

## **Raviv Murciano-Goroff**

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### Education

Stanford University, Ph.D. in Economics, expected 2018.  
Oxford University, M.Sc. in History of Science, Medicine, and Technology, 2010.  
Harvard University, B.A. in History *magna cum laude*, 2009.

### Employment

Boston University, Questrom School of Business  
Assistant Professor of Strategy and Innovation, 2019-

New York University, Center for Urban Studies and Progress / Wagner School of Public Service  
Research Scientist, 2018-2019

### Honors and Awards

B.F. Haley and E.S. Shaw Fellowship for Economics, Stanford, 2017.  
Outstanding Teaching Assistant Award, Stanford, 2016.  
Dissertation Fellowship, Kauffman Foundation, 2016.  
Outstanding Teaching Assistant Award, Stanford, 2015.  
Scholarship, Wellcome Unit, Oxford, 2009.  
Derek Bok Center Certificate of Distinction in Teaching, Harvard, 2009.  
Carl and Lily Pforzheimer Public Service Award, Harvard, 2009.  
Harvard Foundation Award for Intercultural Work, Harvard, 2009.  
Carol K. Pforzheimer History Award, Harvard, 2007.

### Teaching Experience

#### Business Strategy

Business and Corporate Strategy (Undergraduate Course), Stanford University  
Teaching Assistant, Winter 2015, 2016

#### Digital Economics

Advertising and Monetization (MBA Course), Stanford GSB  
Course Grader, 2016

Platform Competition in Digital Markets (MBA Course) , Stanford GSB  
Course Grader, Fall 2015, 2016

Computer Programming, Data Analysis, and Math  
Programming Boot Camp for Incoming Econ Ph.D. Students, Stanford University  
Co-taught, Fall 2015, 2016, 2017

Linear Algebra and Real Analysis (Undergraduate Course), Harvard University  
Proof Assistant to Prof. Paul Bamberg, Fall 2011

Algorithms and Data Structures (Undergraduate Course), Harvard University  
Teaching Assistant, Spring 2009

### Published Papers

1. “Why and Wherefore of Increased Scientific Collaboration,” with Richard B. Freeman and Ina Ganguli in Adam Jaffe and Benjamin Jones, ed. *The Changing Frontier: Rethinking Science and Innovation Policy*, University of Chicago Press, 2015.

### Working Papers

1. “Missing Women in Tech: The Role of Self-Promotion in the Labor Market for Software Engineers,” August 2018.  
This paper examines the behavior of job seekers and recruiters in the labor market for software engineers. I obtained data from a recruiting platform where individuals can self-report their computer programming skills and recruiters can message individuals they wish to contact about job opportunities. I augment this dataset with measures of each individual’s previous programming experience based on analysis of actual computer source code they wrote and shared within the open-source software community. This novel dataset reveals that candidates’ self-reported technical skills are quantitatively one of the most important predictors of recruiter interest. Consistent with social psychology and behavioral economics studies, I also find female programmers with previous experience in a programming language are 9.40% less likely than their male counterparts to self-report knowledge of that programming language on their resume. Despite public pronouncements, however, recruiters do not appear more inclined toward recruiting female candidates who self-report knowing programming languages. Indeed, recruiters are predicted to be 12.37% less likely to message a woman than a man with comparable observable qualifications, even if those qualifications are very strong. Ultimately, neither the labor supply nor the labor demand side is adjusting their behavior with regard to the self-reported technical skills in ways that could increase the representation of women among software engineering recruits.
2. “Do Data Breach Disclosure Laws Increase Company Digital Security Conscientiousness?” August 2018.  
In 2002, California enacted a law requiring that companies publicly disclose data breaches. Since then, all other states have implemented similar laws. To evaluate the impact of data breach notification laws, I collected data on the decisions of 2,185 public companies

regarding when to update their web server software and apply security patches during the two years before and after the California legislation was signed. Comparisons are made with groups of companies that were not directly affected by the this law: companies without a physical presence in California, companies whose websites were unlikely to store personal information, and finance companies that were already subject to previously enacted federal legislation on data breaches. I find that the data breach notification law in California caused firms based there to use web server software that was 4.88-12.06% newer. The effect of this law was most pronounced for companies using open source rather than proprietary web server software, larger firms, and those with higher web traffic websites. Subsequent similar data breach laws enacted in others states, however, appear to have had no effect on firm web server updating behavior.

3. “Retail Expansion,” with Liran Einav, Pete Klenow, and Jonathan Levin, May 2018.

### Conference Presentations and Invited Talks

2018

Harvard Business School, Technology and Operations Management Unit, January 2018.  
IDC Herzliya, Economics Department, January 2018.  
Tel Aviv University, Collier School of Management, January 2018.  
Boston University, Questrom School of Management, January 2018.  
Harvard Kennedy School, June 2018.

2017

Harvard Business School, Seminar on Science Based Business Initiatives, Fall 2017.  
Northeastern University, D'Amore-McKim School of Business, Fall 2017.

2016

Harvard University, Center for Mathematical Sciences and Applications *Big Data Workshop*, August 2016.

2014

National Bureau of Economic Research (NBER) *Innovation in An Aging Society Meeting*, July 2014.

2011

National Bureau of Economic Research (NBER) *Nanotechnology Conference*, May 2011.