

Sarah Louise Smith (nee Tanner)

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Current Position

Head of Economics Department, University of Bristol (since 2014)
Professor of Economics, University of Bristol (since 2010)

Other activities

RES Conference Chair (2017)
Elected Member, EEA Council (from 2014)
Elected Member, RES Council and Executive Committee Member (from 2012)
Research Associate, CEPR (from 2014)
Research Associate, Institute for Fiscal Studies (since 2003)

Previous positions

Reader, Department of Economics, Bristol (2009 – 2010)
Senior Research Fellow, CMPO and Department of Economics, Bristol (2005 – 2009)
Lecturer, London School of Economics and Political Science (2003 – 2005)
Head of Regulatory Economics, Financial Services Authority (2001 – 2003)
Economic Adviser, HM Treasury, London (2000)
Economist, Institute for Fiscal Studies, London (1994 – 2000)

Academic qualifications

PhD Economics (part-time), University College, London (2007).
MSc Economics, London School of Economics and Political Science (1994)
BA (Hons) Politics, Philosophy and Economics (Class I), Oxford University (1992)

Current Working Papers

Rachel Griffith, Stephanie Scholder and Sarah Smith “Getting a healthy start? Nudge versus economic incentives” (R&R, *Journal of Human Resources*)
Tom Crossley, Hamish Low and Sarah Smith “Do consumers gamble to convexify?” (R&R *Journal of Economic Behaviour and Organisation*)
Daniel Jones, Carol Propper and Sarah Smith “Wolves in sheep's clothing: Is nonprofit status used as a signal of quality?” (submitted)

Journal Publications

- Kimberley Scharf and Sarah Smith "Relational altruism: Giving in social groups" *Journal of Public Economics* (forthcoming)
- Sanders, M. and Smith, S. (2016) "Can simple prompts increase bequest giving? Field evidence from a legal call centre" *Journal of Economic Behavior and Organisation* (forthcoming)
- Disney, R. Ratcliffe, A. and Smith, S. (2015) "Booms, busts and retirement timing" *Economica* 82 (327) pp. 399–419
- Smith, S., Windmeijer, F. and Wright, E. (2015) "Peer effects in charitable giving: Evidence from the (running) field" *Economic Journal* 125 (585) pp. 1053-1071
- Raihani, N. and Smith, S. (2015) "Competitive helping in online giving" *Current Biology* 25 (9) pp. 1183–1186
- Scharf, K. and Smith, S. (2015) "The price elasticity of charitable giving: Does the form of tax relief matter?" *International Tax and Public Finance* 22 (2) pp 330-352
- McCormack, J., Propper, C. and Smith, S. (2014) "Herding Cats? Management and performance in UK universities" *Economic Journal* 124 (578) pp. F534–F564,
- Andreoni, J., Payne, A. and Smith, S. (2014) "Do grants to charities crowd out other income? Evidence from the UK" *Journal of Public Economics* 114 (June) pp. 75 - 86
- Cowley, E. and Smith, S. (2014) "Mission and motivation in the public sector: Evidence from the World Values Survey" *Theory and Decision* 76 pp. 241–263
- Smith, S. (2012) "Increasing charitable giving – what can we learn from economics?" *Fiscal Studies* 33 (4) pp 449–466
- Holcombe, L., Smith, S., Wright, E. and Anderson, M. (2012) "An integrated approach for evaluating the effectiveness of landslide risk reduction in unplanned communities in the Caribbean" *Natural Hazards* 61 (2) pp 351-385
- Smith, S. and Sanders, M. (2011) "New Directions for Giving: Raising Levels of Giving in the UK?" *Voluntary Sector Review* 2 (3) pp. 415-423(9)
- Brewer, M., Ratcliffe, A. and Smith, S. (2011) "Does welfare reform affect fertility? Evidence from the UK" *Journal of Population Economics* 25 (1) pp 245 - 266
- Dickson, M. and Smith, S. (2011) "What determines the return to education: An extra year or a hurdle cleared?" *Economics of Education Review* 30 (6) pp. 1167–1176
- Gregg, P., Grout, P., Ratcliffe, A., Smith, S. and Windmeijer, F. (2011) "How important is pro-social behaviour in the delivery of public services?" *Journal of Public Economics* 97 (7 – 8) pp. 758 – 766
- Gregg, P., Harkness, S. and Smith, S. (2009) "Welfare reform and lone parents in the UK" *Economic Journal* 119 (535) F38 – F65
- Smith, S. (2007) "The retirement-consumption puzzle and involuntary early retirement: Evidence from the British Household Panel Survey" *Economic Journal* 116 (510) pp. C130 – C148
- Banks, J. and Smith, S. (2006) "Retirement in the UK" *Oxford Review of Economic Policy* 22 (1) pp 40-56.
- Smith, S. (2006) "Persistency of pension contributions: Evidence from the British Household Panel Survey" *Journal of Pension Economics and Finance* 5 (3) pp. 257 - 274
- Attanasio, O., Banks, J. and Tanner, S. (2002) "Asset holding and consumption volatility" *Journal of Political Economy* 110 (4) pp 771 – 792
- Disney, R. and Smith, S. (2002) "The labour supply effects of the abolition of the earnings rule" *Economic Journal* 112 (478) pp C136-C152
- Blundell, R., Meghir, C. and Smith, S. (2002) "Pension incentives and the pattern of early retirement in the UK" *Economic Journal* 112 (478) pp C153-C170.

- Emmerson, C. and Tanner, S. (2000) "A Note on the Tax Treatment of Private Pensions and Individual Savings Accounts" *Fiscal Studies* 21 (1) pp 65–74
- Banks, J., Blundell, R. and Tanner, S. (1999) "Is there a retirement savings puzzle?" *American Economic Review* 88 (4) pp 769-788
- Crawford, I. Smith, Z. and Tanner, S. (1999) "Alcohol taxes, tax revenues and the Single European Market", *Fiscal Studies* 20 (3) pp. 287–304
- Banks, J. and Tanner, S. (1999) "Patterns in household giving: evidence from household data", *Voluntas* 10 (2) pp. 167-178
- Johnson, P. and Tanner, S. (1999) "Ownership and the distribution of wealth" *Political Quarterly* 69 (3) pp. 365–374
- Tanner, S. (1998) "The dynamics of male retirement behaviour", *Fiscal Studies*
- Pharoah, C. and Tanner, S. (1997) "Trends in charitable giving", *Fiscal Studies*
- Banks, J. and Tanner, S. (1996) "Savings and wealth in the UK: evidence from micro-data" *Fiscal Studies*
- Banks, J., Blundell, R. and Tanner, S. (1995) "Consumption growth, saving and retirement in the UK" *Recherche Economique*
- Crawford, I. and Tanner, S. (1995) "Bringing it all back home: alcohol taxation and cross-border shopping" *Fiscal Studies*

Recent books and book chapters

- Disney, R., Ratcliffe, A. and Smith, S. (2011) "The baby-boomers at 50: Employment prospects for older workers", in *The Labour Market in Winter* (eds P. Gregg and J. Wadsworth). Oxford University Press
- Ratcliffe, A. and Smith, S. (2009) "Women and childbearing: A growing divide?" *In Understanding Population Trends and Processes: Family and Fertility* (eds E. Coase, D. Kneale and J. Stillwell). Palgrave-Macmillan
- Le Grand, J., Propper, C. and Smith, S. (2008) *The economics of social problems*, 4th edition, Macmillan Palgrave
- Smith, S. (2008) "Lotteries as a source of revenue", in *Lotteries in the new competitive environment*, (ed M. Viren), Macmillan Palgrave
- Disney, R., Emmerson, C. and Smith, S. (2004) "Pension reform and economic performance in Britain in the 1980s and 1990s", in *Creating A Premier League Economy* (eds R. Blundell, D. Card and R. Freeman), University of Chicago Press
- Blundell, R., Meghir, C. and Smith, S. (2004) "Pensions and retirement in the UK", in *Social Security Programs and Retirement Around the World: Micro-estimation*, (eds J. Gruber and D. Wise) University of Chicago Press
- Banks, J. and Smith, S. (2002) "Household Portfolios in the United Kingdom", in *Household Portfolios*, (eds L. Guiso, M. Haliassos, and T. Jappelli) MIT Press
- Banks, J. and Tanner, S. (2000) *Household saving in the UK*, London: Institute for Fiscal Studies
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Recent policy reports

- Smith, S. (2013) "Not-for-profit provision of public services: An economic perspective" in *The third sector as public service provider*, TSRC/CMPO
<http://www.tsrc.ac.uk/LinkClick.aspx?fileticket=AmpQR%2fZlrf0%3d&tabid=1001>
- Smith, S. (2012) *Mind the gap – the growing generational divide in charitable giving*, CAF research report <https://www.cafonline.org/publications/2012-publications/mind-the-gap.aspx>
- Smith, S. and Steed, S. (2012) *Commissioning public services – grants versus contracts* CUBEC Short Policy Report No. 12/06 (www.bris.ac.uk/cubec)
- Lee, L., Morrell, G., Marini, A. And Smith, S. (2012) *Barriers and facilitators to pro-social behaviour among young people: a review of existing evidence*, Department for Education report, <https://www.education.gov.uk/publications/standard/publicationDetail/Page1/DFE-RR188>
- Cowley, E., McKenzie, T., Pharoah, C. And Smith, S. (2011) *The new state of donation – three decades of household giving to charity*, CMPO/CGAP research report
- Scharf, K. and Smith, S. (2009) *Gift Aid donor research: Exploring options for reforming higher-rate relief*, HM Treasury report http://www.hm-treasury.gov.uk/psr_giftaid_higherraterelief.htm

Recent grants

- "Maximising the impact of online fundraising", Economic and Social Research Centre, £18,000, May 2013 – December 2013 (Principal Investigator)
- "Public Economics UK – research seminars in public policy", Economic and Social Research Centre, £30,000, September 2013 – September 2016 (Co-Investigator)
- "Capacity Building Cluster on the Economic Impact of the Third Sector", Economic and Social Research Centre, £800,000, September 2009 – August 2013 (Principal Investigator)
- "Management in not-for-profit organisations", Nuffield Foundation, £8,000, June 2009 – February 2010 (Co-Investigator with Carol Propper and Leroy White, University of Bristol)
- ESRC-SSHRC fellowship (funding two visits from Professor Abigail Payne), Economic and Social Research Council, £5,000, September 2009 – September 2010 (Co-Investigator with Abigail Payne, McMaster University)
- "Gift Aid reform", HM Revenue and Customs, £80,000, April 2009 – September 2009 (Principal Investigator)
- "Births in Britain", October Films on behalf of Channel 4, £13,000, March 2009 – July 2009 (Co-Investigator with Mike Brewer, IFS)
- "Economics of social networks", Leverhulme Foundation, £993,460, Sept 2006 – Aug 2010 (Co-Investigator with In-Uck Park and Paul Grout, University of Bristol)
- "The effect of public policy on fertility: A secondary data analysis", Economic and Social Research Council, £45,000, Jan 2006 – Dec 2006 (Principal Investigator)

Seminar and conference presentations

2016

Conferences: ASSA meetings (San Francisco); CEPR Public Economics workshop; Workshop in honour of Martin Browning; CES-Ifo Summer Institute, Venice.

Policy Events: Disasters and Donating (workshop organized by Charities Aid Foundation)

2015

Seminars: ISER; Essex; Antwerp; Erasmus; Exeter

Conferences: ASSA meetings (Boston); Royal Economic Society Conference; WZB Workshop on Advances in the Economics of Philanthropy; ENROP Conference; EEA Conference; Science of Philanthropy Initiative Conference (Chicago)

Policy events: Science of Response (organised by Instinctiv); Remember a Charity; Schools Economics Challenge (part of Festival of Economics, Bristol)

2014

Seminars: Toulouse

Conferences: ASSA meetings (Philadelphia); Bristol-Bath Applied Micro Workshop; CES-Ifo conference on Social Economics; NBER workshop on management practices; Non-profits, Government and Organisations; EEA Conference; Science of Philanthropy Initiative Conference (Chicago); Behavioural workshop on Philanthropy (Harvard Kennedy School)

Policy events: Online fundraising: Lessons from academic research; Schools Economics Challenge (part of Festival of Economics, Bristol)

2013

Seminars: Sussex; Keele; National Institute of Economic and Social Research; McMaster

Conferences: NBER Summer Institute; European Economic Association; Centre for Tax Administration Research

Policy events: Schools Charity Challenge; Institute of Fundraising South West Conference; Philanthropy Impact (Women in Philanthropy); Growing Giving (Parliamentary Inquiry, led by David Blunkett); Festival of Economics, Bristol

2012

Seminars: Mannheim; Stirling; Erasmus; Essex; DIW Berlin

Conferences: CEPR conference on *altruism and charitable giving*, Paris School of Economics; Workshop on *The social nature of organisations*, Central University Budapest; Royal Economic Society Conference

Policy events: Third sector and public service delivery (NCVO, London); Conservative Party Conference (fringe event on charitable giving); Labour Party Conference (fringe event on charitable giving)

2011

Seminars: Sheffield, Manchester, Southampton

Conferences: Conference on the evolution of social norms, Reading University; Festival of Economics, Trento; Workshop on the economics of pro-social behaviour, Southampton University; Royal Economic Society Conference

Policy events: BIG network conference; "Chalk and talk", Social Market Foundation; Encouraging payroll giving (Cabinet Office, London); Pro-social behaviour among young people (Department for Education, London); The Future of the Third Sector, Cumberland Lodge.

Conference organisation

RES PhD meetings, London, January 2014, January 2015, January 2016

Public Economics UK, Bristol, May 2014

Fundraising: Lessons from academic research (workshop for charity fundraisers), March 2014
Generosity and Wellbeing, Warwick, April 2013

Tips for charity fundraising (workshop for local charity fundraisers), Bristol, November 2012

Policy Experiments: Maximising impact (joint with UK Cabinet Office), London, October 2012

Public Economics UK, Warwick, September 2012

Inaugural UK mentoring event for junior female academic economists, York, July 2012

Social Influences and Giving (joint with JustGiving), London, February 2012

Giving Green Paper (joint with the European Association for Philanthropy), London, February 2011

The Economics of Social Networks, Bristol, June 2010

RES Conference programme committee (since 2010)

Gift Aid – Options for reform (joint with HM Treasury, November 2009)

Public services and worker motivation, Bristol, July 2009

Other activities

Academic Mentor, RES retreat (2015)
Elected Member, EEA Council (from 2014)
Academic Mentor, EEA WinE retreat (2013, 2014)
Member, Peer Review College, Economic and Social Research Council (from 2012)
Member, Scientific Advisory Committee, Understanding Society (from 2012)
Member, Royal Economic Society Executive Committee (from 2012)
Elected Member, Royal Economic Society Council (from 2012)
Elected Member, Women's Committee, Royal Economic Society (2010 – 2014)
Editor, Research in Public Policy (2010 - 2013)
Member, Reference group on Third Sector and Public Services, Third Sector Research Centre
Member, HM Treasury working group on lifetime legacies (2008 - 2010)
Panel member, ESRC New Dynamics of Ageing Commissioning Panel (2007 - 2009)
Invited editor, ESRC publications, *Britain in 2008*, *Britain in 2009*, *Britain in 2010*

Refereeing

American Economic Review, American Economic Journal: Economic Policy, Berkeley Electronic Press, British Journal of Sociology, Economic Journal, *Economica*, *Empirical Economics*, *European Economic Review*, *Fiscal Studies*, *International Tax and Public Finance*, *Journal of the European Economic Association*, *Journal of Economic Behavior and Organisation*, *Journal of Human Resources*, *Journal of the Royal Statistical Society*, *Journal of Political Economy*, *Journal of Population Economics*, *Journal of Public Economics*, *Labour Economics*, *Public Administration*, *Review of Economic Studies*, *Review of Economics and Statistics*, *Review of Income and Wealth*, *Scottish Journal of Political Economy*, *Oxford Bulletin of Economics and Statistics*, *Oxford Economic Papers*, *Voluntas*, *Voluntary Sector Review*, Economic and Social Research Council, Social Sciences and Humanities Research Council of Canada, Nuffield Foundation, Policy Studies Press, Czech National Bank

Teaching

Research Methods (graduate), University of Bristol, 2015 –
Applied micro-economics (undergraduate), University of Bristol, 2011 –
Applied Economics Project (undergraduate), University of Bristol, 2009 –
Public Organisation (graduate), University of Bristol, 2009 – 2012 and 2014
Applied Public Policy Analysis (graduate), University of Bristol, 2005 – 2012
Quantitative Methods for Policy Analysis (graduate), London School of Economics, 2003 – 2005
Economics for Regulation (graduate), London School of Economics, 2005
MSc dissertation supervision at Bristol and LSE

PhD supervision: Anita Ratcliffe (2009 - 2011) Assistant Professor at Sheffield University; Michael Sanders (2010 -2014) Head of Research, Behavioural Insights Team and Post-Doc, Harvard Kennedy School; Christiern Rose (2011 - 2015), Post-doc, Toulouse School of Economics; Harriet Robinson (2013 – 2015, MPhil) Economic advisor, Office for National Statistics; Susan Steed (2010 – present, part-time).

PhD examining: Christopher Nell (University of Vienna, 2015) Rogrigo Lluberias (Royal Holloway, 2013) Olesya Koruchko (McMaster, 2013), Alisdair Rutherford (Stirling, 2010), Steve Proud (Bristol, 2009), Stephanie von Hinke Kessler Scholder (Bristol, 2009), Paul Sweeting (Bristol, 2007)

External examiner

Institute of Education, Masters in Public Policy (from 2010/11 – 2013/14)

Kings College, London, Masters in Public Policy (from 2010/11 – 2013/14)

University College, London, Masters in Public Policy (from 2008/09 – 2011/12)

London School of Economics, Masters in Public Administration (2007/08 – 2009/10)