

HIMANI MEHTA

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SUMMARY

Behavioral Health Policy specialist with 3 years of experience in public health program design, monitoring and evaluation (Randomised Control Trials, longitudinal panel data surveys and qualitative research) and designing behavioral health interventions to achieve policy outcomes. Skilled in econometric techniques, data analysis and visualization using R and STATA, costing, and financial valuations. Experience in management consulting and academic research in results-driven multi-disciplinary teams. Have provided strategic guidance and technical assistance to clients in South Asia, South East Asia and Africa. Possess a graduate degree in Behavioral and Decision Sciences with a focus on Health Policy from the University of Pennsylvania.

EXPERIENCE

University of Pennsylvania, Philadelphia | Research Fellow

AUG'19 - PRESENT

Social Norms Affecting Female Genital Mutilation in Mali | Center for Social Norms and Behavioral Dynamics

- Determined and **analyzed the relationships among the main actors** involved in Female Genital Mutilation (FGM) to develop approaches and tools to **transform social norms** and collective behaviors
- Developed a systematic literature review (Shpenev et al., under review) to understand the social norms affecting the practice of FGM in Mali

Improving Cancer Screening Rates for Marginalized Populations in the US | Merck and Co. Design Challenge

- Conducted **qualitative research** through in-depth interviews with providers, academics, and community volunteers to identify behavioral barriers faced by **marginalized communities in the US** to get tested for cancer
- Designed three low resource interventions to increase cancer screening rates among low-income populations by using **culture specific messaging, behaviorally designed text reminders**, and community level **church testing**

Impact of Mobile Internet on Women's Well-Being | Center for Technology, Innovation and Competition

- Designing a **survey for 11,000 individuals in Ghana and Bangladesh** to analyze the impact of gender differences in mobile internet access on socio-economic and psychosocial well-being indicators
- Implementing a **stratified random sampling strategy for panel data** collection over 3 years and testing the survey instrument in collaboration with local research firms

Effect of Affect Labelling in Lowering Physiological Stress | Wharton Behavioral and Decision Sciences

- Ran **double-blind lab experiments** wherein participants engaged in a series of high-stress inducing tasks (eg., a job interview setting), and used **affective labelling** to observe change in stress or negative affects

Precision Agriculture for Development, Boston | Behavioral Economics Intern

MAY'20 - AUG'20

Randomised Control Trial in West Bengal, India to Encourage Farmers to Adopt Crop Diversification

- Curated behaviorally informed content for SMS and voice calls for **9000 farmers** across 2 treatment groups and 1 control group to alter social norms and reduce risk aversion by highlighting benefits of crop diversification
- Designed and **coded polling survey**, trained surveyors, and sampled the population to conduct the RCT

Large Scale Agro-Dealer Survey to Improve Input Market Linkages for Smallholder Farmers in India

- Fielded a quantitative survey to 150 input dealers in West Bengal and collected information about the impact of COVID-19, their inventory, supply chain, farmer interactions, and information sharing mechanisms
- Generated useful insights on information asymmetry, supply lags, and existing market inefficiencies through analysis of the collected data

A.T. Kearney, Singapore, Kuala Lumpur, Mumbai | Management Consultant

AUG'18 - MAY'19

Negotiation Strategies for Site Rental Cost Reduction for Malaysian Telecom Provider

- Identified landlord biases using behavioral archetypes to develop negotiation strategies for new contract terms
- Estimated approximately 8% reductions in cost leading to savings of **US\$ 3 million** based on recommendations

Digital Transformation Project for Singapore's Largest Telecom Provider

- Developed an AI tool to provide suggestions using consumer behavior insights to **up revenue by US\$ 4 million**
- Led the development of a emotion displaying Whatsapp Bot customer service channel using the **agile methodology**

World Bank Project to Lower Greenhouse Gases (GHG) & Operational Costs in Trucking in Vietnam

- Modeled profitability and emissions to create a **policy road-map** to achieve **10%** reduction in GHG emissions and **18%** reduction in transportation costs through recommendations such as the consolidation of the trucking industry

Deutsche Bank, Mumbai | Summer Intern

MAY'17 - JUL'17

Valuation of Indonesian Oil Drilling Distressed Debt (\$200 million) for Secondary Market Sale

- Modeled and stress-tested financials to analyze debt repayment, default period and leverage ratios
- Priced credit value using net asset value, discounted cash and scrap estimates; recommended against buying debt

KPMG, Mumbai | Corporate Finance Valuations Intern

MAY'16 - JUL'16

Valuation of three largest Indian Oil and Gas firms using different methods

- Performed company valuations using **discounted cash flow analysis** to forecast financials and inform decisions of the mergers and acquisitions team alongside studying the regulatory aspects of the upstream oil industry
- Conducted **relative valuation** of upstream firms by comparing various financial ratios and their trends

PUBLICATIONS

Applying Behavioral Economics to Reduce Broken Dental Appointments | Journal of the American Dental Association | Wang T., Mehta H., Myers D., Uberoi V. | **Forthcoming**

Behavioral Change Interventions to Curb Female Genital Mutilation: A Literature Review | British Medical Journal | Shpenev A., Mehta H., Chaya I., Padmanabhan N., Bicchieri C. | Under Review

EDUCATION

University of Pennsylvania, Philadelphia, United States

DEC 2020

Masters in Behavioral and Decision Sciences

Relevant Courses: Behavioral Economics and Public Health, Foundations of Global Health, Quantitative Reasoning for Social Statistics, Data Science and Quantitative Modeling, Experimental Methods in Behavioral Science, Norms and Nudges, Behavioral Public Policy, Judgements and Decisions, Negotiation Behavior, Research Methods for Behavioral Science

Indian Institute of Technology Bombay, Mumbai, India

MAY 2018

Bachelor of Technology, Metallurgical Engineering and Materials Science | Minor in Management

Relevant Courses: Economics, Data Analysis and Interpretation, Operations Management, Project Management, Strategic Management, Computer Programming and Utilization

SKILLS

Statistical Tools: Proficiency in R, STATA, SPSS, Python, MATLAB, Microsoft Excel

Survey Design: ODK Tool (Open Data Kit) Coding, Population sampling, Survey development

LEADERSHIP

Debate Coach, Indian Schools Debating Society

Selected and trained Team India for the Worlds Schools Debating Championship

Editor, Insight, IIT Bombay Official Newsletter

Led 200 journalists to release 7 print issues and 100 web articles on issues like IP policies and casual sexism

Tournament Director, IIT Bombay Interschool Debate Tournament

Led a team of 30; hosted 200+ debaters and world champions as chief adjudicators from across the globe for 3 days

EXTRA-CURRICULAR ACHIEVEMENTS

International and National Debating

- Awarded **Cultural Color** by IIT to acknowledge exemplary extracurricular performance (given to 4/9000 students)
- **Champion** at 2 parliamentary debate tournaments *First girl from IIT to win the largest Indian tournament*
- **Finalist** at 3 and semifinalist at 4 national tournaments *Top 10 speaker out of 100+ participants*
- Octofinalist, **United Asian Debating Championship 2018** *1/3 Indian teams to qualify for knockouts*