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<http://www.wsj.com/articles/how-charities-can-get-more-out-of-donors-1418598068>

## Dean Karlan research on charitable giving in Wall Street Journal



IPA Founder and President Dean Karlan's research on charitable giving is featured in the Wall Street Journal. The [article](#) summarizes recent research in charitable giving, including Karlan's research with IPA affiliate John List, showing that a [recognizable outside donor](#) can increase others' giving. The piece also reviews his paper with IPA researcher [Margaret McConnell](#), showing how [social recognition can increase donations](#).

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