

## *Mohamed Salah El-Komi*

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Department of Economics, School of Business  
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### **Academic Positions:**

- Jun. 2017-present Associate Professor (with tenure), Economics Department, American University in Cairo, Cairo, Egypt.
- Sept. 2012-May 2017 Assistant Professor, Economics Department, American University in Cairo, Cairo, Egypt.
- Oct. 2010-May 2011 Visiting Scholar, Economics Department, Rice University, Houston, USA.
- 2010-2012 Lecturer (Assistant Professor) of Finance and Economics, Durham Business School, Durham University, UK.
- 2008-2010 Adjunct Professor, Department of Economics, University of Texas at Dallas, USA.
- 2006-2008 Researcher, Texas Schools Project, University of Texas at Dallas, USA.

### **Education:**

- 2006-2010 Ph.D. Public Policy and Political Economy (Economic Policy)  
University of Texas at Dallas, School of Economic, Political and Policy Sciences, USA
- 2004-2006 Master of Science in Applied Economics  
University of Texas at Dallas, School of Economic, Political and Policy Sciences, USA
- 1998-1999 Master of Arts in International Political Economy  
University of Warwick, School of Social Sciences, UK
- 1990-1995 Bachelor of Commerce and Business Administration (Major: Accounting)  
Helwan University, Faculty of Foreign Trade, Cairo, Egypt

### **Research Interests:**

Behavioral and Experimental Economics, Behavioral finance, Islamic Finance, Development Economics, Public Policy

### **Grants and Awards:**

- 2023 (PI) Climate Change Research Grant, American University in Cairo: Behavioral Insights to Improve the Outcomes and Operations of Greater Cairo Air Quality Management and Climate Change (GCAQMCC) Project – EGP 620,000 (\$20,675)
- 2019 Conference Organizing Grant, the American University in Cairo: Behavioral Economic Solutions for Egypt 2019 and launching the BEDMLab – \$6,744

- 2019 Centennial Grant, Provost of the American University in Cairo: Establishing the Behavioral and Economic Decision-Making Lab (BEDMLab) – EGP 853,081 (\$62,000)
- 2019 (PI) Research Grant, the American University in Cairo: Stereotyping and micro-aggression in the workplace: an experimental comparison between Arabs and Europeans (with Dr. Sheheryar Banuri, University of East Anglia, UK) - \$10,000
- 2018 (Co-PI) Research Grant, American University in Cairo: Informality in Egypt: Examining the Entrepreneurial Skills of the Poor – EGP 362,000 (\$22,209)
- 2016 (Co-PI) Research Grant, SFSD (Sawiris Foundation for Social Development) – J-PAL (Abdul Latif Jameel Poverty Action Lab), Cairo, Egypt: Assessing the Impact of Job Creation Programs in Upper Egypt (Capital Assistance component) – EGP 4,048,781 (\$456,087)
- 2016 (PI) Research Grant, American University in Cairo: Informality in Egypt: Credit Considerations - \$10,000
- 2015 (PI) Research Grant, Economic Research Forum (ERF), Cairo, Egypt: Gender and Equality - \$25,000
- 2014 (PI) Research Grant, Global Development Network (GDN)/Economic Research Forum (ERF), Cairo, Egypt: The Nexus between Informal Credit and Informal Labor for Micro and Small Enterprises (MSEs) in Egypt - \$30,000
- 2014 (PI) Research Grant, American University in Cairo: The Role of Informal Credit in Egypt's Micro and Small Enterprises - \$6,500
- 2014 Conference Grants, American University in Cairo: 11<sup>th</sup> Harvard University Forum on Islamic Finance, Harvard University, USA; 4<sup>th</sup> Islamic Banking and Finance Conference, Lancaster University, UK
- 2009 Research Assistantship, James Baker III Institute of Public Policy, Rice University; Graduate Student Honorarium, Southern Economic Association Conference; Bursary, AfrEA-NONIE-3ie Impact Evaluation Conference in Cairo, Egypt
- 2006-2010 Graduate Student Scholarship, University of Texas at Dallas; Teaching Assistantship, Department of Economics (2008-2010); Research Assistantship, Texas Schools Project (2006-2008)
- 2004-2005 Fulbright Pre-Doctoral Grant, University of Texas at Dallas
- 1998-1999 British Chevening Scholarship, University of Warwick, UK
- 1997 Fulbright Grant, Diplomatic Training, Washington D.C.

**Published Papers:**

“Is It Who You Are or What You Get? Comparing the Impacts of Loans and Grants for Microenterprise Development.” (with Crépon, Bruno and Adam Osman) *American Economic Journal: Applied Economics*

(forthcoming).

"Market Segmentation and Non-Uniform Shariah Standards in Islamic Finance." (with Berg, Nathan and Jeong-Yoo Kim) *Journal of Economic Behavior & Organization*. vol. 132, pp. 39-49, 2016.

"Islamic finance: introduction and implications for future research and practice." (with Omneya Abdelsalam) *Journal of Economic Behavior & Organization*. vol. 132. S1-S3, 2016.

"Bank-insured RoSCA for microfinance: Experimental evidence in poor Egyptian villages." (with Mahmoud El-Gamal, Dean Karlan and Adam Osman) *Journal of Economic Behavior & Organization*. vol. 103, S56-S73, 2014.

"Islamic Finance: An Introduction." (with Omneya Abdelsalam) *Journal of Economic Behavior & Organization*. vol. 103, S1-S3, 2014.

"Experiments in Islamic Microfinance." (with Rachel Croson) *Journal of Economic Behavior and Organization*. vol. 95, pp. 252-269. 2013.

"Before or After the Bell: School Context and Neighborhood Effects on Student Achievement." (with Paul Jargowsky) in Harriet B. Newburger, Eugenie L. Birch, and Susan M. Wachter, eds., *Neighborhood and Life Chances: How Place Matters in Modern America*. University of Pennsylvania Press, 2011.

#### **Working Papers:**

"The impact of loans and grants on development: Evidence from microenterprises," (with Bruno Crepon and Adam Osman). *VoxDev Research Paper*. Jan. 2022. VoxDev (<https://voxdev.org/topic/firms-trade/impact-loans-and-grants-development-evidence-microenterprises-egypt>), USA.

"Is It Who You Are or What You Get? Comparing the Impacts of Loans and Grants for Microenterprise Development," (with Bruno Crepon and Adam Osman). *Abdul Latif Jameel Poverty Action Lab (J-PAL) Research Paper*. May 2020. J-PAL, MIT, Cambridge, USA.

"The Nexus between Informal Credit and Informal Labor for Micro and Small Enterprises (MSEs) in Egypt," (M. A. S. Said). *Economic Research Forum*, WP 1074. April 2017. ERF. Cairo, Egypt.

"Bank-Insured RoSCA for Microfinance: Experimental Evidence in Poor Egyptian Villages" (with Mahmoud El-Gamal, Dean Karlan and Adam Osman). *Baker Working Paper*. May 2011. James A Baker III Institute for Public Policy. Rice University. Houston, USA.

"Before or After the Bell?" (with Paul Jargowsky). *CALDER Working Paper*. August 09, 2010. Urban Institute. Washington D.C. USA.

#### **Work in Progress:**

"Stereotyping and micro-aggression in the workplace: an experimental comparison between Arabs and Europeans." (with Sheheryar Banuri)

"Entrepreneurial Skills of the Poor: Experimental evidence on the behavioral characteristics of entrepreneurial success."

"Determinants of Informality of the Micro and Small Enterprises in Egypt." (with Pansye El Kashef)

**Teaching Experience:**

- 2018-2023 Behavioral Economics, Intermediate Microeconomics, Principles of Microeconomics, American University in Cairo
- 2017 Behavioral Economics, Financial Inclusion, Intermediate Microeconomics, Advanced Microeconomics, American University in Cairo
- 2016 Intermediate Microeconomics, Principles of Microeconomics, American University in Cairo
- 2015 Intermediate Microeconomics, Principles of Microeconomics, American University in Cairo
- 2014 Islamic Economics and Finance; Advanced Microeconomic Theory for Graduate students, Principles of Microeconomics, American University in Cairo
- 2013 Behavioral and Experimental Economics; Principles of Microeconomics, Islamic Economics and Finance for Executive Education, American University in Cairo; Behavioral Finance for MBA, Durham University
- 2012 Intermediate Microeconomics; Mathematics for Economists, American University in Cairo; Behavioral Finance for MBA, Durham University
- 2011/12 Islamic Finance for master's students; Behavioral Finance for MBA, Durham University
- 2010 Foundations of Finance for undergraduates; MBA Economics, Durham University
- 2010 Teaching Assistant (Advanced Research Design, Social Statistics), University of Texas-Dallas
- 2008-2010 Principles of Microeconomics, University of Texas-Dallas (Undergraduate – Instructor)
- 2006 Principles of Economics, Midwestern State University, Texas (Online Course – Instructor)

**Professional Affiliations:**

Association for the Advancement of Behavioral Economics (country representative), American Economic Association, Economic Science Association, Southern Economic Association, Egyptian Diplomatic Club, Economic Research Forum

**Conference Papers and Invited Presentations:**

Ethical Finance, Accountability and Governance Seminar, Durham University Business School, Durham, UK, Feb. 24, 2022.

“Islamic Behavioral Finance: Behavioral Finance form and Islamic Point of View.”

The 3<sup>rd</sup> Annual BX Arabia Summit 2020, Virtual, 20-21 December 2020.

"The Application of Behavioral Sciences in the Arab World: Challenges and Behavioral Visions."

10<sup>th</sup> Annual International Psychiatry Congress, Kasr Al-Ainy Faculty of Medicine, Cairo University, Egypt, February 18, 2020.

“Behavioral Economics in Egypt: Applying Psychology to Economic Decision-Making.”

Public Policy Excellence Program 2019/2020, ECES (The Egyptian Center for Economic Studies), Cairo, Egypt, January 21, 2020.

“The Role of Behavioral Economics in Designing Public Policy,”

Behavioral Economic Solutions for Egypt 2019, AUC, Cairo, Egypt, December 2-3, 2019.

“Behavioral Economics and its Applications.”

BX Arabia 2019, The Arab Summit on Behavioral Economics and Nudging, Beirut, Lebanon. April 12-13, 2019.

“Behavioral Insights and Old Bureaucracies.”

ASSA (Allied Social Sciences Association) /MEEA (Middle East Economic Association) Annual Conference, Atlanta, USA. January 5-7, 2019.

“Impact of Village Credit Unions on Social Capital: Experimental Evidence from Egypt.”

Distinguished lecture, Roundtable Discussions Series, Egyptian Center for Economics Studies (ECES), March 20, 2018, Cairo, Egypt

“Behavioral Economics: A New Approach for Economic Analysis – Applications on Local Development.”

Keynote speaker, the 7th International Conference on Islamic Banking and Finance, Bosnian Central Bank and Sarajevo School of Business, Sarajevo, Bosnia. November 1, 2016.

“Behavioral Considerations of Managing Risk in Islamic Finance.”

Experimental Economics Seminar Series, University of East Anglia, UK (April 25, 2016).

“Social Capital Effects of Credit Unions for the Poor.”

Economic Research Forum (ERF) Workshop on the Economics of Informality, August 2014, Cairo, Egypt

“The Nexus between Informal Credit and Informal Labor for Micro and Small Enterprises (MSEs) in Egypt.”

4<sup>th</sup> Islamic Banking and Finance Conference, June 2014, Lancaster University, UK

“The Puzzle of Uniform Standards and Market Segmentation Among Islamic Banks.”

11<sup>th</sup> Harvard University Forum on Islamic Finance, April 2014, Harvard University, USA

“Islamic Credit Unions and Social Capital.”

World Bank Entrepreneurial Ecosystem in MENA Conference, February 2014, Cairo, Egypt

“Innovation in Financial Inclusion.”

Economic Seminar Series, Heriot-Watt University, Edinburgh, UK (November 21, 2012).

“Establishing Credit Unions for the Poor.”

4<sup>th</sup> International Finance and Banking Society Conference, June 2012 Valencia, Spain

“Bank-Insured RoSCA for Microfinance: Experimental Evidence from Rural Egypt.”

3<sup>rd</sup> Annual Meeting of ASFEE (French Experimental Economics Association), May-June 2012, Montpellier, France

“Bank-Insured RoSCA for Microfinance: Experimental Evidence from Egypt.”

8<sup>th</sup> International Conference on Islamic Economics and Finance, Qatar Foundation, Dec. 2011, Qatar  
“Efficiency of Islamic Finance Contracts: Microfinance Experiments.”

1<sup>st</sup> Annual Symposium on Empirical Research in Islamic Finance, Aston Business School, December 2011, Birmingham, UK  
“Behavioral Islamic Finance”

Annual International Meeting of the Economic Science Association, July 2011, Chicago, USA  
“Bank-Insured RoSCA for Microfinance: Experimental Evidence in Poor Egyptian Villages.”

European Economic Association 25<sup>th</sup> Annual Conference, August 2010, Glasgow, UK  
“Experiments in Islamic Microfinance: Moral Hazard in Islamic Finance Contracts.”

The African Econometric Society 15<sup>th</sup> Annual Conference, July 2010, Cairo, Egypt  
“Experimental Studies of Alternative Islamic Microfinance Models.”

Southern Economic Association 79<sup>th</sup> Annual Conference, November 2009, San Antonio, USA  
“Access to Credit for Micro-Entrepreneurs using Islamic Finance: An Experimental Approach.”

AfrEA-NONIE-3ie Conference on Perspectives on Impact Evaluation: Approaches to Assessing Development Effectiveness, March 2009, Cairo, Egypt.  
“Impact Evaluation of Islamic Microfinance using Laboratory Experiments.”

The Federal Reserve Bank of Philadelphia conference on “Reinventing Older Communities: How Does Place Matter?”, March 2008, Philadelphia.  
“Before or After the Bill? School Context and Neighborhood Effects on Achievement (with Paul Jargowsky). “

#### **Departmental and Professional Service:**

Dec. 2019-present      Director, Behavioral and Economic Decision-Making Lab (BEDMLab) at AUC:  
<https://business.aucegypt.edu/research/behavioral-and-economic-decision-making-laboratory> , Cairo, Egypt

Sep. 2020-present      Member, IRB (Institutional Research Board), AUC, Cairo, Egypt

Jun. 2018-Jul. 2019      Plenipotentiary Minister, Deputy Director, Department of International Co-operation, Ministry of Foreign Affairs, Cairo, Egypt

2012-2016              Guest Editor of JEBO (Journal of Economic Behavior and Organization) first special issue on Islamic finance

2014                      Doctoral External Examiner, Department of Economics University of Sidney, Australia

2012                      Co-organizer, JEBO (Journal of Economic Behavior and Organization) Conference on Islamic Finance, October 2012, Birmingham, UK

2011-2012              Deputy Director, Centre for Behavioral Economics and Finance, Durham

## University

- 2011-2018 Member, Durham Centre for Islamic Economics and Finance, Durham University
- 2012-present Research associates/fellow, Economic Research Forum, Egypt
- 2011 Co-organizer, 1<sup>st</sup> Annual Symposium on Empirical Research in Islamic Finance, Aston Business School, December 2011, Birmingham, UK
- 2010 - 2022 Referee: Journal of Economic Development and Culture; Journal of King Abdul Aziz: Islamic Economics and Finance; Journal of Economic Behavior and Organization; Borsa Istanbul Review; Journal of Behavioral and Experimental Finance; Global Economics and Management Review; Review of Development Economics; Asian Journal of Law and Economics; Cambridge Elements; Experimental Economics

### **Dissertation Supervision:**

Doctoral: Saeed Binmahfouz and Hashem Alnemer, Durham Business School, Finance; Amira Al-Masrafawy, Faculty of Political and Economic Sciences, Cairo University

Master's: 9 MSc Finance; 15 MA Finance and Financial Management and 2 MBA, Durham Business School; 2 MA Economics, American University in Cairo

Undergraduate: 15 Accounting and Finance and 5 Economics, Durham Business School

### **Languages:**

Arabic (native), English (fluent), French (intermediate)

### **References:**

Professor Rachel T.A. Croson  
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Provost,  
University of Minnesota  
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