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Batten School of Leadership and Public Policy
University of Virginia
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CURRENT POSITIONS

Professor of Public Policy and Education, University of Virginia (2025–present).

Faculty Director of Research and Engagement, Batten School of Leadership and Public Policy (2026–present).

Associate Professor of Public Policy and Education, University of Virginia (2024–2025).

Newton and Rita Meyers Associate Professor in the Economics of Education, University of Virginia (2019–2024).

Assistant Professor of Education and Public Policy, University of Virginia (2014–2018).

HONORS AND RECOGNITIONS

University of Virginia Outstanding Researcher (2025).

University of Virginia Public Impact Focused Research Award (2024).

Journal of Human Resources Excellence in Reviewing Award (2024).

Batten School of Leadership and Public Policy - Faculty Research Award (2022).

University of Virginia School of Education and Human Development Lasting Legacy Recognition (2022).

University of Virginia Outstanding Researcher (2022).

Presidential Early Career Award for Scientists and Engineers (2019).

University of Virginia Collaborative Public Service Award (with Jim Wyckoff, Daphna Bassok, and Luke Miller) (2019).

University of Virginia Distinguished Faculty Speaker (2018).

Recognized by Washington Monthly as one of the 16 Most Innovative People in Higher Education (2016).

AERA Reviewer of the Year Award (2016).

Winner (with College Forward), Coalition for Evidence-Based Policy National Competition for Low-Cost Randomized Trials in Public Policy (June 2015).

Winner (with Bottom Line), Coalition for Evidence-Based Policy National Competition for Low-Cost Randomized Trials in Public Policy (July 2014).

National Academy of Education/Spencer Foundation Dissertation Fellowship (2013–2014).

Jack Kent Cooke Foundation Dissertation Fellowship (2013–2014).

K. Patricia Cross Future Leaders Award, Association of American Colleges and Universities (2012).

JOURNAL ARTICLES

Authors are listed alphabetically, following economics convention, unless otherwise noted. Non-alphabetical order indicates either that the first author led the work (^) or that the authors contributed jointly and equally but chose to list one author first (). Symbols follow the first author's name.*

Bird, Kelli A., and Benjamin L. Castleman. Forthcoming. “Do Financial Incentives Increase the Take-Up and Impact of Large-Scale Programs? Experimental Evidence from a National College Advising Initiative.” *Journal of Political Economy Microeconomics*.

Xu, Di^, Kelli A. Bird, Michael Cooper, and Benjamin L. Castleman. 2026. “Noncredit Workforce Training, Industry Credentials, and Labor Market Outcomes.” *Journal of Public Economics* 260.^

Bird, Kelli A., and Benjamin L. Castleman. 2026. “Do Embedded Supports Promote Engaged Learning? Experimental Evidence on Resource Use among Community College Students.” *AEA Papers and Proceedings* 116: 356–361.

Barr, Andrew C., and Benjamin L. Castleman. 2025. “Increasing Degree Attainment among Low-Income Students: The Role of Intensive Advising and College Quality.” *American Economic Review* 115 (11): 4075–4103.

Kuan, Robert*, Kristin Blagg, Benjamin L. Castleman, Rajeev Darolia, Jordan D. Matsudaira, Katherine L. Milkman, and Lesley J. Turner. 2025. “Behavioral Nudges Prevent Loan Delinquencies at Scale: A 13-Million-Person Field Experiment.” *Proceedings of the National Academy of Sciences* 122 (4): e2416708122.

Bird, Kelli A., Benjamin L. Castleman, and Yifeng Song. 2025. “Are Algorithms Biased in Education? Exploring Racial Bias in Predicting Community College Student Success.” *Journal of Policy Analysis and Management* 44 (2): 379–402.

Meyer, Katharine*, Kelli A. Bird, and Benjamin L. Castleman. 2025. “Stacking the Deck for Employment Success: Labor Market Returns to Stackable Credentials.” *Journal of Human Resources* 60 (1): 129–152.

Barr, Andrew C., Kelli A. Bird, Benjamin L. Castleman, and William L. Skimmyhorn. 2025. "Can Information and Advising Affect Postsecondary Participation and Attainment for Non-Traditional Students? Evidence from a Large-Scale Experiment with the U.S. Army." *Journal of Policy Analysis and Management* 44 (1): 73–96.

Bird, Kelli A., Benjamin L. Castleman, Yifeng Song, and Renzhe Yu. 2025. "Is Big Data Better? LMS Data and Predictive Analytic Performance in Postsecondary Education." *Journal of Research on Educational Effectiveness* 18 (3): 769–796.

Tasche, Tom*, and Benjamin L. Castleman. 2025. "Menos es más: Revisión de nudges para mejorar los resultados educativos en Estados Unidos." *ICE, Revista de Economía* 941: 33–57.

Kim, Brian*, Kelli A. Bird, and Benjamin L. Castleman. 2024. "Crossing the Finish Line but Losing the Race: Socioeconomic Inequalities in Labor Market Outcomes." *Education Finance and Policy* 19 (2): 283–307.

Page, Lindsay C.^, Bruce I. Sacerdote, Neil Seftor, Sara Goldrick-Rab, and Benjamin L. Castleman. 2023. "Financial Aid Nudges: A National Experiment with Informational Interventions." *Educational Evaluation and Policy Analysis* 45 (2): 195–219.

Rockwell, Michelle S.^, Mary C. Frazier, Jeffrey S. Stein, Kimberly A. Dulaney, Sarah H. Parker, George C. Davis, John A. Rockwell, Benjamin L. Castleman, Cass R. Sunstein, and John W. Epling. 2023. "A 'Sludge Audit' for Health System Colorectal Cancer Screening Services." *American Journal of Managed Care* 29 (7): e222–e228.

Bettinger, Eric P., Benjamin L. Castleman, Alice Choe, and Zachary Mabel. 2022. "Finishing the Last Lap: Experimental Evidence on Strategies to Increase Attainment for Students Near College Completion." *Journal of Policy Analysis and Management* 41 (4): 1040–1059.

Bird, Kelli A., Benjamin L. Castleman, and Gabrielle Lohner. 2022. "Negative Impacts from the Shift to Online Learning during the COVID-19 Crisis: Evidence from a Statewide Community College System." *AERA Open* 8.

Bird, Kelli A., Benjamin L. Castleman, Brett Fischer, and Benjamin T. Skinner. 2022. "Unfinished Business? The Academic and Labor Market Profile of Adults with Substantial College Credits but No Degree." *Educational Evaluation and Policy Analysis* 44 (3): 404–428.

Avery, Christopher, Benjamin L. Castleman, Michael Hurwitz, Bridget Terry Long, and Lindsay C. Page. 2021. "Digital Messaging to Improve College Enrollment and Success." *Economics of Education Review* 84.

Barr, Andrew C., Kelli A. Bird, and Benjamin L. Castleman. 2021. "The Effect of Reduced Student Loan Borrowing on Academic Performance and Default: Evidence from a Loan Counseling Experiment." *Journal of Public Economics* 202: 104493.

Bird, Kelli A., Benjamin L. Castleman, Zachary Mabel, and Yifeng Song. 2021. "Bringing Transparency to Predictive Analytics: A Systematic Comparison of Predictive Modeling Methods in Higher Education." *AERA Open* 7.

Castleman, Benjamin L., Francis X. Murphy, Richard W. Patterson, and William L. Skimmyhorn. 2021. "Nudges Don't Work When the Benefits Are Ambiguous: Evidence from a High-Stakes Education Program." *Journal of Policy Analysis and Management* 40 (4): 1230–1248.

Bird, Kelli A., Benjamin L. Castleman, Jeffrey T. Denning, Joshua Goodman, Cait Lamberton, and Kelly Ochs Rosinger. 2021. "Nudging at Scale: Experimental Evidence from FAFSA Completion Campaigns." *Journal of Economic Behavior and Organization* 183: 105–128.

Castleman, Benjamin L., Richard W. Patterson, and William L. Skimmyhorn. 2020. "Benefits Left on the Table: Behavioral Interventions and Consumer Financial Protections." *Economics of Education Review* 78.

Castleman, Benjamin L., and Katharine Meyer. 2020. "Can Text Message Nudges Improve Academic Outcomes in College? Evidence from a Rural State Initiative." *Review of Higher Education* 43 (4): 1125–1165.

Page, Lindsay C.*, Benjamin L. Castleman, and Katharine Meyer. 2020. "Customized Nudging to Improve FAFSA Completion and Income Verification." *Educational Evaluation and Policy Analysis* 42 (1): 3–21.

Barr, Andrew C., and Benjamin L. Castleman. 2019. "Exploring Variation in College Counselor Effectiveness." *AEA Papers and Proceedings* 109: 227–231.

Page, Lindsay C.*, Stacy S. Kehoe, Benjamin L. Castleman, and Gumilang Aryo Sahadewo. 2019. "More than Dollars for Scholars: The Impact of the Dell Scholars Program on College Access, Persistence, and Degree Attainment." *Journal of Human Resources* 54 (3): 683–725.

Castleman, Benjamin L., and Katharine Meyer. 2019. "Financial Constraints and Collegiate Student Learning." *Daedalus* 148 (4).

Castleman, Benjamin L., Francis X. Murphy, and William L. Skimmyhorn. 2019. "Marching across Generations? An Analysis of the Benefits Transfer Provision of the Post-9/11 GI Bill." *Journal of Human Capital* 13 (3): 410–433.

Castleman, Benjamin L., Bridget Terry Long, and Zachary Mabel. 2018. "Can Financial Aid Help to Address the Growing Need for STEM Education? The Effects of Need-Based Grants on the Completion of Science, Technology, Engineering, and Math Courses and Degrees." *Journal of Policy Analysis and Management* 37 (1): 136–166.

Castleman, Benjamin L., and Joshua Goodman. 2018. "Intensive College Counseling and the Enrollment and Persistence of Low-Income Students." *Education Finance and Policy* 13 (1): 19–41.

Castleman, Benjamin L., and Lindsay C. Page. 2017. "Parental Influences on Postsecondary Decision Making: Evidence from a Text Messaging Experiment." *Educational Evaluation and Policy Analysis* 39 (2): 361–377.

Castleman, Benjamin L., Katharine Meyer, and Zachary Sullivan. 2017. "Nudging Students beyond the FAFSA: The Impact of University Outreach on Financial Aid Behaviors and Outcomes." *Journal of Student Financial Aid* 47 (3).

Castleman, Benjamin L.*, Ron Haskins, Beth Akers, Jon Baron, Susan Dynarski, Dale Farran, Avi Feldman, Damon Jones, Benjamin Keys, Rebecca Maynard, Philip Sirinides, and Jonathan Zinman. 2017. "Behavioral Science and Policy: Implications for Education." *Behavioral Science and Policy* 3 (1): 43–50.

Castleman, Benjamin L., and Bridget Terry Long. 2016. "Looking beyond Enrollment: The Causal Effect of Need-Based Grants on College Access, Persistence, and Graduation." *Journal of Labor Economics* 34 (4): 1023–1073.

Castleman, Benjamin L., and Lindsay C. Page. 2016. "Freshman Year Financial Aid Nudges: An Experiment to Increase FAFSA Renewal and College Persistence." *Journal of Human Resources* 51 (2): 389–415.

Bird, Kelli A., and Benjamin L. Castleman. 2016. "Here Today, Gone Tomorrow? Investigating Rates and Patterns of Financial Aid Renewal among College Freshmen." *Research in Higher Education* 57 (4): 395–422.

Castleman, Benjamin L., and Lindsay C. Page. 2015. "Summer Nudging: Can Personalized Text Messages and Peer Mentor Outreach Increase College Going among Low-Income High School Graduates?" *Journal of Economic Behavior and Organization* 115: 144–160.

Castleman, Benjamin L., Laura Owen, and Lindsay C. Page. 2015. "Stay Late or Start Early? Experimental Evidence on the Benefits of College Matriculation Support from High Schools versus Colleges." *Economics of Education Review* 47: 168–179.

Arnold, Karen D., Benjamin L. Castleman, Alex Chewning, and Lindsay C. Page. 2015. "Advisor and Student Experiences of Summer Support for College-Intending, Low-Income High School Graduates." *Journal of College Access* 1 (1): Article 3.

Castleman, Benjamin L., and Lindsay C. Page. 2015. "Beyond FAFSA Completion." *Change: The Magazine of Higher Learning* 47 (1): 28–35.

Castleman, Benjamin L., Lindsay C. Page, and Korynn Schooley. 2014. "The Forgotten Summer: Does the Offer of College Counseling after High School Mitigate Summer Melt among College-Intending, Low-Income High School Graduates?" *Journal of Policy Analysis and Management* 33 (2): 320–344.

Castleman, Benjamin L., and Lindsay C. Page. 2014. "A Trickle or a Torrent? Understanding the Extent of Summer 'Melt' among College-Intending High School Graduates." *Social Science Quarterly* 95 (1): 202–220.

Castleman, Benjamin L., and Lindsay C. Page. 2014. "Leveraging Behavioral Insights to Improve Postsecondary Outcomes." *Better: Evidence-Based Education* 6 (3): 10–11.

Castleman, Benjamin L., and Lindsay C. Page. 2013. "The Not-So-Lazy Days of Summer: Experimental Interventions to Increase College Entry among Low-Income High School Graduates." *New Directions for Youth Development* 2013 (140): 77–97.

Castleman, Benjamin L., Karen D. Arnold, and Katherine Lynk Wartman. 2012. "Stemming the Tide of Summer Melt: An Experimental Study of the Effects of Post-High School Summer Intervention on College Enrollment." *Journal of Research on Educational Effectiveness* 5 (1): 1–18.

Arnold, Karen D., S. Fleming, M. A. DeAnda, Benjamin L. Castleman, Katherine Lynk Wartman, and Philip Price. 2009. "The Summer Flood: The Invisible Gap among Low-Income Students." *Thought and Action* (Fall): 23–34.

WORKING PAPERS

Castleman, Benjamin L., Gabrielle Lohner, and Denise Deutschlander. "Pushing College Advising Forward: Experimental Evidence on Intensive Advising and College Success." Working paper.

Bird, Kelli A., and Benjamin L. Castleman. "Meeting People Where They Are: Experimental Evidence on Embedded Supports, Service Use, and Educational Outcomes." Working paper.

WORK IN PROGRESS

Labor market returns to intensive college advising: evidence from a randomized trial linked to federal earnings records (with Andrew C. Barr). Working paper expected 2027.

Experimental evidence from a five-cohort randomized trial of near-peer virtual remote advising (with Kelli A. Bird).

A framework for supporting people through complex, multi-stage decisions in education and social programs (with Andrew C. Barr and Lawrence F. Katz).

Using agentic AI to measure non-cognitive and behavioral constructs in college application materials (with Kelli A. Bird, Andrew Simon, and Sarah Turner).

Student use of AI in college application essays and subsequent academic experiences (with Kelli A. Bird, Andrew Simon, and Sarah Turner).

Quasi-experimental evaluation of Merit America using Texas administrative earnings data (with Kelli A. Bird).

Randomized evaluation of Coop Careers (with MDRC).

The impact of technology certification exams offered in high school on postsecondary and labor market outcomes (with Jing Liu and Di Xu).

Randomized trial of embedded tutoring in Tennessee community colleges (with Kelli A. Bird and Sally Sadoff).

SCHOLARLY BOOKS

Castleman, Benjamin L. 2015. *The 160-Character Solution: How Text Messages and Other Behavioral Strategies Can Improve Education*. Baltimore: Johns Hopkins University Press.

Castleman, Benjamin L., and Lindsay C. Page. 2014. *Summer Melt: Supporting Low-Income Students through the Transition to College*. Cambridge, MA: Harvard Education Press.

EDITED VOLUMES

Castleman, Benjamin L., Saul Schwartz, and Sandy Baum, eds. 2015. *Decision Making for Student Success: Behavioral Insights to Improve College Access and Persistence*. New York: Routledge.

BOOK CHAPTERS

Castleman, Benjamin L., and Tom Tasche. Forthcoming. "A Subtract–Reduce Framework for Behavioral Interventions in Education." In *Handbook of Judgment and Decision Making*.

Castleman, Benjamin L. 2018. "Behavioral Insights to Guide Federal Education Policy." In *Memos to the President on Higher Education*, edited by Sandy Baum. Washington, DC: Urban Institute.

Castleman, Benjamin L., and Katharine Meyer. 2018. "Nudges, Norms, and Navigation: Behavioral Insights to Improve Student Success." In *The First Year of College: Research, Theory, and Practice on Improving the Student Experience and Increasing Retention*, edited by Robert S. Feldman. Cambridge: Cambridge University Press.

Castleman, Benjamin L. 2015. "Prompts, Personalization, and Pay-Offs: Strategies to Improve the Design and Delivery of College and Financial Aid Information." In *Decision Making for Student Success: Behavioral Insights to Improve College Access and Persistence*, edited by Benjamin L. Castleman, Saul Schwartz, and Sandy Baum. New York: Routledge.

COLUMNS AND OP-EDS

Bird, Kelli A., and Benjamin L. Castleman. 2024. "Selective Colleges and Universities Need to Do More to Enroll Low-Income Students." *Brookings Brown Center Chalkboard*, Spring.

Xu, Di, Benjamin L. Castleman, Kelli A. Bird, Sabrina Solanki, and Michael Cooper. 2023. "Noncredit Workforce Training Programs Are Very Popular. We Know Next to Nothing about Them." *Brookings Brown Center Chalkboard*, Spring.

Bird, Kelli A., Benjamin L. Castleman, Brett Fischer, and Benjamin T. Skinner. 2022. "Why Aren't More Adults Finishing Community College?" *Brookings Brown Center Chalkboard*, Winter.

Barr, Andrew C., and Benjamin L. Castleman. 2021. "To Level the Playing Field in College Completion, Invest in Advising." *The Hill*, Fall.

Castleman, Benjamin L. 2021. "Why Aren't Text Message Interventions Designed to Boost College Success Working at Scale?" *Behavioral Scientist*, Spring.

Bird, Kelli A., Benjamin L. Castleman, Zachary Mabel, and Yifeng Song. 2021. "Big Data on Campus." *Education Next*, Summer.

Meyer, Katharine, and Benjamin L. Castleman. 2021. "Stackable Credentials Can Open Doors to New Career Opportunities." *Brookings Brown Center Chalkboard*, Winter.

Flaschen, Katherine, and Benjamin L. Castleman. 2020. "The Road Back to College Is Paved with Barriers, but Behavioral Science Can Help Smooth the Way." *Behavioral Scientist*, September 7.

Brown, C., Katherine Flaschen, and Benjamin L. Castleman. 2020. "Behavioral Science and 'Nudging' Research Can Help Students Succeed in Classes Suddenly Moved Online." *Medium*, April 20.

Castleman, Benjamin L., and Alice Choe. 2019. "Can Outcomes-Based Funding Support Evidence-Based College Success Programs?" *Brookings Brown Center Chalkboard*, September 24.

Castleman, Benjamin L. 2017. "Fifty Cents or Five Thousand Dollars?" *Behavioral Scientist*, June 6.

Castleman, Benjamin L., and J. Rickard. 2017. "Why Do High School Seniors Leave So Much Federal Money on the Table?" *Hechinger Report*, May 2.

Castleman, Benjamin L. 2017. "Bringing Mentoring Models into the 21st Century." *Getting Smart*, April 27.

Lamberton, Cait, and Benjamin L. Castleman. 2016. "Nudging in a Sludge-Filled World." *Huffington Post*, September 30.

Castleman, Benjamin L. 2016. "The First Lady's New Tool for Students: Up Next." *U.S. Department of Education Blog*, September 29.

Castleman, Benjamin L. 2016. "How Texting Can Change the Way First Generation Students Experience College." *Education Post*, September 6.

Castleman, Benjamin L., and J. Skillman. 2016. "Learn to Ad: Madison Avenue Strategies to Strengthen School Communication." *Brookings Brown Center Chalkboard*, September 6.

Lamberton, Cait, and Benjamin L. Castleman. 2016. "Nudge 2.0: A Broader Toolkit for Lasting Behavior Change." *Huffington Post*, May 24.

Castleman, Benjamin L., and Zachary Sullivan. 2016. "How to Pay for Success in Higher Education." *Brookings Brown Center Chalkboard*, April 25.

Castleman, Benjamin L. 2016. "Big Data, Meet Behavioral Science." *Brookings Brown Center Chalkboard*, March 10.

Castleman, Benjamin L., and Cait Lamberton. 2015. "This Holiday Season, Nudge Like the Private Sector Taught You." *Brookings Brown Center Chalkboard*, December 19.

Castleman, Benjamin L. 2015. "Smart Phones: A Nudger's Best or Worst Friend?" *Brookings Brown Center Chalkboard*, October 19.

Castleman, Benjamin L. 2015. "When It Comes to Student Loans, There's No Simple Nudge." *Brookings Brown Center Chalkboard*, September 1.

Castleman, Benjamin L. 2015. "Knowing When to Nudge in Education." *Brookings Brown Center Chalkboard*, August 6.

Castleman, Benjamin L., Saul Schwartz, and Sandy Baum. 2015. "Apple's Lessons for Higher Ed Inequality." *Inside Higher Ed*, April 9.

Castleman, Benjamin L., and Lindsay C. Page. 2014. "Stymied on the Cusp of College." *Chronicle of Higher Education*, October 6.

Castleman, Benjamin L., and Lindsay C. Page. 2014. "From College-Intending to College-Attending: Understanding and Mitigating Summer Melt." *Solutions Journal* 5 (2): 41–45.

Castleman, Benjamin L., and Lindsay C. Page. 2014. "Summer Melt—Who's at Risk and Why?" *Michael and Susan Dell Foundation Blog*, August 11.

Castleman, Benjamin L., and Lindsay C. Page. 2014. "Summer Melt—Six Low-Cost Tactics Help Students Stay on Track to College." *Michael and Susan Dell Foundation Blog*, August 13.

Castleman, Benjamin L., Lindsay C. Page, and Ashley Snowdon. 2013. *SDP Summer Melt Handbook: A Guide to Investigating and Responding to Summer Melt*. Cambridge, MA: Strategic Data Project, Harvard University.

Castleman, Benjamin L., and Lindsay C. Page. 2013. "Can Text Messages Mitigate Summer Melt?" *New England Journal of Higher Education*, May.

GRANTS

Summary: 47 awards totaling \$38.0 million as Principal Investigator or Co-Principal Investigator.

Embedding High Dosage Tutoring in Tennessee Community Colleges. Co-Principal Investigator. Ascendium Education Group. \$1,997,500 (Prime award: Tennessee Board of Regents). 2025–2029.

College Forward RCT Follow-Up: Labor Market Impacts. Principal Investigator. Arnold Ventures. \$499,232. 2025–2033.

The Impact of Advising and Coaching on Economic Mobility and Prosperity. Co-Principal Investigator. Smith Richardson Foundation. \$413,466 (Prime award: Texas A&M University). 2026–2027.

Impact of Industry Credentials on Students' Education and Labor Market Outcomes – Evidence from Microsoft Certifications. Co-Principal Investigator. Arnold Ventures. \$356,211 (Prime award: University of Maryland). 2024–2026.

From Training to Employment: A Multi-Inquiry Study of Noncredit Workforce Training Programs. Co-Principal Investigator. Ascendium Education Group. \$1,605,800 (Prime award: UC-Irvine). 2024–2028.

Investigating the Efficacy of Virtual College Advising. Principal Investigator. Bloomberg Philanthropies. \$1,725,000. 2014–2026.

Good Jobs Hawaii Initiative Evaluation. Principal Investigator. Harold Castle Foundation. \$303,000. 2023–2026.

Evaluations of Strategies to Improve Education and Workforce Success. Principal Investigator. Ascendium Education Group. \$1,276,000. 2022–2026.

Using Behavioral Nudges and Insights to Promote Calbright Student Success. Co-Principal Investigator. Calbright College. \$5,900,000 (Prime award: UC-Irvine). 2022–2027.

Identifying Strategies to Improve Student Engagement. Co-Principal Investigator. Heckscher Foundation for Children. \$343,621 (Prime award: ideas42). 2023–2024.

Exploring Noncredit CTE Program Factors that Strengthen Workforce Pipelines. Co-Principal Investigator. Institute of Education Sciences. \$1,700,000 (Prime award: UC-Irvine). 2022–2025.

Pathways to Success for Adults with Some College but No Degree. Co-Principal Investigator. Ascendium Education Group. \$1,900,260 (Prime award: Tennessee Board of Regents). 2022–2026.

Bottom Line Follow-Up Study: Initial Earnings Impacts. Co-Principal Investigator. Arnold Ventures. \$424,318 (Prime award: Texas A&M University). 2022–2026.

Career Advising Tools and Outreach for Low-Income College Graduates. Principal Investigator. Ascendium Education Group. \$287,500. 2021–2022.

Investigating Non-Credit Training Programs at the Community College Level. Co-Principal Investigator. Lumina Foundation. \$460,000 (Prime award: UC-Irvine). 2022–2023.

Investigating the Relationship Between Participation In A Technology Upskilling Program And Adult Employment Outcomes. Principal Investigator.

- Baton Rouge Area Foundation. \$118,000. 2021–2023.
- America Achieves. \$279,500. 2020–2023.

Nudge Strategies to Improve Postsecondary Outcomes in Hawaii. Principal Investigator.

- Hawaii P-20 System. \$165,000. 2020–2021.
- Castle Foundation. \$225,000. 2019–2021.

State Partnerships to Drive Educational and Economic Opportunity. Principal Investigator.

- Lumina Foundation. \$930,000. 2019–2021.
- Overdeck Family Foundation. \$300,000. 2019.

Nudges to the Finish Line: Experimental Interventions To Prevent Late College Departure. Principal Investigator. Institute of Education Sciences. \$3,953,422. 2016–2022.

Virginia Policy Partnerships Collaborative. Co-Principal Investigator with Daphna Bassok, Anita McGinty, Amanda Williford, and Jim Wyckoff. The University of Virginia Strategic Investment Fund. \$998,895. 2019–2022.

Behavioral Insights to Promote Library Engagement. Principal Investigator. The Heckscher Foundation for Children. \$400,000 (Prime award: Brooklyn Public Library). 2019–2020.

The Nudge⁴ Solutions Lab. Principal Investigator.

- Carnegie Corporation of New York. \$400,000. 2016–2017.
- The Heckscher Foundation for Children. \$500,000. 2016–2020.
- Curry School of Education IDEAS grant. \$10,000. 2016.

Behavioral Strategies to Improve Employment Outcomes. Co-Principal Investigator. The Laura and John Arnold Foundation. \$299,843 (Prime award: Texas A&M University). 2016–2019.

Improving Prisoner Re-Entry Outcomes Through Large-Scale Behavioral Interventions. Co-Principal Investigator.

- The Koch Foundation. \$455,000. 2016–2019.
- JPAL-North America. \$117,999. 2016–2018.

Large Scale Outreach to Promote Early FAFSA Submission and Informed College Search. Principal Investigator. The Kresge Foundation. \$500,000. 2016–2018.

Financial Aid Nudges: A National Experiment to Increase Retention of Financial Aid and College Persistence (using NPSAS:16 data). Co-Principal Investigator. Institute of Education Sciences. \$3,499,999 (Prime award: Wisconsin HOPE Lab). 2016–2020.

Research-Philanthropy Collaboration to Increase the Rigor of Grantees' Evaluation. Principal Investigator. The Centerbridge Foundation. \$250,000. 2016–2019.

Personalized Postsecondary Information for US Army Service Members. Principal Investigator. 2014–2017.

- The Kresge Foundation. \$140,000.
- The Lumina Foundation. \$128,500.
- The Heckscher Foundation for Children. \$138,074.
- The Spencer Foundation. \$43,617.

National Nudge Campaign to Improve College Affordability and FAFSA Completion. Principal Investigator. 2015–2016.

- Michael and Susan Dell Foundation. \$324,321 (Prime award: The Common Application).
- Laura and John Arnold Foundation. \$110,626.
- Heckscher Foundation for Children. \$165,000 (Prime award: The Common Application).

Long-Term Evaluation of Intensive College Advising Programs. Principal Investigator. Bottom Line. \$105,689. 2014–2021.

Improving Loan Borrowing and Repayment Decisions Among Community College Students. Principal Investigator. The Lumina Foundation. \$130,000. 2014–2016.

Digital Messaging to Improve College Enrollment and Success. Co-Principal Investigator. Institute of Education Sciences. \$3,499,999 (Prime award: Harvard University). 2014–2018.

Study of a Statewide Pilot of a Personalized Text Messaging Intervention to Increase College Enrollment. Co-Principal Investigator. 2014–2016.

- The Bill and Melinda Gates Foundation. \$224,295.
- The Great Lakes Foundation. \$74,992.

FAFSA Completion and Income Verification for College-Intending Low-Income Students. Co-Principal Investigator with Lindsay Page. The Bill and Melinda Gates Foundation. \$119,957 (Prime award: University of Pittsburgh). 2014–2016.

Text Messaging Interventions to Increase Postsecondary Matriculation and Retention. Co-Principal Investigator with Adam Green and Jessica Kennedy. The Kresge Foundation. \$225,000 (Prime award: West Virginia Higher Education Policy Commission). 2013–2016.

TEACHING

Applied Policy Project. University of Virginia. (2023 and 2025).

What the Innovators Do: Strategies to Transform the Lives of Youth (EDLF 2050). University of Virginia. (2015–2020; 2023; 2025).

US Education Policy. University of Virginia (EDLF 6080). (2014, 2015).

POLICY ENGAGEMENTS

Affiliate, Behavior Change for Good Initiative (2019–present).

Affiliate, Wilson Sheehan Lab for Economic Opportunity (2018–present).

J-PAL North America Special Invited Researcher (2017–present).

Academic Affiliate, ideas42 Behavioral Design Lab (2013–present).

Invited Moderator, Behavioral Science Insights and Evidence-based Policymaking panel, White House Social and Behavioral Sciences Conference (September 2016).

Witness, United States House of Representatives Labor-Health and Human Services-Education Subcommittee Oversight Hearing on Closing the Achievement Gap in Higher Education (March 2015).

Presenter and participant, White House Summits on Increasing College Opportunity for Low-Income Students (January and December 2014).

PROFESSIONAL SERVICE

Technical Review Panels and Working Groups; Federal Policy Convenings:

- United States Department of Education Technical Review Panel: White House College Scorecard
- United States Department of Education Technical Review Panel: Baccalaureate and Beyond National Longitudinal Survey
- United States Department of Education Meeting on Low-Cost Technological Interventions and Rapid Turnaround Evaluations
- United States Department of Education Loan Counseling Convening
- United States Department of Education Income Based Repayment Survey Development Group

- United States Department of Labor Technical Working Group: Development of an Evidence-Based Navigator Model for Opportunity Youth

Advisory Board, New York City Community College Innovation Fund

Editorial Boards: *Education Evaluation and Policy Analysis*

Manuscript reviewer: *American Economic Review; American Economic Journal: Applied Economics; American Economic Journal: Economic Policy; Economics of Education Review; Economic Inquiry; Education Finance and Policy; Educational Evaluation and Policy Analysis; Educational Policy; Journal of Economic Literature; Journal of Human Resources; Journal of Policy Analysis and Management; Journal of Public Economics; Quarterly Journal of Economics; Research in Higher Education; Review of Economics and Statistics; Sociology of Education; Southern Economic Journal.*

Grant Proposal Reviewer: *The Smith Richardson Foundation; The Spencer Foundation; The W.T. Grant Foundation; JPAL North America*

Conference Proposal Reviewer: *Society for Research on Educational Effectiveness; Association for the Study of Higher Education*

UNIVERSITY SERVICE

Executive Committee, Batten School of Leadership and Public Policy (2025–present).

Co-Chair, Presidential Working Group on University Admissions (2024–present).

Provost Steering Committee, Grand Challenge, Technology and Youth Development (2023–present).

Provost Steering Committee, Research Infrastructure (2022–present).

School of Education representative to the UVA Faculty Senate (2019–2022)

University search committee for the vice provost of enrollment (2019–2020)

University committee on public interest technology (2019).

University working group on increasing bachelor's degree attainment in Virginia (2019).

School of Education search committee for the EDLF department faculty chair (2019).

Batten School Admissions committee (2018–2020).

Co-chair, third year review committee, Batten School (2019–2020).

Co-chair, promotion committee, Batten School (2018).

Promotion committee, economics department (2019).

School of Education search committee for the Newton and Rita Meyers Professorship in the Economics of Education (2015–2016).

Scientific Advisory Board, Jefferson Education Accelerator (2015–2016).

Faculty director, University Admissions/Student Financial Services text campaign to increase financial aid application and college matriculation (2014–2015)

Faculty co-director, University Human Resources Employee College Match program (2014–2015).

Presidential Task Force on Financial Aid (2013–2014).

EDUCATION

Ed.D., Harvard Graduate School of Education (2013)

Concentration in Quantitative Policy Analysis

Qualifying Paper: “Looking Beyond Enrollment: The Causal Effect of Need-Based Grants on College Access, Persistence, and Graduation.”

Committee: Bridget Terry Long (chair), Richard Murnane, and John Willett

Dissertation: “Assistance in the 11th Hour: Experimental Interventions to Mitigate Summer Attrition among College-Intending High School Graduates.”

Dissertation Committee: Bridget Terry Long (chair), Christopher Avery, Thomas Kane, and Lawrence Katz

A.B., Honors, Brown University, Environmental Studies (2000).

Honors thesis: “Who Wants Wilderness? Adolescents’ Perceptions of the National Parks.”