

GREER KATHRYN GOSNELL

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[LinkedIn](#) • [Personal website](#) • [Google Scholar](#) • [Open Science Framework](#)

EDUCATION

2012-2016	Ph.D. Environmental Economics , London School of Economics (LSE) <i>London, England</i> <i>Dissertation: "Experiments & Externalities: Understanding Cause & Effect in Environmental Decisionmaking"</i>
2011-2012	MSc Environmental Economics and Climate Change with distinction, LSE <i>Dissertation: "The Effects of Cash Rewards and Social Norms on Residential Energy Consumption"</i> <i>Awards: MSc EECC Best Overall Performance</i>
2007-2011	B.S., Economics, B.A., Political Science , Loyola Marymount University <i>Los Angeles, CA</i> <i>Minor: Environmental Studies (philosophy, science, policy, economics)</i> <i>Honors Thesis: "Politically Feasible Climate Policy: Using Norms to Reduce Energy Usage"</i> <i>Awards: Summa cum laude, University Presidential Citation (top 1% of graduating class), Economics Program Scholar (highest GPA with toughest curriculum), Honors Program Most Outstanding Scholar</i>

ACADEMIC AND PROFESSIONAL EXPERIENCE

2025-	GIVING GREEN <i>San Diego, CA (Remote)</i> Director of Research - Lead strategy and program evaluation to maximize the impact of climate philanthropy and grantmaking - Manage a team of five researchers, overseeing research portfolio and professional development
2021-2025	RETHINK PRIORITIES <i>San Diego, CA (Remote)</i> Senior Environmental Economist and Senior Research Manager, Global Health and Development - Conduct and critically review research to identify the most cost-effective interventions to minimize climate damages, reduce extreme poverty and disease, and increase economic growth and innovation - Manage diverse data-driven projects on tight deadlines, leading client engagement and team collaboration - Generate robust recommendations to advise philanthropic donors on the allocation of \$100m+ annually - Leverage expertise and broad stakeholder network to establish climate change program and strategy - Co-established diversity and equity committee and annual survey, and mentored with Magnify Mentoring
2020-2021	THE PAYNE INSTITUTE FOR PUBLIC POLICY, COLORADO SCHOOL OF MINES <i>Golden, CO (Remote)</i> Senior Research Associate and Research Assistant Professor with the Division of Economics and Business - Wrote multidisciplinary grant proposals and conducted research on smart and energy efficient technology adoption and benefits, particularly in low-income and historically marginalized communities - Communicated energy research to policy audiences through public-facing media outlets and blog series - Oversaw and mentored undergraduate and graduate students in writing policy and academic papers
2016-2020	THE GRANTHAM RESEARCH INSTITUTE ON CLIMATE CHANGE AND THE ENVIRONMENT (GRI), LSE Postdoctoral Research Fellow, AXA Future Research Leader on Energy Transition, UCSD Visiting Scholar - Led design and implementation of large-scale field experiments to improve airline fuel efficiency (saving Virgin Atlantic \$6m in 8 mos.), engagement with smart energy technologies, and adoption of green tariffs - Oversaw and co-produced documentation (e.g., data management plans, pre-registries, data sharing contracts, non-disclosure agreements) and research tools (e.g., websites, apps, surveys, social media) - Forged and managed partnerships with academic and public/private sector experimental collaborators - Supervised field experimental postgraduate dissertations on sustainable diet and fertility decisions - Taught and evaluated MSc students (Climate Change: Science, Economics, and Policy) with top reviews - Spearheaded, secured funding for, and organized first annual LSE Research Transparency Masterclass - Awarded BEIS-funded Industry Secondment working with Signol and Virgin Atlantic to develop research-driven technology targeting fuel efficiency of aviation personnel (February-March 2018) - Co-founded and coordinated Grantham Behavioural Group, and spearheaded GRI behavioral research area
Spring 2020	VoteTripling.org, Director of Behavioral Science <i>Los Angeles, CA (Remote)</i> - Designed and refined novel 'get-out-the-vote' interventions in a fast-paced evidence-based start-up - Collaborated with Research Director to rapidly conceptualize, implement, and analyze field/online RCTs
Spring-Fall, 2016	THE MARSHALL INSTITUTE FOR PHILANTHROPY AND SOCIAL ENTREPRENEURSHIP, LSE Research Manager to Professor Nava Ashraf - Conducted analysis for midline assessment and piloted field intervention for fertility study in Zambia - Supported high-profile research and prepared presentations for academic-industry knowledge exchange

2014-2015	THE BEHAVIOURALIST, Environmental Research Lead Provided significant grant-writing, concept design, and business development support for start-up	London, England
2012-2014	LONDON SCHOOL OF ECONOMICS AND POLITICAL SCIENCE Research Assistant to Prof. Cameron Hepburn and Dr. Alessandro Tavoni, Graduate Teaching Assistant - Conducted in-depth literature review on social discounting for book chapter publication - Designed and programmed large-scale laboratory experiment on multilateral climate bargaining	London, England

PUBLICATIONS AND SELECTED WORKING PAPERS

- Observing the Unobservable: A Field Experiment on Early Adopters of a Climate Friendly Behavior. [GRI Working Paper](#).
 - Consumer-Driven Power Plants: A Field Experiment on the Adoption and Use of a Prosocial Technology. [GRI Working Paper](#).
 - Bergaro, C., G. Gosnell, et al. "Pathways to Net-Zero Emissions from Aviation." [Nature Sustainability](#) (2023).
 - Gosnell, G. and D. McCoy. "Market Failures and Willingness-to-Accept the Smart Energy Transition: Experimental Evidence from the UK." [Journal of Environmental Economics and Management](#) (2023).
 - Mathur, S., G. Gosnell, B. K. Sovacool, et al. "Industrial decarbonization via natural gas: A critical and systematic review of developments, socio-technical systems and policy options" [Energy Research and Social Science](#) (2022).
 - Gosnell, G. K. and M. D. Bazilian. "Changing Behaviour is the Key to Solving the Climate Challenge." [Nature Human Behaviour](#) (2021).
 - Gosnell, G. K., J. A. List, and R. D. Metcalfe. "The Impact of Managerial Practices on Employee Productivity: A Field Experiment with Airline Captains." [The Journal of Political Economy](#) 128.4 (2020): 1195-1233. (also featured in [Harvard Business Review](#))
 - Carattini, S., G. Gosnell, and A. Tavoni. "How Developed Countries can learn from Developing Countries to Tackle Climate Change." [World Development](#) 127 (2020): 104829.
 - Gosnell, G.. "A Risk-Seeking Future." [Nature Climate Change: News and Views](#) (2018).
 - Gosnell, G. "Communicating Resourcefully: A Natural Field Experiment on Environmental Framing and Cognitive Dissonance in Going Paperless." [Ecological Economics](#) 154 (2018): 128-144.
 - Gosnell, G. and A. Tavoni. "A Bargaining Experiment on Heterogeneity and Side Deals in Climate Negotiations." [Climatic Change](#) 142.3-4 (2017): 575-586.
 - Hepburn, C., and G. Gosnell. "Evaluating Impacts in the Distant Future: Cost-Benefit Analysis, Discounting, and the Alternatives." [Handbook of Sustainable Development](#) (2014): 140-159.
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CONFERENCE PRESENTATIONS, INVITED LECTURES, AND WORKSHOP PARTICIPATION

- UK Department for Business, Enterprise, and Industrial Strategy Research Presentation on Smart Meter Adoption, September 2020.
 - UCSD Global Policy School Junior Faculty Seminar, San Diego, CA, December 2019, February 2020.
 - EAERE-ETH Winter School on the Economics of the Energy Transition, Ascona, Switzerland, January 2019.
 - IAERE Summer School on Experimental Methods in Environmental and Resource Economics, Bologna, Italy, September 2018.
 - Ofgem-GRI Workshop on using research in policy-making, London, UK, July 2018.
 - WCERE 6th World Congress of Environmental and Resource Economists, Gothenburg, Sweden, June 2018.
 - University of Groningen Markets and Sustainability Seminar Series, Groningen, Netherlands, May 2018.
 - International Meeting on Experimental and Behavioural Social Sciences, Florence, Italy, May 2018.
 - BITSS Research Transparency and Reproducibility Training (RT2), London, England, September 2017.
 - EAERE 23rd Annual Conference, Athens, Greece, June 2017.
 - International Meeting on Experimental and Behavioural Social Sciences, Barcelona, Spain, April 2017.
 - Knowledge and Innovation Network, Behavioural Economics in Business, University of Warwick Business School, March 2017.
 - University of Exeter, "Behaviour, Identity, and Decisions" Seminar Series, Exeter, England, November 2016.
 - FEEM EAERE Summer Institute on Field Experiments in Env. Economics, Venice, Italy, June 2016 ("Best Presentation").
 - BIOECON Conference, Cambridge University, Cambridge, UK, September 2015.
 - BIG Ideas Graduate Workshop, Harvard Kennedy School and Harvard Business School, Cambridge MA, August 2015.
 - National Bureau of Economic Research Summer Institute, Cambridge MA, August 2015.
 - London Experimental Workshop, Royal Holloway University, Egham, UK, June 2015.
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GRANTS AND FELLOWSHIPS

Joint Mines-NREL Nexus Seed Funding Grant (with Paty Romero-Lankao, Paulo Tabares, Janet Reyna, and Ben Gilbert, 2021)
J-PAL King Climate Action Initiative (K-CAI) Pilot Project Funding (with Teevrat Garg, Zeynep Gurguc, and Ralf Martin, 2021-2023)
GEMCLIME Research Secondment to the University of California San Diego (2019-2020)
AXA Future Research Leader Fellowship (2018-2020)
UK Research and Innovation Academic-Industry Knowledge Exchange Fellowship (2018)
Marshall Institute Small Grant Recipient (with Alessandro Tavoni, Stefano Carattini, 2017)

PROFESSIONAL AFFILIATIONS

Advisor: Signal, Berkeley Initiative for Transparency in the Social Sciences ("Catalyst")
Peer Reviewer: *Journal of Political Economy*, *Journal of Environmental Economics and Management*, *Journal of the Association of Environmental and Resource Economists*, *Nature (Communications, Climate Change, Human Behaviour)*, *Ecological Economics*, *Science Advances*, *PLOS Medicine*, *Climate Policy*, *Journal of Strategic Innovation and Sustainability*

LANGUAGES, SKILLS, TRAININGS, AND MEDIA

Languages: English (native), Spanish (intermediate speaker, proficient reading/writing)

Software skills: Stata, Python (beg), R (beg), Qualtrics, LaTeX/Overleaf, MS Word/Excel/PowerPoint/OneNote, Google Drive/Colab

Trainings: Machine Learning and Data Science (Coursera, Mines CSCI courses), Writing Targeted Grant Proposals (LSE), Sample Size Estimation and Power Calculations (ICH, UCL), Information Security Awareness Training (LSE), Entrepreneurship for Researchers (LSE), Advanced Academic Writing (LSE), Blogging (LSE), UKRI ESRC Media Training, Developing Websites for Research (LSE)

Select Blogs, Op-Eds, and Media: [Biden can decarbonize electricity with these quick wins](#), [Biden's climate plan will not address racial and gender inequalities](#), [Three ways policymakers in emerging economies can encourage low-carbon transport decisions](#), [The UK's smart meter rollout needs to be smarter](#), [Are smart meters good for UK households?](#), [Airline experiment has pilots conserving fuel](#)