004 (enrollment: 5)
 - Fall 2005 (enrollment: 3)
 - Fall 2006 (enrollment: 7)
 - Fall 2007 (enrollment: 8)
 - Fall 2008 (enrollment: 10)
 - Fall 2009 (enrollment: 10)
 - Fall 2010 (enrollment: 5)

Student Advising:

Graduate Students at Columbia University

- Margaret Macmillan (awarded distinction, 1998), "Taxation and Investment in Sub-Saharan Africa."
- Maria Claudia Ribeiro Castro (1999), "Essays on interest parity and exchange rate fluctuations."
- Won Chang (1999), "Estimating the price effects of regional trade arrangements."
- Abebe Adugna (1999), "Three essays in international trade and peasant agriculture."
- Keiichi Ogawa (external examiner, 1999), "Education policies and economic efficiency: The case of Indonesia."
- Rodney Ramcharan (2000), "Understanding the roles of education in economic development."
- Robert Graboyes (2000), "Indemnities versus deductibles in health insurance: relative efficiency in deterring low-benefit medical treatments."
- Ana Corbacho (awarded distinction, 2001), "Education, income distribution and growth."
- Adriana Lleras-Muney (awarded distinction, 2001), "The relationship between education and mortality: an analysis for the US using a unique social experiment."
- Manuel Lobato Osario (sponsor, 2001), "Essays on liquidity constraints and stock price behavior."
- Seth A. Seabury (2002), "Three essays on workers' compensation."
- Rozlyn Coleman-Engle (sponsor, 2003) "Life, Death, and Human Capital: Essays on How African Firms and Workers Are Responding to the HIV/AIDS Epidemic"

Advising at the University of Maryland:

Graduate Students:

- Valerie Mueller (2005), "Valuing Climate Amenities in Brazil Using a Hedonic Pricing Framework"
- Soma Bhattacharya (2006), "The Value of Mortality Risk Reduction in Delhi India"
- Joytsna Puri (2006), "Factors Affecting Agricultural Expansion in Forest Reserves in Thailand: Role of Population and Roads"
- Ekaterina Krivonos Gonzales (2007), "Three Essays on Coffee Markets"
- Marcella Veronesi (2008), "Environmental Risk Factors, Health and the Labor Market Response of U.S. Markets"
- Sarah Adelman (chair, 2009) "Early Childhood Nutritional Responses to Targeted Food Aid and Social Network Disruptions in Ugandan Internally Displaced Person's Camps"
- Yoon Soo Kim (outside member, 2010) "Health, Agriculture and Labor Markets"

Niko Hobdari (outside member, 2010) “Africa’s Growth Acceleration: The role of Policies, Institutions and Aid”

Michelle Michalek (Chair, 2011) “Social Preferences Among Clinicians in Tanzania: Evidence From the Lab and the Field”

Katya Vasilaky (Chair, 2011) “Development, Technology Adoption and Social Networks”

Jeff Flory (chair, 2011) “Formal Savings & Informal Insurance in Villages: A Field Experiment on Indirect Effects of Financial Deepening on Safety Nets of the Ultra-Poor”

Ida Lindkvist of University of Bergen, Norway (Principal Opponent, 2011) “Health Worker Motivation and Effort in a Low Income Context”

Undergraduate Honors Theses:

Greg Aspinwall (Economics, 2008)

David Bradley Allen (Economics, 2010)

Xiaojie Zhang (Soil Science and AREC, 2010)

Principal Advisor, PhD Students:

Upamanyu Datta (advanced to candidacy)

Timothy Essam (advanced to candidacy)

Laoura Maratou

Craig Meisner (advanced to candidacy)

Service:

Professional:

Served as Friend of the WDR, a consulting group advising the authors of the “World Development Report 2004: Making Services Work for Poor People”

Represented the University of Maryland on the panel of experts evaluating and advising the preparation of “GAO-08-680 INTERNATIONAL FOOD SECURITY: Insufficient Efforts by Host Governments and Donors Threaten Progress to Halve Hunger in Sub-Saharan Africa by 2015”

Member of the “Working Group on Performance-Based Incentives” (2006-2008), Center for Global Development, Global Health Policy Research Network.

Campus:

Seminar Committee: inviting, organizing and hosting seminar speakers (2006-current, Chair, 2008-2009).

Graduate placement committee: assisting students in preparing job market packages, seminars, interviews and other placement issues (2007-2008, 2009-2010)

Econometrics Qualifying Exam committee (2003-2005)

First Year Qualifying Paper Committee (2007-2009)

Human Subjects Review Committee (2007-current)

Full, Associate and Assistant faculty Search Committee (2009-current, Chair)