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DOCTORAL STUDIES Massachusetts Institute of Technology (MIT)
 PhD, Economics, Expected completion June 2024
 DISSERTATION: “Collective climate action: Experiments on bipartisanship, political narratives, and consumer choices”

DISSERTATION COMMITTEE AND REFERENCES

Professor Frank Schilbach
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PRIOR EDUCATION Williams College 2016
 B.A., Mathematics
 Valedictorian, *Summa Cum Laude*, Phi Beta Kappa Society

CITIZENSHIP USA, Canada **GENDER:** Female

LANGUAGES English (native), French (intermediate), Mongolian (beginner)

FIELDS Primary Fields: Environmental and Behavioral
 Secondary Field: Political Economy and Development

MIT Economics

LUCY PAGE

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TEACHING EXPERIENCE	Principles of Microeconomics (undergraduate, MIT course 14.01) Head Teaching Assistant to Professor Jonathan Gruber	2022	
	Development Economics: Macroeconomics (graduate, MIT course 14.772) Teaching Assistant to Professor Rob Townsend	2021 2020	
	Principles of Microeconomics (undergraduate, MIT course 14.01) Teaching Assistant to Professor Jonathan Gruber	2020	
	Foundations of Development Policy (undergraduate, MIT course 14.74) Teaching Assistant to Professor David Atkin		
RELEVANT POSITIONS	Research assistant to Professor Rohini Pande, Yale University	2016-18, 2020	
	Research assistant to Professor Ben Olken	2019	
FELLOWSHIPS, HONORS, AND AWARDS	National Science Foundation Graduate Research Fellowship Valedictorian, Williams College Class of 2016		
	Research Grants: J-PAL King Climate Action Initiative (co-primary PI, 36K) George and Obie Shultz Fund Grant (co-primary PI, 38K) Strengthening American Democracy Program at Beyond Conflict (co-primary PI, 10K)		
PROFESSIONAL ACTIVITIES	Referee: <i>American Economic Review-Insights, Journal of Public Economics</i>		
	Service: Harvard/MIT Application Assistance Mentoring Program; MIT Economics Mental Health & Peer Support		
PUBLICATIONS	“Childhood Confidence, Schooling, and the Labor Market: Evidence from the PSID” (with Hannah Ruebeck) <i>Journal of Human Resources</i> , Forthcoming (accepted July 2022).		
	“Ending Global Poverty: Why Money Isn’t Enough” (with Rohini Pande) <i>Journal of Economics Perspectives</i> , 2018.		
RESEARCH PAPERS	“Reaching Across the Aisle: Does Affective Polarization Hinder Grassroots Climate Mobilization?” (Job Market Paper)		
	Political action spreads through social networks, so citizens may have power to shape policy both through their own advocacy and by recruiting others to act. Do citizens try to spread grassroots action? If so, do they work to build broad, bipartisan coalitions or to recruit others like them? We focus on the climate movement, where most citizen advocates are Democrats. Mobilizing bipartisan action could more effectively promote climate policy in Congress, but record-high affective polarization—animosity towards counter-partisans—may impede cross-party grassroots cooperation. In online experiments with over		

20,000 participants, we connect Democrats with other Americans across the political spectrum (all of whom believe climate change is human-caused) to understand whether and how they try to recruit others to push for climate policy. Democrats are motivated to recruit others—they are 10% more likely to email Congress when doing so allows them to invite others to act. Even while Democrats say that a bipartisan climate movement would be more effective, however, they are 27% more likely to invite other liberals than conservatives to email Congress. This gap does not arise from Democrats' own distaste for engaging with counter-partisans, but rather can be explained by their correct beliefs that their invitation will have about half as much impact on conservatives' action. Anticipated affective polarization drives these beliefs: Democrats estimate that conservatives would respond three times more to invitations that did not identify them as liberals.

“The Narrative of Policy Change: Fiction Builds Political Efficacy and Climate Action” (with Hannah Ruebeck and James Walsh) (submitted)

Can fictional narratives contribute to building political momentum? In an online experiment ($N \approx 6,000$), learning about the Inflation Reduction Act (IRA) strengthens beliefs about government responsiveness to citizen action by only 0.07sd. Watching a short, fictional story about political climate advocacy as a loose backstory to the IRA yields much larger effects on beliefs (0.5sd). While IRA information alone does not affect climate advocacy, the story increases information-gathering about climate marches by 54 percent and donations to lobbying organizations by 19 percent. We show evidence that beliefs and emotions may drive this effect.

“Got Beef with Beef? Evidence from a Large-Scale Carbon Labeling Experiment” (with Lisa Ho)

Food systems account for approximately one-third of total greenhouse gas emissions, and simple shifts across food choices can yield large cuts in emissions. In a randomized field experiment with over 200,000 meal kit customers in the US, we find that carbon footprint labels cause customers to choose lower-emission meals, and that the introduction of labels has positive effects on customer retention and company profits. Both the reduction in emissions and the increase in profits are driven by customers with high baseline beef consumption. We find evidence that the labels act through salience rather than knowledge, and that the effects on meal choices depend on whether customers' values are aligned with the mission to address climate change through behavioral change.

**RESEARCH IN
PROGRESS**

“Lease Splitting and Dirty Entrants: The Unintended Consequences of India's Environmental Clearance Process Reform” (with Anca Balietti, Rohini Pande, Kevin Rowe, and Anant Sudarshan)

Mining industries form a significant share of the industrial landscape of many

poor countries. At the same time, mining activities have well-documented negative environmental externalities. Using a comprehensive dataset on mining lease activities for India from 1998 through 2013, we assess a landmark change in India's environmental clearance process, intended to increase stringency and democratic participation. The reform induced strategic behavior by mining companies which, in turn, had perverse environmental impacts. First, the average mine size fell with significant bunching just below 5 hectares, a cutoff below which stringent regulatory requirements were waived. This rise in small mines was environmentally costly – after the 2006 reform, air quality worsened and barren land increased in villages close to new mining sites.