

SAMANTHA HORN

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CONTACT INFORMATION	Saieh Hall for Economics 5757 S University Ave Chicago, IL 60637	
CURRENT POSITION	University of Chicago Postdoctoral Scholar, Department of Economics	2023-Present
EDUCATION	Carnegie Mellon University Ph.D. in Social and Decision Sciences M.S. in Machine Learning	2018-2023 2021-2023
	Yale University M.A. in International and Development Economics	2016-2017
	King's College London B.A. in Classics	2006-2009
WORKING PAPERS	Inaccurate Beliefs about Skill Decay Connolly, D., Horn, S., & Loewenstein, G. <i>Job Market Paper</i>	
	Taking it Easy: Choosing Practice of Suboptimal Difficulty Horn, S., Duckworth, A., Liu, V., & Loewenstein, G. Revise & Resubmit at <i>Management Science</i>	
	Knowledge and Cues in Information Evaluation Conteh, F., Glennerster, R., Horn, S., & Karing, A. <i>Working paper available on request</i>	
PUBLISHED AND ACCEPTED PAPERS	Five-Year Impacts of Group-Based Financial Education and Savings Promotion for Ugandan Youth Horn, S., Jamison, J., Karlan, D., & Zinman, J. <i>The Review of Economics and Statistics</i> (forthcoming).	
	Underestimating Learning by Doing Horn, S. & Loewenstein, G. <i>American Economic Journal: Microeconomics</i> , 2025.	
	Phishing Feedback: Just-in-time Intervention Improves Online Security Bender, S., Horn, S., Loewenstein, G., & Roberts, O. <i>Behavioural Public Policy</i> , 2024.	
	Curiosity is More than Novelty-Seeking *Litovsky, Y., *Horn, S., & Olivola, C. <i>Behavioral and Brain Sciences</i> , 2024.	
	Using Curiosity to Counter Health Information Avoidance *Horn, S., *Litovsky, Y., & Loewenstein, G. <i>Social Science & Medicine</i> , 2024.	
	Government Trust and Covid-19 Vaccination: The Role of Supply Disruptions and Political Allegiances in Sierra Leone Aizenman, A., Conteh, F., Glennerster, R., Horn, S., Kangbai, D., Karing, A., &	

Shaukat, S.

American Economic Association: Papers & Proceedings, 2023.

Loss Aversion, the Endowment Effect, and Gain-Loss Framing Shape Preferences for Non-Instrumental Information

Litovsky, Y., Loewenstein, G., Horn, S., & Olivola, C.

Proceedings of the National Academy of Sciences, 2022.

Replicated by Transparent Replications

A 680,000-Person Megastudy of Nudges to Encourage Vaccination in Pharmacies

Milkman, K., et al. [incl. Horn, S.]

Proceedings of the National Academy of Sciences, 2022.

Doctor Recommendations and Parents' HPV Vaccination Intentions in Kenya: A Randomized Survey

Horn, S., Chapman, G., & Chouhan, K.

Preventive Medicine Reports, 2022.

Megastudies Improve the Impact of Applied Behavioral Science

Milkman, K., et al. [incl. Horn, S.]

Nature, 2021.

Evaluation of a Combined Financial Incentives and Deposit Contract Intervention for Smoking Cessation: A Randomized Controlled Trial

Anderson, D., Horn, S., Karlan, D., Kowalski, A., Sindelar, J., & Zinman, J.

Journal of Smoking Cessation, 2021.

Socioeconomic Disparities in Electronic Cigarette Use and Transitions from Smoking

Friedman, A. & Horn, S.

Nicotine & Tobacco Research, 2019.

*co-first authorship.

**BOOK
CHAPTERS**

Intuitive Donating: Testing One-Line Solicitations for \$1 Donations in a Large Online Experiment

Horn, S. & Karlan, D.

The Economics of Philanthropy, K. Scharf & M. Tonin (Eds.), MIT Press, 2018.

**WORKSHOP
PAPERS**

A Comparison of Methods for Adaptive Experimentation

Horn, S. & Sloman, S.

International Conference on Machine Learning (ReALML Workshop), 2022.

**SELECTED
WORK IN
PROGRESS**

Social Anxiety and Evaluative Interviews, with Peter Schwardmann and Egon Tripodi.
Working paper in preparation

Underestimation of Learning and Reliance on AI Assistance, with Daniel Connolly and George Loewenstein. *Data collection in progress*

Memory Misperceptions and Knowledge Transfer: Evidence from Health Worker Communication, with Anne Karing and Mattie Toma. *Data collection in progress*

**GRANTS,
AWARDS, &
FELLOWSHIPS**

Schmidt Sciences AI at Work, with Daniel Björkegren, Michael Dinerstein, and Anne Karing. (\$199,740)

2025

	J-PAL Innovation in Government Initiative, with Juliette Finetti, Desmond Kangbai, Anne Karing, and Shana Warren. (\$123,525)	
	Milgrom Research Initiative Grant. (\$9,852)	
	University of Chicago Development Economics Research Fund, with Fatu Conteh, Rachel Glennerster, and Anne Karing. (\$35,000)	2022
	Social Science Research Council (SSRC) Mercury Project, with Fatu Conteh, Rachel Glennerster, Desmond Kangbai, and Anne Karing. (\$650,000)	
	Center for Machine Learning and Health Fellowship	2021
	BRAC Institute Women's Economic Empowerment and Digital Finance, with Aditya Jagati and Jeremy Shapiro. (\$43,033)	
	Carnegie Mellon University Center for Behavioral Decision Research (\$750)	2020
	Carnegie Mellon University Presidential Scholarship	2018
	J-PAL North America U.S. Health Care Delivery Initiative, with Dean Karlan and Jonathan Zinman, (\$55,813)	
	British Universities North America Club Educational Scholarship	2016
	King's College London Scholarship	2009
TEACHING	Teaching Assistant at Carnegie Mellon University	
	Behavioral Economics and Public Policy (graduate and undergraduate) [‡]	2020
	Causal Inference in the Field (undergraduate)	2019, 2020
	Behavioral Economics in the Wild (graduate and undergraduate) [‡]	2019
	Empirical Research Methods (undergraduate)	2018
	[‡] and guest lecturer	
	Teaching Assistant at Yale University	
	Economics of Poverty Alleviation (undergraduate)	2017
	Invited Guest Lectures	
	Behavioral Economics (undergraduate), Swarthmore College	2022
PRESENTATIONS	Advances with Field Experiments (AFE)	2025
	Conference of the French Experimental Economics Association (ASFEE)	
	UCLA Anderson Behavioral Decision Making Seminar	
	ESADE Workshop in Behavioral and Experimental Economics	2024
	Johns Hopkins Carey Business School Seminar	2023
	UPenn Center for Health Incentives and Behavioral Economics	2022
	CMU Center for Machine Learning and Health	
	Bellagio Center Convening on Vaccine Misinformation	
	Advances with Field Experiments (AFE)	
	International Conference on Machine Learning (ICML) (poster)	
	IAREP Early Career Workshop	2020
PROFESSIONAL ACTIVITIES	Professional Experience	
	Behavioral Science Consultant, Irrational Labs	2021-2023
	Research Assistant to Dean Karlan, Northwestern University	2017-2018

Research Assistant to Dean Karlan, Yale University	2016-2017
Senior Associate, Busara Center for Behavioral Economics	2014-2016
Country Manager Nepal, Cathay Pacific Airways	2013-2014
Assistant Manager, Cathay Pacific Airways	2011-2013
Analyst, Bank of America Merrill Lynch	2009-2011

Summer Institutes

RSF Summer Institute in Behavioral Economics	2022
Machine Learning in Economics Summer Institute, University of Chicago	2021
Psychological Game Theory, University of Copenhagen	2019

Refereeing

Journal of the European Economic Association; Journal of Development Economics; Journal of Economic Behavior & Organization; Behavioral Science & Policy; Journal of Health Communication; Social Science & Medicine; Journal of Development Studies; Society for Judgment and Decision Making Conference; AAAI Conference on Artificial Intelligence.

REFERENCES

George Loewenstein Department of Social & Decision Sciences Carnegie Mellon University gl20@andrew.cmu.edu	Peter Schwardmann Department of Social & Decision Sciences Carnegie Mellon University schwardmann@cmu.edu
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