

## Sarah Adel Mansour

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[https://scholar.cu.edu.eg/?q=sarah\\_mansour/publications](https://scholar.cu.edu.eg/?q=sarah_mansour/publications)

### Personal data:

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**Date of Birth:** 1980.

**Place of Birth:** Cairo, Egypt.

**Nationality:** Egyptian.

### Languages:

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- **Arabic:** (mother tongue) excellent in writing, reading, listening, and speaking.
- **English:** excellent in writing, reading, listening, and speaking.
- **French:** basic.
- **German:** beginner

### Computer skills:

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Statistical Packages for data analysis: Stata and R.

Programming packages for experimental design: Z-tree and lime survey

### Academic Degrees:

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2015

**PhD in Economics, University of Warwick, UK.**

*Title of Dissertation:* Essays on Experimental Economics: Studying the Political Economy of the Egyptian

Transition, <http://webcat.warwick.ac.uk/record=b2817318~S1>

2006

**MSc in Economics, University of Warwick, UK.**

Dissertation title: "The Floation of the Egyptian Pound in 2003: A Perspective from the Impossible Trinity".

2003

**Bachelor Degree in Economics, BSc, English Section, Faculty of Economics & Political Science, Cairo University.**

Final Grade: Excellent with Honors, First on Economics Department

**Major:** Economics. - **Minor:** Computational Socio-Sciences.

## Employment:

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- 12/2021 – now**                    **Associate Professor**, Economics Department,  
Faculty of Economics & Political Science, Cairo University.
- 09/2022 – now**                    **Associate Professor**, Economics Department,  
School of Economics & Politics, New Giza University.
- 09/2021 – 07/2022**                **Norbert-Elias Research Fellow**, ZiF Centre for Interdisciplinary  
Research, University of Bielefeld, Germany.
- 09/2015 – 12/2021**                **Assistant Professor**, Economics Department,  
Faculty of Economics & Political Science, Cairo University
- 11/2017-11/2019**                **Director of the Center for Institutions, Economics and Law in  
Egypt, at the Faculty of Economics and Political Science, Cairo  
University.** This center is established under the cooperation between  
the Faculty of Economics and Political Sciences, Cairo University  
and the Institute of Law and Economics, Hamburg University.
- Main Programmes:
- Master in Law and Economics of the Arab Region (MLEA)
  - Summer and winter schools on Behavioral Economics.
- 2017 – Now**  
(intermittently)                    **Visiting scholar**, Institute of Law and Economics, University of  
Hamburg
- 06/2016-09/2016**                **Carnegie Fellow**, Ash Center for Democratic Governance and  
Innovation, Kennedy School of Government, Harvard University.
- 11/2006 – 09/2015**                **Assistant Lecturer**, Economics Department,  
Faculty of Economics & Political Science, Cairo University.
- 09/2003 – 11/2006**                **Teaching Assistant**, Economics Department,  
Faculty of Economics & Political Science, Cairo University.
- 03/2004 – 05/2004**                **Lecturer at the Egyptian Banking Institute.** Course taught:  
“Introduction to Investment”.

## Consulting/Training:

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- 08/2022 - Now**                    **Economic Consultant, Behavioral Economics Projects**, Nudge  
Unit, Rushd Consulting, Saudi Arabia
- 12/2020 - Now**                    **Economic Consultant**, Updating Egypt’s Vision 2030

<b>09/2018-05/2019</b>	<b>Economic Consultant</b> , committee for the preparation of Unified Law of State Budget, Ministry of Finance.
<b>2018-2019</b>	<b>Coordinator of the Economic Pillar</b> , the “Presidential Leadership Program”
<b>01/2013</b>	Training at AYSPS’ Experimental Economics Center, GSU, USA
<b>07/2004 – 01/2005</b>	<b>Researcher</b> : - National Association for Economic Studies, a think tank created to provide policymakers (ministers and members of Parliament) with necessary economic research.
<b>08/2002-09/2002</b>	Trainee, “Ministry of Foreign Trade”, capital market unit.
<b>07/2002-08/2002</b>	Trainee, “EFG-Hermes”, Research, Brokerage, & Investment Banking departments.
<b>07/2001-08/2001</b>	Trainee, “Misr for Clearing, Settlement, & Central Depository”, Cairo, Egypt.

#### **Research fields:**

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Broadly speaking, my research focuses on the study of behavior in transitional settings. Specifically, I use experimental methods, *like lab, lab-in-the-field and survey experiments*, to test behavioral interventions in issues related to sustainable development, social capital, the political economy of the Egyptian transition, and digitization and the introduction of algorithms in public policy-making.

#### **Teaching:**

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Experiments in Social Sciences (undergraduate)  
 Behavioral Economics (undergraduate)  
 Economics of Public Finance (undergraduate)  
 Principles of Microeconomics (undergraduate)  
 Economic Development (undergraduate)  
 Econometrics (undergraduate)  
 Institutional Economics (undergraduate)  
 Mathematical Economics (undergraduate)  
 Microeconomic Theory (graduate)  
 Sustainable Development (graduate)

#### **Publications:**

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##### **I. English Publications**

Mazen Hassan, Engi Amin, Sarah Mansour & Andreas Nicklisch (2023) Did the Arab Spring generate affective polarization? Experimental evidence from five Arab countries, Democratization, DOI: [10.1080/13510347.2022.2163992](https://doi.org/10.1080/13510347.2022.2163992)

Hassan, Mazen, Sarah Mansour, Stefan Voigt and May Gadalla (2022), ‘When Syria was in Egypt’s Land: Egyptians Cooperate with Syrians, but less with each other’, *Public Choice*, Vol. 191, No. 3-4, June 2022, pp. 337-362, <https://doi.org/10.1007/s11127-019-00727-y>

Mansour, Sarah, Sally Wallace, Vjollca Sadiraj, and Mazen Hassan (2021), 'How Do Electoral and Voice Accountability Affect Corruption? Experimental Evidence from Egypt', *European Journal of Political Economy*, Vol. 68, June 2021, 101994, <https://doi.org/10.1016/j.ejpoleco.2020.101994>

Haas, Nicholas, Mazen Hassan, Sarah Mansour, and Rebecca B. Morton (2021) ‘Polarizing Information and Support for Reform’, *Journal of Economic Behavior & Organization*, Vol. 185, May 2021, pp. 883-901.

AbdelNabi, Mariam, Khedr Wanas, and Sarah Mansour (2022), ‘How Can Tax Compliance be Incentivized? An Experimental Examination of Voice and Empathy’, *Review of Economics and Political Science*, Vol. 7, No. 2, March 2022, pp. 87-107, <http://doi.org/10.1108/REPS-05-2021-0053>

Ragab, Heba, and Sarah Mansour (2021), ‘The Integration of Syrian Refugees in Egypt: Do Stricter Policies Matter?’, *Review of Economics and Political Science*, forthcoming.

Hashem, H. Y., Heidi Aly, and Sarah Mansour (2018), ‘Main drivers of economic growth: a sectoral approach to GDP growth in Egypt’, *Int. J. Economics and Business Research*, Vol. 16, No. 4, pp.487-501.

Mansour, Sarah, Vjollca Sadiraj and Sally Wallace (2016), 'The Future of Public Finances in Egypt'. In: Erdogdu, M. and B. Christiansen "Handbook of Research on Comparative Economic Perspectives on Europe and the MENA Region", IGI Global.

## **II. Arabic Publications**

Ahmed, Fawzeia, and Sarah Mansour (2019), 'The Role of Religious Institutions on Consumption Behavior in Egypt: An Empirical Study', *Al-Azhar Scientific Journal of the Commercial Faculties*, volume 2.

## **III. Working Papers**

Mansour, Sarah, Mazen Hassan, Stefan Voigt, and Engi Amin (2021), “Using Discourse to Incentivise Cooperation in an Arab, Muslim Culture: Experimental Evidence from Egypt”, *under review*.

Daniel J. Elanga Mendogo, Eve A. Lambert & Sarah Mansour (2022) Cultural distance, social preferences and integration of refugees: Lab-in-the-field experiments in Egypt.

Mansour, Sarah, Jenny Helstroffer, and Daniel Joel Elanga Mendogo (2020), “Integration of Syrian Refugees”, *Work in Progress*.

Mansour, Sarah, Mariam Abdelnabi, Ahmed Zaki, Mazen Hassan, and Sarah ElKhishin (2020), “Is Myopic and Selfish Behavior Rational During pandemics?”, work in progress.

Mansour, Sarah, Dina Magdy, and Moemen Khalid (2020), “The Effect of Sexual Harrassement on Inter-gender Trust: An Experimental Approach on How to Incentivize a More Trusting Society”, *Work in Progress*.

Mansour, Sarah, Mazen Hassan, Mariam Abdelnabi, Dalia Ismail and Andreas Nicklisch (2020), “Empowering Young Women to Beat Social Norms on Female Fertility in Egypt: An Experimental Approach”, *Work in Progress*.

Elisa Cavatorta, Asmaa Ezzat, Richard Koenig and Mansour, Sarah (2020), “Developing Negotiation Skills in Young Girls”, *Work in Progress*.

#### **IV. Non-peer reviewed Papers**

- 2022** Hassan, Mazen, Sarah Mansour and Engi Amin (2022) *Increasing Youth Participation: Examining Behavioural and Structural Incentives*, Egyptian Cabinet: Information and Decision Support Centre.
- 2020** A Report on “Implications of Covid-19 on the Egyptian Economy and Proposed Policy Responses”.
- 2006** An MSc dissertation on “The Floatation of the Egyptian Pound in 2003: A Perspective from the Impossible Trinity”.
- 2004** An essay on “Exchange Rate Misalignment: The Case of Egypt 1970-2004”.
- An essay on “Financial Sector Development and Economic Growth: The Case of Egypt”.
- A research on "Multi-Year Budgeting" to be applied to the Egyptian Government Budget, with reference to the international experiences in this regard.
- A research on "Government Finance Statistics" as an internationally known method of recording and analyzing government statistics.
- A research on "Investment Behavior in Egypt during the period 1960-2000.
- 2003** Graduation Project on “Special Economic Zones: a comparative study between Egypt and China”.  
Grade: Excellent

- 2001** A research on “ Central depository-a new tool in financial markets”
- A research on “The Development of the Egyptian Banking System under Globalization”

**Research grants:**

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- 2020-2022** ***Awarding Body:*** Behavioral Experiment Facility (BEXF), UNICEF, Egypt.  
***Grant Title:*** UNICEF Grant. Research project title: Empowering Young Women to Beat Social Norms on Female Fertility in Egypt: An Experimental Approach.  
***Research Partners:*** Mazen Hassan, Mariam Abdelnabi, Dalia Ismail, Cairo University, and Andreas Nicklisch, University of Applied Sciences of the Grisons, Chur, Switzerland.
- 2020-2022** ***Awarding Body:*** Behavioral Experiment Facility (BEXF), UNICEF, Egypt.  
***Grant Title:*** UNICEF Grant. Research project title: Developing Negotiation Skills in Young Girls.  
***Research Partners:*** Asmaa Ezzat (Cairo University), Elisa Cavatorta (Kings College London), Richard Koenig (Kings College London), and Mille Bugge (Oxford University).
- 2020-2022** ***Awarding Body:*** Academy for Scientific Research & Technology, Egypt.  
***Grant Title:*** JESOR Grant. Research project title: Overcoming Resistance to Reform in Egypt: Experimental Approaches  
***Research Partners:*** Tarek Masoud, Harvard University, and Mazen Hassan, Cairo University.
- 2019** German Egyptian Research Short-Term Scholarship (GERSS), jointly funded by the Ministry of Higher Education and the DAAD
- 2016-2019** ***Awarding Body:*** Volkswagen Foundation, Germany.  
***Grant Title:*** Violence, Flight and Trauma and Socio-Economic Behaviour: A field Study among Syrian Refugees in Three Asylum Countries.  
***Research Partner:*** Stefan Voigt, Hamburg University.
- 2014-2015** ***Awarding Body:*** New York University Abu Dhabi, UAE.  
***Grant Title:*** Experimental Research on the Political Economy of the Egyptian Transition.  
***Research Partners:*** Rebecca Morton, New York University, NYU and Aby Dhabi, Mazen Hassan, Cairo University.
- 2012-2015** ***Awarding Body:*** Cairo University and Ford Foundation, Egypt.  
***Grant Title:*** Social Science Research Support Project, Cairo University, SSRSP.  
***Research Partners:*** Mazen Hassan, Cairo University

**Awards and**

## **CERTIFICATES:**

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- 2006**                      Obtained the TOEFL (IBT) exam.
- 2005**                      Obtained the “Graduate Record Examination” (GRE) test with scores: Quantitative 770, Verbal 360, and Analytical Writing 5.0
- 2004**                      Obtained a score of (273 out of 300) at the computer-based Test of English as a Foreign Language (International TOEFL), Educational Testing Service (ETS), Princeton, USA.
- 2003**                      Awarded certificate of merit for being the first on the Economics Department, Faculty of Economics and Political Sciences
- 2002**                      Awarded the “Ideal Student” at Faculty of Economics & Political Sciences
- 1998**                      Awarded certificate of merit for distinguished academic performance, Armenian Catholic sisters’ school

## **Training courses:**

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- 2020 and 2012**                      Web-based “Basic/Refresher Course - Human Subjects Research Curriculum Group 2 - Social Behavioral”, provided by Collaborative IRB Training Initiative (CITI) hosted by the university of Miami.
- 2018**                      Summer school on Behavioral and Experimental Economics, AUB, Beirut, Lebanon. In cooperation with Hamburg University.
- 2018**                      A DAAD-organized two-day Stata workshop.
- 2015**                      Winter Experimental Social Sciences Institute (WESSI), New York University, Abu Dhabi.
- 2012**                      Public Economics Training course organized by Georgia State University, Andrew Young School of Policy Studies.
- Financial Econometrics Training course organized by Georgia State University, Andrew Young School of Policy Studies
- 2004**                      A course on "How to Read and Analyze the Fiscal Accounts (Government Budget)".
- An "Advanced Credit Course" prepared by the Egyptian Banking Institute.
- Certified in “Financial Programming” from the Institute of International Education and the Egyptian Banking Institute.

A course on “Macroeconomics Management”, Egyptian Banking Institute, Central Bank of Egypt.

**2002**

A course on “Financial Markets”, Misr for Clearing, Settlement and Central Depository (MCSD)

**Extracurricular activities:**

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- 2020-Now**                      **Member** of International Accreditation Committee, Cairo University.
- 2015-2018**                      **Instructor** at the “Presidential Leadership Program”.
- 2009-2011**                      **Coordinator and organizer**, “Topics in Global Finance” workshops, Warwick University, UK.
- 2006**                                **Moderator**, “Global Issues Seminar Series”: video-conference sessions organized by the World Bank and Cairo University.
- 2004-2005**                      **Coordinator**, an International conference “Western Financial Flows Towards the Middle East: The Potential Impacts on the Socio, Economic, & Political Fields”, organized by Phoenix Foundation and Faculty of Economics & Political Science, and held in Bibliotheca Alexandrina.
- Financial Advisor** for three groups of students, "The Arab African International Bank Annual Award".
- Coordinator**, program on "Promoting the Culture of Private Business" under the auspices of the Vice Dean Office for Community Affairs, Faculty of Economics & Political Science.
- 2004**                                **The Egyptian Coordinator**, the "German-Egyptian Seminar" organized by the Free University of Berlin and Cairo University on "Between Globalization and Fragmentation: Political and Cultural Developments in Europe and the Arab World".
- 2003**                                **Member of the Organizing Committee**, the "Fourth Annual Global Development Conference" organized by The Global Development Network (GDN).
- 2002**                                **Participant**, the International Conference on Global Economy (ICGE), Stock Market council, American University in Cairo (AUC).



- 2001**                      **Member of the organizing committee**, the "Third Model United Nations", Cairo University.
- 2000**                      **Broker**, the Fourth Model Egyptian Stock Exchange (MESE), Cairo University.
- 1997**                      **Elected student union President** at high school – Armenian Catholic Sisters' School

*Any needed documents will be furnished upon request.*