

## STEPHAN MEIER

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Male; Swiss citizen

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### Education

Ph.D. in Economics, University of Zurich, *summa cum laude*, 2005

MA in History, Economics and Political Science, University of Zurich, *summa cum laude*, 2000

Semester abroad at the University of Barcelona, Spain, January - June 1998

### Present and Past Positions

*Columbia University, Graduate School of Business*

James P. Gorman Professor of Business Strategy

July 18 – present

Professor of Business

July 17 – June 18

Associate Professor of Business (with tenure)

July 14 – June 17

Regina Pitaro Associate Professor of Business (without tenure)

October 11 - July 14

Associate Professor

July 11 - September 11

Assistant Professor

July 08 - June 11

*Harvard Business School, Strategy Unit*

Visiting Associate Professor

March 2012

*Federal Reserve Bank of New York*

Visiting Professor in Research

2011

*Federal Reserve Bank of Boston, Research Center for Behavioral Economics and Decision-Making*

Visiting Scholar

July 08 - present

Senior Economist

January 07 - June 08

Economist

October 05 - December 06

*Harvard University, Kennedy School of Government*

Adjunct Lecturer

Spring 2007

Research Fellow (Sponsor: Professor Iris Bohnet)

January 05 - September 06

*London School of Economics (STICERD)*

Research Affiliate (Sponsor: Professor Tim Besley)

October - December 04

*University of Zurich, Chair of Political Economy*

Research and Teaching Assistant to Professor Bruno S. Frey

July 99 - June 04

### Publications in Refereed Journals (\* indicates that authors are listed alphabetically)

“Non-Monetary Incentives and the Implications of Work as a Source of Meaning”, **Journal of Economic Perspectives**, 32(3): 215-238. (with Lea Cassar)\*

“What's the Catch? Suspicion in Bank's Motives and Sluggish Refinancing” (with Eric Johnson and Olivier Toubia)\* (Forthcoming at **Review of Financial Studies**)

“Saving More in Groups: Field Experimental Evidence from Chile”, **Journal of Development Economics**, 133, 2018: 275-294. (with Felipe Kast and Dina Pomeranz)\*

“Rank reversal aversion inhibits redistribution across societies”, **Nature: Human Behavior**, 1 (Summer 2017): 1-5 (with Ben Ho, Xinyue Zhou, and Wenwen Xie)

“Trust and Parochialism in a Culture of Crime”, **Journal of Economic Behavior and Organization**, 132 (Part A), 2016: 78-92. (with Lamar Pierce, Antonino Vaccaro, and Barbara La Cara)\*

“Poverty and Economic Decision-Making: Evidence from Changes in Financial Resources at Payday”, **American Economic Review**, 106(2), 2016: 260-284. (with Leandro Carvalho and Stephanie Wang)\*

“Field Experiments in Strategy Research”, **Strategic Management Journal**, 37(1), 2016: 116-132. (with Ronnie Chatterji, Michael Findley, Nathan Jensen, and Daniel Nielson)\*

- “Temporal Stability of Time Preferences”, **Review of Economics and Statistics**, 97(2), 2015: 273-286. (with Charles Sprenger)\*
- “Incentives and Group Identity”, **Games and Economic Behavior**, 86, 2014: 12-25. (with Paolo Masella and Philipp Zahn)\*
- “Learning from (Failed) Replications: Cognitive Load Manipulations and Charitable Giving”, **Journal of Economic Behavior and Organization**, 102, 2014: 10-13. (with Judd Kessler)\*
- “Numerical Ability Predicts Mortgage Default”, **Proceedings of the National Academy of Science**, June 24, 2013: doi: 10.1073/pnas.1220568110 (with Kris Gerardi and Lorenz Goette)\*
- “Discounting Financial Literacy: Time Preferences and Participation in Financial Education Programs”, **Journal of Economic Behavior and Organization**, 95, 2013:159-174. (with Charles Sprenger)\*
- “Do Lab Experiments Misrepresent Social Preferences? The Case of Self-Selected Student Samples”, **Journal of the European Economic Association**, 11(4), 2013: 839–852. (with Armin Falk and Christian Zehnder)\*
- “Competition Between Organizational Groups: Its Impact on Altruistic and Anti-Social Motivations”, **Management Science**, 58(5), 2012: 948-960. (with Lorenz Goette, David Huffman and Matthias Sutter)\*
- “The Impact of Social Ties on Group Interactions: Evidence from Minimal Groups and Randomly Assigned Real Groups”, **American Economic Journal: Microeconomics**, 4(1), 2012: 101-115. (with Lorenz Goette and David Huffman)\*
- “Time Discounting Predicts Creditworthiness”, **Psychological Science**, 23(1), 2012: 56–58. (with Charles Sprenger)\*
- “Can Integration Tame Conflicts?” **Science**, 334 (6061), 2011: 1356-1357. (with Lorenz Goette)\*
- “When and How Incentives (Don’t) Work to Modify Behavior?” **Journal of Economic Perspectives**, 25 (4) 2011: 191–210. (with Uri Gneezy and Pedro Rey-Biel)\*
- “Another Hidden Cost of Incentives: The Detrimental Effect on Norm Enforcement”, **Management Science**, 56 (1), 2010: 57-70. (with Andreas Fuster)\*
- “Present-Biased Preferences and Credit Card Borrowing”, **American Economic Journal: Applied Economics**, 2 (1), 2010: 193-210. (with Charles Sprenger)\*
- “Why Does Unemployment Hurt the Employed? Evidence from the Life Satisfaction Gap Between the Private and the Public Sector”, **Journal of Human Resources**, 45 (4), 2010: 998-1045. (with Simon Luechinger and Alois Stutzer)\*
- “Doing Good or Doing Well? Image Motivation and Monetary Incentives in Behaving Prosocially”, **American Economic Review**, 99 (1), 2009: 544-555. (with Dan Ariely and Anat Bracha)\*
- “Bureaucratic Rents and Life Satisfaction”, **Journal of Law, Economics, & Organization**, 24(2), 2008: 476-488. (with Simon Luechinger and Alois Stutzer)\*
- “Do People Behave in Experiments as in the Field? – Evidence from Donations”, **Experimental Economics** (Special edition on field experiments edited by John List), 11 (3), 2008: 268-281. (with Matthias Benz)\*
- “Is Volunteering Rewarding in Itself?” **Economica**, 75 (297), 2008: 39-59. (with Alois Stutzer)\*
- “Do Subsidies Increase Charitable Giving in the Long Run? Matching Donations in a Field Experiment”, **Journal of the European Economic Association**, 5 (6), 2007: 1203-1222.
- “The Impact of Group Membership on Cooperation and Norm Enforcement: Evidence using Random Assignment to Real Social Groups”, **American Economic Review Papers & Proceedings**, 96 (2), 2006: 212-216. (with Lorenz Goette and David Huffman)\*
- “Does Framing Matter for Conditional Cooperation? Evidence from a Natural Field Experiment”, **B.E. Journal: Contributions to Economic Analysis & Policy** (Special edition on field experiments edited by John List), 5 (2), 2006: Article 1.
- “Social Comparison and Pro-Social Behavior: Testing Conditional Cooperation in a Field Experiment”, **American Economic Review**, 94, 2004: 1717-22. (with Bruno S. Frey)\*;  
Reprinted in: Carbone and Starmer (Eds). *New Developments in Experimental Economics*, Edward Elgar Publishing.

- “Pro-Social Behavior in a Natural Setting”, **Journal of Economic Behavior and Organization**, 54, 2004: 65-88. (with Bruno S. Frey)\*
- “Do Business Students Make Good Citizens”, **International Journal of the Economics of Business**, 11, 2004: 141-63. (with Bruno S. Frey)
- “Are Political Economists Selfish Or Indoctrinated?” **Economic Inquiry**, 41, 2003: 448-62. (with B.S. Frey)\*

### **Working Papers**

- “When No News is Good News: CSR Strategy and Newspaper Headlining of Negative Firm Events” (with Jiao Luo and Felix Oberholzer-Gee)
- “Culture of Trust and Division of Labor” (with Matt Stephenson and Patryk Perkowski)\* (Revise and Resubmit at **Strategic Management Journal**)
- “In the Mood to Consume: Effect of Sunshine on Credit Card Spending” (with Sumit Agarwal, Souphala Chomsisengphet, and Xin Zou)\*
- “The Effect of Reminders on Creditworthiness” (with Anat Bracha)\*
- “Procrastination in the Field: Evidence from Tax Filing” (with Seung-Keun Martinez and Charles Sprenger)\*
- “Intentions for Doing Good Matter for Doing Well: The (Negative) Signaling Value of Prosocial Incentives” (with Lea Cassar)\*
- “Poverty Does Not Affect Cheating but Social Norm Reminder Effectiveness” (with Suparee Boonmanunt and Agne Kajackaite)\*

### **Work in Progress**

- “Culture and Motivation: Evidence from Emergency Rooms” (with Claudine Gartenberg and Ronnie Chatterji)
- “Explaining Recidivism” (with Jonathan Levav and Armando Meier)
- “Behavioral Economics and Credit Cards” (with Trevor Harris and Robert Phillips)
- “Corporate Culture” (with Jerry Kim, Damon Phillips, and Jenna Song)

### **Other Publications**

#### **Books**

- “Policymaking Insights from Behavioral Economics”, *Federal Reserve Bank of Boston*, 2009. (edited with Christopher Foote and Lorenz Goette)
- “The Economics of Non-selfish Behaviour: Decisions to Contribute Money to Public Goods”, *Edward Elgar Publishing Ltd.*, 2006.

#### **Book Chapters and Other Journal Articles**

- “Stop Talking About How CSR Helps Your Bottom Line” *Harvard Business Review*, January 31, 2018. (with Lea Cassar)
- “Behaviorally informed policies for household financial decisionmaking” *Behavioral Science & Policy*, 2017, 3(1): 27-40. (with Brigitte Madrian, Hal Hershfield, Abigail Sussman, Saurabh Bhargava, Jeremy Burke, Scott Huettel, Julian Jamison, Eric Johnson, John Lynch, Scott Rick and Susanne Shu)
- “When Do Monetary Incentives Backfire?” *Harvard Economic Review*, Fall 2015: 11-13. (with Matthew Stephenson)
- “The Cost of Not Knowing the Score: Self-Estimated Credit Scores and Financial Outcomes”, *Journal of Family and Economic Issues*, 32(4), 2011, 566-585. (with Ben Lvinger and Marques Benton)
- “Trust, Distrust, and Bargaining”, in: Gary Bolton and Rachel Croson (eds.). *Oxford Handbook of Economic Conflict Resolution*, New York: Oxford University Press, 2012: 183-198. (with Iris Bohnet)
- “A Survey of Economic Theories and Field Evidence on Pro-Social Behavior”, in: Bruno S. Frey and Alois Stutzer (eds.). *Economics and Psychology: A Promising New Cross-Disciplinary Field*, Cambridge: MIT Press, 2007: 51-88.
- “Do Women Behave More/Less Pro-socially Than Men? Evidence from Two Field Experiments”, *Public*

*Finance Review*, 35(2), 2007, 215-232.

“When Donors Feel Generous: Economic Research on Prosocial Behavior”, *Communities & Banking* 18 (1), 2007. 3-5.

“Natural Experiments”, *International Encyclopedia of the Social Sciences*, New York: Macmillan Reference 2007.

“How Much Should You Trust?” *Negotiation*, 9(3), 2006: 7-9. (with Iris Bohnet)

“Selfish and Indoctrinated Economists”, *European Journal of Law and Economics*, 19, 2005: 165-171. (with Bruno S. Frey)

“Cultural Economics”, in: Sharon J. Macdonald (Ed.). *A Companion to Museum Studies*, Blackwell Publishing, 2006: 398-414. (with Bruno S. Frey)

“The Economics of Museums”, in: Victor Ginsburgh and David Throsby (eds.). *Handbook of the Economics of Art and Culture*, Amsterdam et al.: Elsevier, 2006: 1017-1045. (with Bruno S. Frey)

“Why Does the ‘Migros’ Work? Corporate Governance in a Cooperative” (in German), in: Katja et al. (Hg.). *Der Migros-Kosmos*. Baden: hier + jetzt, 2003: 102-12.

“Private Faces in Public Places: The Case of a Private Art Museum in Europe”, *Cultural Economics*, 3(3), 2003: 1-16. (with Bruno S. Frey)

### **Policy Papers**

“Overborrowing and Undersaving: Lessons and Policy Implications from Research in Behavioral Economics”, *Public and Community Affairs Discussion Paper*, 2007. (with M. Benton and C. Sprenger)

### **Book Reviews**

“The Psychology of Economic Decisions. Volume I: Rationality and Well-Being?” edited by Isabelle Brocas and Juan D. Carrillo. In: *Economica*, 71: 321-22.

“The Price of Virtue: The Economic Value of the Charitable Sector” by Vivien Foster et al. In: *Kyklos*, 55, 2002: 426-28.

“Economics and Culture” by David Throsby. In: *Kyklos*, 54, 2001: 648-49.

### **Teaching Materials**

“Strategy Formulation and Competitive Advantage” *Columbia CaseWorks* ID#080407 (with Bruce Kogut and Felix Oberholzer-Gee).

“Competitive Dynamics and Business Strategy” *Columbia CaseWorks* ID#100414 (with Ernesto Reuben).

“Satellite Radio: From Sirius and XM to Sirius XM” *Columbia CaseWorks* ID#110414 (with Jerry Kim).

“The Walt Disney Company: If You Give this Mouse a Focus” *Columbia CaseWorks* ID# 140403 (with Jerry Kim).

“Maersk Shipping: Is the Price Right?” *Columbia CaseWorks* ID# 140402 (with Jerry Kim).

“Wal-Mart: In Search of Renewed Growth” *Columbia CaseWorks* ID# 160404 (with Felix Oberholzer-Gee)

“Brooklyn Brewery: Setting the Course for Growth” *Columbia CaseWorks* ID# 080408 (with Dan Wang)

“PepsiCo and Frito-Lay: A Salty Combination?” *Columbia CaseWorks* ID# 190402 (with Dan Wang)

### **Press Coverage**

American Banker, BBC Channel 4, Business Times, Cash, Christian Science Monitor, CNN Headline News, Financial Times, Forbes, Freakonomics Blog, Globe and Mail, Handelsblatt, Los Angeles Times, Marketplace on NPR, Neue Zuercher Zeitung, New York Times, Tages Anzeiger, The Economist, The New Yorker, Times, US News and World Report, Wall Street Journal, Washington Post, Yahoo.Finance

### **Teaching Experience**

#### **Columbia University, Graduate School of Business**

PhD class ‘Strategy’

Spring 15, 17

MBA Global Immersion: Exploring the Business Environment in Cuba Spring 2013-17

EMBA core course ‘Strategy Formulation’	Fall 12, 17, 18
MBA core course ‘Strategy Formulation’	Spring 09, 11, 12, 16, 19 & Fall 09, 12-17
Undergraduate course ‘Strategy Formulation’	Fall 09; Spring 11; Spring 14
Executive Education on ‘Strategy’	
<b>Harvard University, Kennedy School of Government</b>	
‘Game Theory, Strategic Decisions, and Negotiation’ (API-303)	Spring 07
<b>University of Zurich, Switzerland</b>	
Executive Master in Cultural Management (with Bruno S. Frey)	Summer 07
Seminar in Economic Policy (with Bruno S. Frey)	Summer 03 & 04
Economic Policy (with Bruno S. Frey)	Winter 02; Summer & Winter 03
Environmental Economics (with Reiner Eichenberger)	Winter 01
Economic Analysis of Politics (with Bruno S. Frey)	Summer 01
Tutorial in Microeconomics	Winter 00
<b>University of Basel, Switzerland</b>	
Postgraduate Course in Cultural Economics (with Bruno S. Frey)	Winter 01, 03, 04, 05, 07
<b>University of Venice, Italy</b>	
MBA-course in Cultural Economics	Winter 01 & 02
<b>Editorial Position</b>	
Associate Editor, <i>Management Science</i>	2011 - 2017
<b>Workshop Participation</b>	
Summer Institute on Behavioral Economics (by invitation only), University of California at Berkeley, 02	
Summer School ‘Behavioral Economics’ (by invitation only), European Science Days, Steyr, Austria, 01	
Summer School ‘Advanced Microeconomics’, London School of Economics, 01	
<b>Grants and Honors</b>	
Rudolph Schoenheimer Faculty Fund, 2012-2013	
Excellence in Refereeing Award 2012, <i>American Economic Review</i>	
Dean’s Award for Teaching Excellence in a Core Course 2010, Columbia Business School	
CBS Interdisciplinary Research Grant (\$30’000), 2010	
Chazen/CIBER research grant (\$8,000), 2010	
Excellence in Refereeing Award, <i>American Economic Review</i> , 2007-2008	
Research scholarship, Swiss National Science Foundation	October 04 - September 05
Award of the Department of Economics (University of Zurich) for best master thesis	Summer 00
<b>Professional Affiliation</b>	
National Bureau of Economic Research, Faculty Research Fellow	May 2013 - present
CESifo (Behavioral Economic Area), Affiliate	January 11 - present
Chazen Senior Scholar, Columbia Business School	February 10 - present
Institute for the Study of Labor (IZA), Research Fellow	April 07 - present
Institute for Empirical Research in Economics (IEW), Permanent Visiting Fellow	August 06 - present
Center for Research in Economics, Management and the Arts (CREMA), Research Fellow	October 04 - present

## Professional Activities

### Refereeing

*American Economic Review, American Economic Journal: Applied, American Economic Journal: Economic Policy, Berkeley Journals in Economic Analysis & Policy, Economic Inquiry, Economic Journal, Economic Theory, Economics of Education Review, Economics Letters, European Economic Review, Experimental Economics, Fiscal Studies, Games and Economic Behavior, Information Economics and Policy, Int. Journal of the Economics of Business, International Studies Quarterly, Journal of Development Economics, Journal of Economic Behavior and Organization, Journal of Economic Education, Journal of Economic Literature, Journal of Economic Psychology, Journal of the European Economic Association, Journal of Human Resources, Journal of Marketing Research, Journal of Money, Credit, and Banking, Journal of Political Economy, Journal of Public Economics, Journal of Socio-Economics, Kyklos, Management Science, NSF, Organizational Behavior and Human Decision Processes, Proceedings of the National Academy of Science, Psychological Science, Public Choice, Public Finance Review, Quarterly Journal of Economics, Review of Economics and Statistics, Review of Economic Studies, Review of Financial Studies, Scandinavian Journal of Economics, Schweizerischer Nationalfonds zur Förderung der wissenschaftlichen Forschung (SNF), Scottish Journal of Political Economy, Social Science Quarterly, Southern Economic Journal*

### Presentations (includes scheduled)

2018: Wharton, UCSD, Michigan, Duke, NYU  
2017: Carnegie Mellon University, Munich, Yale, Chicago, Uber  
2016: Strategic Research Initiative (HBX Boston), Tel Aviv University, CESifo Area Conference on Behavioural Economics (Munich)  
2015: Munich, St. Gallen, Florida, Fribourg  
2014: Stockholm, Zuerich Workshop on Behavioral Economics, Stanford (Economics), Zuerich  
2013: Washington University at St. Louis (Strategy), Stanford University (Marketing), Boulder Summer Conference on Consumer Financial Decision Making, NBER Summer Institute, Carnegie Mellon University  
2012: University of Lucerne, Rady School of Management (UCSD), INSEAD, University of Munich, University of Zurich, Academy of Management Boston, RAND Behavioral Finance Conference Washington, ESA Conference New York  
2011: ASSA Denver, University of St. Gallen, Santiago de Chile, Workshop on Natural Experiments (Munich), University of Michigan, CESifo Area Conference on Behavioural Economics (Munich), George Washington University School of Business, National University of Singapore, Singapore Management University, New York University, ETH Zuerich  
2010: Toronto Rotman School of Management, New York Fed, UCLA Anderson School, Loyola Marymount University, UC San Diego (Rady), Wharton School, U of Lausanne, Cornell U, Federal Trade Commission, Federal Reserve Bank of Dallas, George Mason U, Harvard Business School, U of Wisconsin-Madison, UC Berkeley (Haas), UC Santa Barbara, Federal Reserve Bank of New York  
2009: U of Basel, IUPUI, Columbia U, ESA Tucson, Harvard Business School, Universitat Autònoma de Barcelona, Universitat Pompeu Fabra Barcelona, Federal Reserve Bank of Chicago, Cornell U, European School of Management and Technology (Berlin), Tel Aviv U, UC Santa Barbara, Harvard U  
2008: U of Zurich, Columbia U, ESA Tucson, Federal Trade Commission, Federal Reserve Bank of Boston, U of Pittsburgh, Tilburg U, UC Berkeley, BDRM San Diego, U of Texas at Dallas, Rady School of Management (UCSD), London Business School, The Wharton School, Columbia Business School, AEA meetings New Orleans  
2007: U of St. Gallen, Dutch Central Bank, European University Institute Florence, AEA meetings Chicago  
2006: U of Lausanne, ESA Tucson, Association for Cultural Economics International Vienna, BDRM Los Angeles, University College London (LEaF), AEA meetings Boston, U of Zurich  
2005: ESA Tucson, ESA Montreal, Venice Summer Institute, Georgia State U, Harvard U, Oxford U, Federal Reserve Bank of Boston, Tilburg U, U of Zurich  
2004: London School of Economics, Cambridge U, U of Zurich, Association for Applied Econometrics, European Public Choice Society  
2003: U of Munich, U of Zurich, U of Erfurt, European Public Choice Society

2002: Verein für Socialpolitik, U of Zurich, European Public Choice Society, Association for Cultural Economics International

2001: U of Munich, U of Zurich, European Public Choice Society

### **Other**

Co-Founder Network of ‘Swiss Economists Abroad’ ([www.swisseeconomistsabroad.org](http://www.swisseeconomistsabroad.org))

Co-Organizer “End-of-Year Conferences” of ‘Swiss Economists Abroad’ at University of Lausanne (‘06), University of St. Gallen (‘07), University of Zurich (‘08), University of Basel (‘09), and Gerzensee (‘10)

Co-Organizer Conference ‘Implications of Behavioral Economics for Economic Policy’ at Federal Reserve Bank of Boston (2007)

Organizer of Session for ASSA meetings in New Orleans (2008)

Member of program committee for 2010 Behavioral Decision Research in Management Conference, Pittsburgh

Co-Organizer Seminar of Management Division at Columbia Business School, 2009-2010

Co-Organizer “Annual Strategy Conference” at Columbia Business School, 2010/11/12

Search Committee ‘Microeconomics’, Columbia Business School, 2010

PhD Coordinator Management Division, Columbia Business School, 2010-present

Member of the Bernstein Center Research Board, Columbia Business School, 2010-present

Faculty representative Academics Committee, 2010-present

Search Committee ‘Strategy’, Columbia Business School, 2011/12, 2012/13

### **Outside Activities**

Advisor, ClearStreet Inc.

Visiting Professor of Research, New York Federal Reserve Bank, 2011

Consultant, Uber Technologies Inc, March 2018 -

#### *Speaking Engagements:*

- Nomis Forum 2014

- Danske Capital Summit 2016