

Ashish Sachdeva

Research Director and Adj. Assistant Professor
MIHM, Indian School of Business (ISB)

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Education

PhD Economics, University of Southern California, 2016
M.A. Economics, University of Southern California, 2011
M.A. Economics, Delhi School of Economics, University of Delhi, 2005
B.A. Economics (Honors), University of Delhi, 2003

Academic Appointments

Research Director, MIHM, Indian School of Business, 2020 - Present
Adj. Assistant Professor, Indian School of Business, 2020 - Present
Research Fellow, GAI, National University of Singapore, Singapore, 2016-2019
Research Assistant, University of Southern California, 2015-2016

Other Appointments

Teaching Assistant, University of Southern California, 2010-2014
Instructor, Summer School EPGY, Stanford University, Summer 2011
Consultant, GENPACT (Formerly GE Capital Services), 2005-2007

Published Papers

Brocas, Juan Carrillo, and Sachdeva (2018): *The Path to Equilibrium in Sequential and Simultaneous Games*, Journal of Economic Theory, 178, 246-274

Das, H., Sachdeva, A., Kumar, H. et al. *Outcomes of a hypertension care program based on task-sharing with private pharmacies: a retrospective study from two blocks in rural India.*, Nature-Journal of Human Hypertension

Kabra, A., Sachdeva, A., and Sheth, A. (2021). *Behavioral dynamics affecting COVID-19 vaccination uptake in India.* Health Management, Policy and Innovation (HMPI.org), Volume 5, Issue 1, special issue on COVID-19, January 2021.

Working Papers

Field Experiment: *Structuring Financial Incentives to Increase Physical Activity and improve health outcomes*, with Teck-Hua Ho (NUS), Mitesh Patel (UPenn), Kevin Volpp (UPenn).

Field Experiment: *Step Tracking and Exercise Promotion (STEP), a long term randomized control trial on habit formation and heterogenous effects of financial incentives*, with Teck-Hua Ho (NUS), Lawrence Jin (NUS).

Qualitative study: *Understanding private providers' practices and incentives for hypertension care and management in rural and peri-urban Telangana, India- A qualitative approach*, with Samridhi Gupte, Aman Kabra, Andrew Moran, Anupam Pathni, Bhawna Sharma, Singh, Bhanu, Nandu Kannuri, Sarang Deo.

Permanent working Papers

Causal Study: *Pathways to Preventive Health, Evidence from India's Rural Road Program*, with R.Banerjee (USC).

Articles and White papers

Das, H., Deo, S., Gupta, A., Kabra, A., Sachdeva, A. (2021) *Drivers of improving cost-efficiency of COVID-19 testing in India*

Das, H., Deo, S., Sachdeva, A. (2021) *Augment Testing Capacity*. Opinion, Business Line (The Hindu)

Deo, S., Kabra, A., Sachdeva, A.(2021). *Let's aim for affordable and sustainable Corona testing*.(mint).

Gupte, S., Sachdeva, A. (2023) *Role of Rural Medical Practitioner*. (Healthcare Radius)

Sachdeva, A., Tyagi, S. (2023) *The Superbug Scare: Why Indian hospitals need to spur antimicrobial stewardship efforts* (Forbes India)

Sachdeva, A., Tyagi, S. (2023) *Value-based care: A value proposition for patients, providers, and payors* (Forbes India)

Projects

Co-PI - Implementation Research on Efficacy of Pill-in-hand Adherence Monitoring, a large scale, multisite randomised control trial related to TB Adherence. USD 9,00,000 +, funded by BMGF,

Co- PI - Step Tracking and Exercise Promotion (STEP), a randomised control trial related for preventive health and behavioral change. SGD 3,50,000 +, funded by NUS

Co- PI - Evaluation of e-pharmacy pilot for TB care under PPSA, a mixed method study related to TB care in private sector, under the PPSA model. CHAI INR 45,00,000 +, funded by CHAI

Co- PI - Antimicrobial stewardship programs in health facilities: A behavioral science approach, a qualitative study related to AMS in healthcare facilities in India. INR 50,00,000 +, funded by Pfizer

Co - PI - Improving access to Covid-19 testing through systems strengthening. INR 1,25,00,000 +, funded by PATH.

Co- PI - Using Behavioural Science and Human Centered Design to Boost Covid-19 Testing and Vaccination

Co- PI - Studying the private provider practices for effective management of hypertension

Co - PI - Pharmacist-led model for screening and management of hypertension

Co- PI - Integrated use of digital connectivity and data to improve woman and child health.

Improving timely vaccination through incentives and automating workflow of frontline health-workers using ICT, , funded by J-PAL

Honors and Awards

Merit Fellowship, University of Southern California, 2013-2014, 2009-2010

University Outstanding Teaching Assistant Award, Center for Excellence in Teaching,

University of Southern California, 2012

Scholarship for good academic performance, Delhi School of Economics, University of Delhi, 2003, 2004

Scholarship by Govt. of Delhi for securing country wide highest score in mathematics (2000)

Teaching

Indian School of Business, 2020 - present

Instructor, Summer School EPGY, Stanford University, Summer 2011

Teaching Assistant, University of Southern California, 2010-2014

Instructor, Penn State University, 2009

Affiliations

Global Asia Institute, National University of Singapore, 2016-2019

Behaviour Information Group, National University of Singapore, 2016-2019

Los Angeles Behavioral Economics Laboratory, USC, 2012-2018