

## Elisa van Dongen

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### Research interests

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Behavioral Economics, Anti-Poverty Programs, Development Economics, Economics of Migration, Inequality of Economic Opportunities, Microfinance, Household Economics, Empirical Microeconomics, Applied econometrics, Lab-in-the-field Experiments.

### References

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#### Robert Lensink

University of Groningen

[b.w.lensink@rug.nl](mailto:b.w.lensink@rug.nl)

#### Annika Mueller

University of Groningen

[a.m.mueller@rug.nl](mailto:a.m.mueller@rug.nl)

#### Mark Treurniet

University of Groningen

[m.treurniet@rug.nl](mailto:m.treurniet@rug.nl)

### Education

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<i>09/2025- present</i>	Postdoc on Migration, Radboud University Nijmegen
<i>09/2021 -</i>	Ph.D. Economics, University Groningen
<i>08/2025</i>	Supervisors: Robert Lensink, Annika Mueller
<i>2017-2021</i>	MSc. International Development Studies, Wageningen University and Research, Economics of Development specialization Thesis supervisor: Robert Lensink
<i>2018-2020</i>	MSc. in Economics and Business, Erasmus University Rotterdam, Policy Economics specialization Thesis supervisor: Jarig van Sinderen Thesis was nominated for the Authority for Consumers & Markets (ACM) thesis price, 2020
<i>2014-2017</i>	BSc. in Economics and Business Economics, Maastricht University Exchange Semester at the University of Richmond, VA, USA (2016)

### Job market paper

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#### **“Targeting, beliefs in own potential and subsequent investments: Theory and evidence from a framed field experiment”**

##### **Abstract:**

While increased pressure on development finance budgets may require to reduce spending on anti-poverty transfers, new technical possibilities allow for more precise targeting. Yet, how targeting affects development outcomes remains an open question. We introduce a behavioral mechanism: if transfers are targeted to low-income individuals, recipients may internalize a signal about their potential, and consequently reduce investments. Using a framed field experiment in rural Uganda, we study how the targeting of anti-poverty transfers – compared to universal provision – affects subsequent investment behavior. Consistent with our hypotheses, we find that targeted recipients reduce their investments, which may reduce their earnings. Our findings highlight a mechanism that may help to explain limited impacts of targeted cash transfer programs.

## Research

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### Publication(s)

van Dongen, E.M.A., Ahmad, S., Lensink, B.W. and Mueller, A.M. (2022). Trapped by the Lack of Control Over Savings: Evidence From Pakistan. *Frontiers in Psychology*, 13. <https://doi.org/10.3389/fpsyg.2022.867841>

van Dongen, E. M. A., Lensink, R., & Mueller, A. (2025). Effects of Cash-Transfer Programs: New Evidence From Uganda. *Journal of Alternative Finance* 2(2), 211-236. <https://doi.org/10.1177/27533743251339825>

### Work in Progress

Ahmad, S., Mueller, A., Lensink, B.W. and van Dongen, E.M.A. (2025). Long-term impact of Islamic savings: Evidence from a field experiment in Pakistan.

van Dongen, E.M.A., Lensink, B.W., and Treurniet, M. (2025). Targeting, beliefs in own potential and subsequent investments: Theory and evidence from a framed field experiment.

### Conferences & Seminar Presentations

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| 2025 | CSAE Conference 2025: Economic Development in Africa (Upcoming)<br>PhD conference, University of Groningen   |
| 2024 | 2 <sup>nd</sup> Ph.D. Dutch Development Network Workshop, Wageningen University and Research, October 2024<br>GrEELab seminar (Groningen Experimental Economics Laboratory), University of Groningen |
| 2023 | Gender Economics seminar, University of Groningen<br>GrEELab seminar, University of Groningen<br>PhD conference, University of Groningen   |
| 2022 | 7 <sup>th</sup> European Research Conference on Microfinance, Glasgow Caledonian University, 20-22 June 2022.  |

### Conference, Workshop, and other Event Organization

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| 2024                                   | The 2 <sup>nd</sup> Ph.D. Dutch Development Network Workshop, Wageningen University and Research, October 2024.  |
| 2023                                   | The 1 <sup>st</sup> Ph.D. Dutch Development Network Workshop, Utrecht University, November 2023.   |
| 2019                                   | The 9 <sup>th</sup> Airneth Annual Lecture, September 2019.  |
| <i>Network events and Inhouse days</i> |  |
| 2016                                   | The Big 4 Cycle. Inhouse days at Deloitte, EY, KPMG, PwC, and BDO for accounting and finance students. Scope Focus, Student Association Maastricht University.   |
| 2016                                   | De Nederlandse Kantoren dag, a recruitment and network event for Dutch accountancy and finance students from Maastricht University and accountancy firms such as Koenen en Co, BDO, RSM, Accon avm and Joanknecht. Scope Focus, Student Association Maastricht University. |

## Additional coursework and training

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Certificate course in Introduction to Teaching, University of Groningen, 2024

Certificate course in Introduction to Research Ethics: Working with People, University of Leeds, 2023

Certificate course in Mixed Methods and Qualitative Comparative Analysis, CARMA short course, 2022

Certificate course in Quantitative Data Analysis: Multivariate techniques, Wageningen University and Research, 2020

Certificate course in Advanced Econometrics, Wageningen University and Research, 2020

Certificate course in Advanced International Trade, Erasmus University Rotterdam, 2019

## Teaching

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### University teaching experience

2018 Methods, Techniques and Data Analysis for Field Research (B.Sc.), Wageningen University and Research.

2025 Economics for IB (B.Sc.), University of Groningen

2025 Thesis supervision (B.Sc.), University of Groningen

### Non-University teaching experience

2017-2022 Exam trainings in Economics for last year high school students (HAVO and VWO), Lyceo

2015-2018 Private Tutor Mathematics Secondary School (Wiskunde A & B on HAVO and VWO level), Student Plus.

### Professional Experience

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2019-2021 Research-assistant, SEO Amsterdam Economics  
Global Economics, Education and Labor Markets, Finance, and Competition, Aviation, and Innovation departments of led by Nienke Oomes, Arjan Heyma, Michiel Bijlsma, Erik Brouwer and Rogier Lieshout respectively.  
*Responsibilities included conducting desk research, designing surveys, collecting and analyzing data, conducting interviews, organizing an annual lecture on aviation, and facilitating the organization's transition to a new website and report template with a designated team.*

### Consulting, evaluations, and other research projects

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#### Co-author at SEO Amsterdam Economics

2021 Strengthening Economic Relations Between Thailand and the Netherlands. Co-authored with Nils Verheuvél and Michiel Bijlsma. Commissioned by The Royal Thai Embassy in the Hague.

2021 Making Health Businesses Healthier. Evaluation of the PharmAccess 'Healthy Business Development Programme' in Kenya. Co-authored with Nienke Oomes, Thierry Belt, Nicolas Berthiaume, and Clement Oduor. Commissioned by PharmAccess Foundation.  
<https://www.seo.nl/publicaties/making-health-business-healthier/>

- 2020 Evaluation of FMO-MASSIF investments in four microfinance institutions in Myanmar. Co-authored with Nienke Oomes, Thierry Belt, Nathalie Gons, Asim Jaweed, Debbie Keijser, and Ward Rougoor. Commissioned by FMO. <https://www.seo.nl/wp-content/uploads/2020/11/2020-63-Evaluation-of-FMO-MASSIF-investments-in-four-microfinance-institutions-in-Myanmar.pdf>
- 2020 Evaluatie Wet Normering Topinkomens (2020). Co-authored with Koen van der Ven, Siemen van der Werff, and Floris van Montfoort. Commissioned by the Ministry of the Interior and Kingdom Relations. <https://www.seo.nl/publicaties/evaluatie-wet-normering-topinkomens/>

### **Supporting role in evaluations at SEO Amsterdam Economics**

- 2020 Monitor Nederlandse Corporate Governance Code boekjaar 2020. Contributed to the project's data-collection. Commissioned by the Corporate Governance Code Monitoring Committee. <https://www.seo.nl/publicaties/monitor-nederlandse-corporate-governance-code-boekjaar-2020/>
- 2020 Evaluatie afschaffing dwangsomregeling Wet openbaarheid van bestuur. Contributed to the project's qualitative data-collection (e.g., interviews). Commissioned by the Ministry of the Interior and Kingdom Relations. <https://www.seo.nl/publicaties/evaluatie-afschaffing-dwangsomregeling-wet-openbaarheid-van-bestuur/>
- 2020 Vervolgstudie marktwerking leermiddelen voorgezet onderwijs (2020). Contributed to the project's qualitative data-collection (e.g., interviews). Commissioned by VanDijk. <https://www.seo.nl/publicaties/marktwerking-leermiddelen-voortgezet-onderwijs/>

### **Co-author International Research Project by AEclipse, Erasmus School of Economics**

- 2019 Economics of Migration. The case of Venezuelan migration flows on the Peruvian Labor market (2019). Co-authored with J.C. Morra, B. Lardée, A. de Been, A.C. Livadariu, A.R. O'Dowd, C.M. Chambrillon, E. Tintin, H.F. Hilger, J. Wouters, J.M. Holder, K. Frederiks, L.D.M. Notenboom, L.A. Garcia Fuentes, M.S. Oomen, M.L. Pollehn, P.M. Konietschke, S.F.D. Tilleray, T.B. de Kulp, and T.P.P. Remmers.

### **Software and Languages**

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Software	Stata, PHP, R
Languages	Dutch (native), English (fluent), Spanish (B2)

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