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Appointments:

Assistant Professor of Economics, Columbia University, 1997-2003

Assistant Professor of Agricultural and Resource Economics, 2003-2009

Visitor, Ifakara Health Institute, Tanzania, (sabbatical leave) 2012

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)

- McNamara, P.E., J.M. Ulimwengu, and K.L. Leonard., "Do Health Investments Improve Agricultural Productivity? Lessons from Agricultural Household and Health Research," in S. Fan and R. Pandya-Lorch (Eds.) Reshaping Agriculture for Nutrition and Health, Edited by, IFPRI (2012)
- Essam, T. and Leonard, K.L. *, "Commentary: When Information Becomes Useful" in The Value of Information, Edited by R. Laxminarayan and M. K. Macauley, Springer 2012.
- Leonard, K.L., P. Serneels, J.M. Brock and M. C. Masatu, "Health Worker Performance," in Agnes Soucat and Richard M. Scheffler (Eds.), Human Resources for Health in "Africa: A New Look at the Crisis, The World Bank, 2013.
- Leonard, K.L., P. Serneels and J.M. Brock, "Intrinsic Motivation," in Agnes Soucat and Richard M. Scheffler (Eds.), Human Resources for Health in Africa: A New Look at the Crisis, The World Bank, 2013.

Articles:

- 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, "The Use of Direct Clinician Observation and Vignettes for Health Services Quality Evaluation in Developing Countries," *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 K.L. Leonard, "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., K.L. Leonard, * 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., K.L. Leonard, and J. List., "Gender Differences in Competition: Evidence from a Matrilineal and a Patriarchal Society," *Econometrica*, 77(5) 1637-1664. 2009

- Leonard K.L.*, Adelman, S., Essam T. "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
- Brown, M.E*., F. Tondel, T. Essam, J.A. Thorne, B.F. Mann, K.L. Leonard, B. Stabler, G. Eilerts, "Country and regional staple food price indices for improved identification of food security," *Global Environmental Change* 22 (3): 784-794 2012
- Hanson, J.C, T. Essam and K.L. Leonard "Listening while Evaluating: Examining the Benefit of an NGO Program using Season Extenders (greenhouses) in Bosnia-Herzegovina," *Journal of Development Effectiveness* 5 (1): 116:136 2013
- Leonard, K.L. "Active Patients' in Rural African Health Care: Implications for Research and Policy," *Health Policy and Planning* 29 (1): 85-95 2014
- Bawo, L. K.L. Leonard*, R Mohammed "Protocol for the evaluation of a quality-based pay for performance scheme in Liberia," *Implementation Science* 10 (9) 2015
- Brock, J. M, Lange, A and Leonard K.L. "Esteem and social information: On determinants of prosocial behavior of clinicians in Tanzania," *Journal of Economic Behavior and Organization* 118: 85-94 2015
- Brock, J. M, Lange, A and Leonard K.L., "Generosity and Prosocial behavior in Health Care Provision: Evidence from the Laboratory and Field," *Journal of Human Resources* 51 (1) 133-162

Monographs and Working Papers:

- Lambert, J, K. L. Leonard with others "The Contribution of Traditional Herbal Medicine Practitioners to Kenyan Health Care Delivery Results from Community Health-Seeking Behavior Vignettes and a Traditional Herbal Medicine Practitioner Survey" HNP discussion paper, The World Bank 2011.
- Lemiére, C. K.L. Leonard with others "Evaluating the Impact of Results-Based Financing on Health Worker Performance: Theory, Tools and Variables to Inform an Impact Evaluation." Working Paper # 98269, The World Bank 2013.
- Brock, J. M, A. Lange and K.L. Leonard "Giving and promising gifts: experimental evidence on reciprocity from the field," EBRD Working papers # 165, 2014
- Vasilaky, K. and K.L Leonard "As Good as the Networks They Keep?: Improving Outcomes through Weak Ties in Rural Uganda," mimeograph, Columbia University 2015
- Flory, J., K.L. Leonard*, M. Tsaneva and K. Vasilaky "Towards a Deeper Understanding of Female Competitiveness and the Gender Gap: Evidence from Patrilocal and Matrilocultural Cultures," Population Working Paper 2016-005, CCPR, UCLA, 2016

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.

Field Experience:

- Gabon, (1989-1990): Peace Corps Volunteer, Rural Primary School Construction Program, Responsible for construction of schools and teachers houses in two communities. Organized an initial evaluation of infrastructure needs for Woleu-Ntem Province.
- Ethiopia, Co-PI (1995): "Traditional Insurance Mechanisms and the Choice of Health Care Providers in Ethiopia," This project studied the role of informal insurance mechanisms in health seeking for poor rural households in Ethiopia.
- Tanzania, Co-PI (1995): "Decentralization and the Quality of Health Care in Tanzania," This project measured quality in health facilities, and studied the management structure of all health facilities studied, including public, Nongovernmental and private facilities.
- Cameroon, Co-PI (1994-1995): "Survey on Choice and the Perception of Quality in Rural Health Institutions," The project implemented a household survey on health seeking behavior in the context of user fee introduction. Instruments included household surveys and interviews with traditional healers.
- Tanzania, PI (2001-2002): "Learning and Reputation with Asymmetric Information as seen in Rural African Health Care," This survey involved a health facility survey (40 facilities) paired with a household survey (22 villages) over a two-year panel. Instruments included health worker surveys, health facility quality evaluation, and household survey including income; health history; health seeking behavior; and learning through social networks modules.
- Tanzania, PI (2005): "The Hawthorne effect in Medicine" This project examined the determinants of medical quality, using a new instrument to measure quality through exit interviews. The study examined the impact of the research team itself on the quality of care provided in health facilities.
- Uganda, Co-PI and graduate student supervisor (2005-2008): "Do Social Networks Influence Households' Human Capital Investments?" This study combined a randomized school feeding trial in two districts in Uganda with exogenous shocks to social networks caused by random timing for household displacement into Internally Displaced Camps. Camps are randomized into programs for feeding schoolchildren with cooked food, uncooked food, and no additional food. This project measures the impact of the program on the nutritional status of pre-school-age children. Instruments include household survey with modules on nutrition, consumption and school attendance, including biometric measurements, and a module on household displacement history.
- Malawi, PI (2009-2011): "Gender, Competition and Matrilineal Inheritance." This project compared nine different types of cultures in Malawi that vary in matrilineal inheritance and matrilineal marriage institutions, using field experiments and survey evidence.
- Tanzania, Co-PI (2008-2011): "Testing a novel methodology for measuring medical quality in developing countries." This project involved a randomized controlled trial of different types of incentives provided to doctors in Tanzania.
- Burkina Faso, PI (2008-2010): "Evaluation of the impact of irrigation project rehabilitation and agricultural extension services." This project measures the impact of a Millennium Challenge Corporation funded project designed to improve rural livelihoods and food production in rural Burkina Faso.
- Burkina Faso, PI (2008-2010): "Evaluation of the impact of rural land governance reform." This project measures the impact of a Millennium Challenge Corporation funded project to establish better procedures for claims to rural land and resolution of disputes over such land.
- Kenya, Co-PI (2008): "The contribution of traditional medicine to Kenyan healthcare delivery." This project uses surveys with Traditional and Herbal Medical Practitioners (THMP) and households in rural Kenya to establish the reach and impact of health care services provided in rural Kenya.

Tanzania, Co-PI (2008-2011): “Measuring the Motivation of Knowledge-Sector Professionals in Developing Country Settings.” This project used the Hawthorne effect to test the value of marginal increases in medical effort provided by doctors in Tanzania.

Uganda, Co-PI (2008-2011): “The Gender Dimension of Cotton Productivity in Uganda.” This project involved a randomized controlled trial examining the impact of gender specific agricultural extension services for female cotton-growers in Northern Uganda.

Tanzania, PI (2012): “Tanzania Cotton Sector Development Programme: Baseline Study” This project was an evaluation of the productivity, cropping practices and potential for improvement of cotton farmers in Tanzania. The evaluation involved household income surveys in rural Tanzania.

Languages:

English (Native)

French (Proficient)

Kiswahili (Basic)