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NEW: #LEAPTalks

"If you can dream it, you can do it" is a Walt Disney Company motto and might merely sound like a motivational quote. Recent research in business training, however, in fact states that "if you can imagine it, you can do it."

Neuroscience and psychology have underscored the positive impact of visualizing future scenarios on decision making. Those who invest the effort to imagine the future also have better economic outcomes in the short and medium term. Business training, though, has almost ignored the role of imagery and emotions.

In a working paper with **Nava Ashraf**, **Gharad Bryan**, **Emily Holmes**, **Leonardo Iacovone**, and **Ashley Pope**, **LEAP** scholar **Alexia Delfino** found that visualization exercises can make business training more effective, especially for women, vulnerable groups, and people who have undergone trauma. **Watch the video** or **read more**!



You can find this and more videos in our new **DISSEMINATION** section of our website!

LATEST NEWS



The project **Interaction, Stereotypes, and Performance: Evidence from South Africa** has been published in the American Economics Review! Congratulations to our directors Lucia Corno and Eliana La Ferrara and coauthor for their publication! **Read more**



We are pleased to announce the second edition of the **Workshop on Networks and Development**, which will be held in Naples (Italy) 29-31 May 2023. We welcome submissions from both senior and junior researchers. The deadline for submissions is February 24th 2023. **Read more**



LEAP PhD Student Erick Baumgartner reports on the recent **LEAP Coffee Seminar** with **Ashish Shenoy** discussing why government-implemented programs usually have smaller effect sizes than academic or non-governmental organizations. **Read more**

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