MATTIA FRACCHIA

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CURRENT POSITION AND AFFILIATIONS

Assistant Professor of Economics, IE University — 2024 – present
External Member, NOVAFRICA — 2024 – present
Invited Researcher, J-PAL — 2024 – present

RESEARCH INTERESTS

Development Economics, Personnel Economics, and Health Economics

EDUCATION

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

PUBLICATIONS AND ACCEPTED PAPERS

"For Honor or for Profit? An Experiment on Recruiting Traditional Health Practitioners for Formal Healthcare in Guinea-Bissau", with Brais Álvarez-Pereira, Teresa Molina-Millán, and Pedro C. Vicente – **The World Bank Economic Review**, (Forthcoming)

"Motivating Community Health Workers", with Teresa Molina-Millán, Andrej Smirnov, and Pedro Vicente – **Handbook on Behavioural Field Experiments in the Social Sciences**, (Forthcoming)

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

"Let's Call! Using the Phone to Increase Vaccine Acceptance", with Alex Armand and Pedro C. Vicente – **Health Economics**, (2024) 33(1), 82–106

"COVID-19 Vaccine Acceptance and Hesitancy in Low and Middle Income Countries", with Solís Arce, Julio S., et al. – **Nature Medicine**, 27.8 (2021): 1385–1394

WORKING PAPERS

"Does Performance Evidence Motivate? A Field Experiment in Guinea-Bissau's Health Sector"
Winner of the Weiss Family Distinguished Paper at NEUDC 2023, Harvard Kennedy School

"Digital Credit and Financial Behavior", with Vitor Cavalcante and Francesco Loiacono

"Direct and Indirect Communication Strategies to Deliver Market Information", with Brais Álvarez-Pereira, Aliu Bá, Nério Cá, Aída Embaló, Matilde Grácio, Adewusi Mendonça, Giulio Schinaia, and Dayvikson Tavares

"Seeking the Treated: The Impact of Mobile Extension on Farmer Information Exchange in India. A reproducibility and replicability assessment of Fernando (2021)", with Gunther Bensch, Julian Rose, and Florian Neubauer

SELECTED RESEARCH IN PROGRESS

"Countering Islamic Radicalization in Northern Mozambique: Teenagers", with Flávio Cunha (Rice University), Pedro C. Vicente (Nova SBE), and Inês Vilela (Royal Holloway London) - Mozambique, fieldwork completed

"Integrating Traditional Healers in the Formal Health System", with Brais Álvarez-Pereira (Nova SBE), Teresa Molina-Millán (University of Alicante), and Pedro C. Vicente (Nova SBE) - Guinea-Bissau, in the field (R&R at the Journal of Development Economics Pre-results)

"On the Collaboration Between Traditional Health Practitioners and the Formal Health System", with Graça Cumbi (Ministry of Health, Mozambique), Nelson Massinga (Ministry of Health, Mozambique), Teresa Molina-Millán (University of Alicante), and Pedro C. Vicente (Nova SBE) - Mozambique, in the field

"Mais Oportunidades - Matched Savings for Women Entrepreneurs in Mozambique", with Matilde Grácio (World Bank) and João Montalvão (World Bank) - Mozambique, funding secured

"Harnessing the Potential of Digital Agri-market Services for Inclusive and Competitive Markets in Cambodia and Lao PDR", with Arthur Campbell (Monash University), Lyda Hok (Royal University of Agriculture, Cambodia), Chitpasong Kousonsavath (National University of Laos), Paulo Santos (Monash University), Giulio Schinaia (University of Chicago), and Simon Wilkie (Monash University) - Cambodia and Lao PDR, funding secured

"Technological Innovation for Advancing Community-Based Healthcare", with Teresa Molina-Millán (University of Alicante) - Mauritania, funding secured

TEACHING

IE University - Lecturer	
Development and Growth Economics, Undergraduate	2025 – present
Introduction to Economics, Graduate	2025
Nova SBE - Teaching Assistant	
Behavioral Economics and Finance, Graduate	2016
Development Economics, Graduate	2016
Poverty: Concepts and Challenges, Graduate	2016
Microeconomics, Undergraduate	2015 – 2016

GRANTS

Spanish Agency for International Development Cooperation (PI)	2026
The Weiss Fund – $24,950 (PI)	2026
ACIAR – A$3,500,000 (Co-PI)	2026
The World Bank (Co-PI)	2026
The Weiss Fund – $99,014 (PI)	2025
International Growth Centre – £34,489 (PI)	2025
Ministerio de Ciencia, Innovación y Universidades – €73,500 (Research team member)	2025
Fundação para a Ciência e a Tecnologia – €59,998 (Co-PI)	2025
International Growth Centre – £19,999 (Co-PI)	2025
UNDP – $125,000 (Co-PI)	2022
Partnership for Economic Policy – $150,000 (Co-PI)	2022
Nova SBE – €15,000 (PI)	2021
International Growth Centre – £19,999 (Co-PI)	2020
Calouste Gulbenkian Foundation – €8,000 (Co-PI)	2017
USAID – $30,000 (Co-PI)	2017

ACADEMIC VISITS

Universidad de Montevideo, School of Business Administration and Economics — November 2026

SEMINARS AND CONFERENCE PRESENTATIONS (INCLUDING FORTHCOMING)

2026 Monash Business School Sustainable Development Conference; NOVAFRICA Conference; Universidad de Montevideo.

2025 German Institute for Global and Area Studies; Universidad Autónoma de Madrid.

2024 SAEe 2024; Universidad de Montevideo; Universidad Nacional de La Plata; LACEA-LAMES; Wageningen University; II Spanish Workshop in Development Economics; NOVAFRICA Conference; CSAE; HKUST; University of Glasgow; Navarra Center for International Development; Imperial College Business School; University of Leicester School of Business; IE University.

2023 University of Alicante; NEUDC 2023 (Harvard); World Bank DIME-KDI School Conference; University of St.Gallen; OXDEV (Oxford); AFE (Chicago); SITES (Naples); UNU-EGOV (Guimarães); RES Ph.D. Conference (Glasgow); Transatlantic Doctoral Conference (LBS); BROTÉRIA Seminar Series (Lisbon).

2019–2022 2022 Yale-RISE Conference; 2022 NOVAFRICA Conference; IGC Mozambique Policy Workshop; SMYE (Bologna); University of The Gambia 1st International Conference; IIES Development Tea; Stockholm University Microwave; DENeB Ph.D. Workshop (Berlin); Lisbon Micro Group.

SCHOLARSHIPS/AWARDS

IE Prize for Teaching Excellence	2025
Best PhD Dissertation Award for Economics and Finance, Amélia de Mello Foundation	2024
Weiss Family Distinguished Paper at NEUDC 2023, Harvard Kennedy School	2023
Fundação para a Ciência e a Tecnologia (FCT) – PhD Scholarship	2018 – 2023
Fundação para a Ciência e a Tecnologia (FCT) – Research Scholarship	2015

ACADEMIC SERVICE

Conference organizer: IV Workshop on Development Economics in Spain (2026, Alicante), BELAB – NOVAFRICA Conference (2023, Bissau), NOVAFRICA PhD Workshop (2022, Lisbon), NOVAFRICA PhD Workshop (2019, Lisbon)

Journal referee: Journal of Political Economy Microeconomics, Journal of Development Economics, World Development, Journal of Development Studies, Frontiers in Behavioral Economics, The Journal of Modern African Studies

Grants referee: PSL's Young Researchers Starting Grant (France)

Institutional: President of the Board of NOVAFRICA Mozambique, Vice-President of the Board of NOVAFRICA Guinea-Bissau

SUPERVISION AND RESEARCH TRAINING

Capstone project, Master in International Relations, IE University, developed for AECID — 2024/25

Field research teams: recruitment, training and supervision of research assistants and field coordinators in Guinea-Bissau and Mozambique, through NOVAFRICA

KNOWLEDGE TRANSFER AND POLICY

Ministries of Health: partners of my field experiments in Mozambique and Guinea-Bissau, with a memorandum of understanding with the Ministry of Health of Mozambique and a signed partnership with the National Institute of Public Health of Guinea-Bissau (INASA)

Bank of Mozambique: endorsement by the Board of my research agenda on digital credit, with a designated focal point for institutional coordination (Gabinete do Governador, December 2025)

Vodacom Mozambique, operator of M-Pesa: memorandum of understanding for research collaboration on digital

financial services, in preparation (2026)

International Growth Centre: policy blog Increasing COVID-19 Vaccine Acceptance: Evidence from Mozambique and policy event Vaccine Acceptance: Promoting Rapid Immunisation against COVID-19 in Mozambique (2021)

The World Bank: BOOST public expenditure database of Guinea-Bissau, training of Ministry of Finance staff in its use, and contribution to the 2023 debt bulletin

OPEN SCIENCE

Pre-registrations: five registered trials at the AEA RCT Registry, AEARCTR-0003399, AEARCTR-0007228, AEARCTR-0009054, AEARCTR-0015052, AEARCTR-0019347

Replication packages: published with the journal articles, data available on request

OTHER PROFESSIONAL EXPERIENCE

The World Bank Group, Consultant	2022 – 2023
Heartland Alliance, Programme Monitoring Consultant	2020
USAID, M&E Training Specialist	2017

PERSONAL

Languages: Italian (*native*), English (*fluent*), Portuguese (*fluent*), Spanish (*intermediate*)