

MATTIA FRACCHIA

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EDUCATION

Ph.D., Economics and Finance, Nova School of Business and Economics	2024
Visiting graduate student, IIES Stockholm University	2020
MSc, Economic Analysis, Barcelona School of Economics	2013
BSc, Economics, Bocconi University	2011
Visiting student, Insper São Paulo	Fall 2010

RESEARCH INTERESTS

Development, Behavioural, Organisational, Health Economics

WORKING PAPERS

“Does Performance Evidence Motivate? A Field Experiment in Guinea-Bissau’s Health Sector” – JMP

Winner of the Weiss Family Distinguished Paper at NEUDC 2023, Harvard University

This paper investigates how employees respond to evidence about their organization’s achievements in accomplishing its mission. In a randomized field experiment with the Ministry of Public Health of Guinea-Bissau, I provide front-line health workers with evidence of their program’s effectiveness in improving local health indicators. The intervention significantly enhanced healthcare service delivery performance, with treated workers providing 39 percent more healthcare time to recipients compared to the control group six months post-intervention. The intervention appears particularly effective in correcting inaccurate and over-optimistic prior beliefs about the status of health indicators. These results highlight the potential for organizations to employ mission achievement evidence for enhancing workers’ performance.

PUBLICATIONS AND ACCEPTED PAPERS

“Motivating Volunteer Health Workers in an African Capital City”, with Teresa Molina-Millán and Pedro C. Vicente – **Journal of Development Economics**, (2023) 163, 103096

Community Health Workers (CHWs) are central to health systems. Still, they are typically unpaid volunteers in Sub-Saharan Africa. This paper follows all the CHWs in the capital city of Guinea-Bissau, who are non-salaried, and tests the impact of non-financial incentives on health indicators. We analyze two randomized interventions for CHWs: (i) an honorific award aimed at raising their social status; (ii) a video treatment aimed at increasing their perceived task significance. While employing administrative and survey data, we find that the social status intervention, differently from the task significance one, causes clear improvements in household health, particularly for young children.

“Let’s Call! Using the Phone to Increase Vaccine Acceptance”, with Alex Armand and Pedro C. Vicente – **Health Economics**, (2023)

In the context of the COVID-19 pandemic, we develop and test experimentally three phone-based interventions to increase vaccine acceptance in Mozambique. The first endorses the vaccine with a simple positive message. The second adds the activation of social memory on the country’s success in eradicating wild polio with vaccination campaigns. The third further adds a structured interaction with the participant to develop a critical view towards misleading information and minimize the sharing of fake news. We find that combining the endorsement with the stimulation of social memory and the structured interaction increases vaccine acceptance and trust in institutions.

“COVID-19 Vaccine Acceptance and Hesitancy in Low and Middle Income Countries”, with J.S. Solís, S.S. Warren, N. Meriggi, A. Scacco, et al. – **Nature Medicine**, n.27 (2021), pp. 1385–1394

Widespread acceptance of COVID-19 vaccines is crucial for achieving sufficient immunization coverage to end the global pandemic, yet few studies have investigated COVID-19 vaccination attitudes in lower-income countries, where large-scale vaccination is just beginning. We analyze COVID-19 vaccine acceptance across 15 survey samples covering 10 low- and middle-income countries (LMICs) in Asia, Africa and South America, Russia (an upper-middle-income country) and the United States, including a total of 44,260 individuals. We find considerably higher willingness to take a COVID-19 vaccine in our LMIC samples (mean 80.3%; median 78%; range 30.1 percentage points) compared with the United States (mean 64.6%) and Russia (mean 30.4%). Vaccine acceptance in LMICs is primarily explained by an interest in personal protection against COVID-19, while concern about side effects is the most common reason for hesitancy. Health workers are the most trusted sources of guidance about COVID-19 vaccines. Evidence from this sample of LMICs suggests that prioritizing vaccine distribution to the Global South should yield high returns in advancing global immunization coverage. Vaccination campaigns should focus on translating the high levels of stated acceptance into actual uptake. Messages highlighting vaccine efficacy and safety, delivered by healthcare workers, could be effective for addressing any remaining hesitancy in the analyzed LMICs.

SELECTED RESEARCH IN PROGRESS

“Malaria prevention in rural communities”, with Brais Álvarez-Pereira, Teresa Molina-Millán, and Pedro C. Vicente – *Data collection ongoing*

In this paper, we study testing the impact of introducing a formal collaboration between progressive traditional healers in Guinea-Bissau and the formal health system. The study will focus on the delivery of actions for malaria prevention and treatment, in effect reaching out to traditional healers as the equivalent of Community Health Workers in this dimension of the supply of formal health services. In particular, the collaboration will concentrate on improving the implementation of community malaria Test Treat, intermittent preventive treatment of malaria in pregnancy, and the use of long-lasting impregnated mosquito nets.

“Evaluating an interactive market information system for cashew producers in Guinea-Bissau”, with Brais Álvarez-Pereira, Matilde Grácio, and Giulio Schinaia – *Data collection ongoing*

Accessing timely and accurate information is crucial to succeeding in a competitive market. Information provision interventions may improve welfare but exacerbate existing differences if better-equipped agents capture the most benefits. We test an intervention that gives access to high-quality information on the cashew market to small cashew producers in Guinea-Bissau. The service builds on the existing N’kalô Market Information System (MIS), introduced in 2020 and found to increase average revenues by 21% (Alvarez Pereira et al., 2021). To evaluate the relevance of human interaction in easing access to knowledge, we select a focal point per village appointed by the community. Well-trained analysts provide live market data and tailored advice to the focal point through a helpline. Moreover, we test whether the information provided through the focal points can improve market outcomes for producers facing other significant barriers. With this aim, we provide half of the focal points with an on-demand list of additional buyers, a critical constraint for many farmers in the country. We aim to give the policymakers novel evidence on the scope of the information supplied and the possibility of complementing it with other interventions.

TEACHING

Nova School of Business and Economics

Behavioral Economics and Finance, Graduate

Fall 2016

Development Economics, Graduate

Fall 2016

Poverty: Concepts and Challenges, Graduate

Spring 2016

Microeconomics, Undergraduate

Fall 2015, Spring 2016

GRANTS

UNDP – “*Malaria prevention in rural communities*” – **\$125,000**

2022

Partnership for Economic Policy Research Support Grant – “*Evaluating an interactive market*”

2022

<i>information system for cashew producers in Guinea-Bissau</i>	– \$150,000	
SurveyCTO Data Collection Research Grant – “Does Performance Evidence Motivate? A Field Experiment in Guinea-Bissau’s Health Sector”	– \$1,000 & 1-year subscription	2021
Nova SBE Research Unit Programmatic Funding – “Does Performance Evidence Motivate? A Field Experiment in Guinea-Bissau’s Health Sector”	– €15,000	2021
International Growth Centre – “Let’s Call! Using the Phone to Increase Vaccine Acceptance”	– £5,000	2020
International Growth Centre – “Let’s Call! Using the Phone to Increase Vaccine Acceptance”	– £15,000	2020
Nova SBE Seed Grant – “Can Increased Perceived Social Impact Motivate Agents in Prosocial Settings? New Evidence from a Lab-in-the-field Experiment in Guinea-Bissau”	– €2,000	2019
Calouste Gulbenkian Foundation Research Grant – “Motivating Volunteer Health Workers in an African Capital City”	– €8,000	2017
USAID – “Motivating Volunteer Health Workers in an African Capital City”	– \$30,000	2017

SEMINARS AND CONFERENCE PRESENTATIONS (INCLUDING FORTHCOMING)

- 2024** NOVAFRICA Conference on Economic Development, Lisbon, Portugal
 CSAE Conference 2024: Economic Development in Africa, Oxford, UK
 Hong Kong University of Science and Technology, Hong Kong, China
 Adam Smith Business School – University of Glasgow, Glasgow, UK
 Navarra Center for International Development, Pamplona, Spain
 Imperial College Business School, London, UK
 University of Leicester School of Business, Leicester, UK
 IE University, Madrid, Spain
- 2023** University of Alicante Seminar Series, Alicante, Spain
 NEUDC 2023 at Harvard University, Cambridge, US
 World Bank DIME-KDI School 4th Development Impact Conference, Washington DC, US
 Nova SBE Ph.D. Research Group, Lisbon, Portugal
 University of St.Gallen – (Mental) Health and the Labor Market, St.Gallen, Switzerland (online)
 Oxford Development Economics Workshop (OXDEV), Oxford, UK
 Advances in Field Experiments at The University of Chicago, Chicago, US
 Annual Conference SITES at University of Naples Parthenope, Naples, Italy
 UNU-EGOV, Guimarães, Portugal
 Royal Economic Society Ph.D. Conference at The University of Glasgow, Glasgow, UK
 Transatlantic Doctoral Conference at London Business School, London, UK
 BROTERIA Seminar Series, Lisbon, Portugal
- 2022** Yale-RISE Conference, Kingston, Jamaica
 NOVAFRICA Conference on Economic Development at Nova SBE, Lisbon, Portugal
 NOVAFRICA Working Group at Nova SBE, Lisbon, Portugal
 Nova SBE Ph.D. Research Group, Lisbon, Portugal
 Lisbon Micro Group at the Lisbon School of Economics and Management, Lisbon, Portugal
- 2021** IGC Mozambique Policy Workshop, Maputo, Mozambique (online)
 25th Spring Meeting of Young Economists at University of Bologna, Bologna, Italy (online)
 University of The Gambia 1st International Annual Conference, Banjul, The Gambia
 NOVAFRICA Working Group at Nova SBE, Lisbon, Portugal
 Nova SBE Ph.D. Research Group, Lisbon, Portugal
- 2020** IIES Development Tea, Stockholm, Sweden
 Stockholm University Microwave, Stockholm, Sweden
 Nova SBE Ph.D. Research Group, Lisbon, Portugal

- 2019** 6th DENEb Ph.D. Workshop, Berlin, Germany
Lisbon Micro Group at the Lisbon School of Economics and Management, Lisbon, Portugal
Nova SBE Ph.D. Research Group, Lisbon, Portugal
- 2018** UDI-AFRICA International Capacitation Program, Lisbon, Portugal
Nova SBE Ph.D. Research Group, Lisbon, Portugal
- 2017** VIDA-NOVAFRICA 1st Conference on Community Health, Lisbon, Portugal

SCHOLARSHIPS/AWARDS

- Weiss Family Distinguished Paper at NEUDC 2023, Harvard University 2023
Portuguese National Science Foundation (FCT) – PhD Scholarship 2018–2023
Portuguese National Science Foundation (FCT) – Research Scholarship 2015

OTHER PROFESSIONAL EXPERIENCE

- The World Bank Group, Guinea-Bissau, *Consultant* 2022–to date
Heartland Alliance, USA, *Consultant* 2020
NOVAFRICA, Mozambique, *Field Research Assistant* 2015
Institute for Indian Mother and Child, India, *Intern* 2012
Balajee Sewa Sansthan, India, *Intern* 2012
Lavoce.info, Italy, *Intern* 2011

PROFESSIONAL SERVICE

- Events:** BELAB – NOVAFRICA Conference, Bissau, Guinea-Bissau 2023
NOVAFRICA Ph.D. Workshop on Experimental Development Economics, Lisbon, Portugal 2022
NOVAFRICA Ph.D. Workshop - Political Economy and Development, Lisbon, Portugal 2019
- Refereeing:** Journal of Development Economics, SAGE Open, International Economics
- Mentoring:** NOVAFRICA Student Club Mentorship Program
BELAB Mentorship Program

AFFILIATIONS

- NOVAFRICA Guinea-Bissau, *Vice-President* 2019–to date
Bissau Economics Lab (BELAB), *Affiliate* 2019–to date
NOVAFRICA, *Ph.D. Candidate affiliate* 2016–to date

MISCELLANEOUS

- Languages:** Italian (*native*), English (*fluent*), Portuguese (*fluent*), Spanish (*intermediate*),
Guinea-Bissau Creole (*intermediate*)
- Software:** MS Office, Stata, L^AT_EX, SurveyCTO, SurveySolutions, CSPro, QGIS
- Fieldwork:** Guinea-Bissau, Mozambique