

## 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*

Associate Professor of Business (with tenure)

July 14 - present

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

### Editorial Position

Associate Editor, *Management Science*

2011 - present

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

“Temporal Stability of Time Preferences”, 2009 (with Charles Sprenger)\* (Forthcoming: **Review of Economics and Statistics**)

“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

- “Under-Savers Anonymous: Evidence on self-help groups and peer pressure as savings commitment device”, 2010 (with Felipe Kast and Dina Pomeranz)\*
- “When No News is Good News: CSR Strategy and Newspaper Headlining of Negative Firm Events” (with Jiao Luo and Felix Oberholzer-Gee)
- “Trust and Parochialism in a Culture of Crime” (with Lamar Pierce and Antonino Vaccaro)\*
- “Poverty and Economic Decision-Making: Evidence from Changes in Financial Resources at Payday” (with Leandro Carvalho and Stephanie Wang)\*

“Innate preference for social order inhibits redistribution across human societies” (with Ben Ho, Xinyue Zhou, and Wenwen Xie)

“Field Experiments in Strategy Research” (with Ronnie Chatterji)\*

## **Work in Progress**

“Self-Control and Saving: A Field Study of Low Income Tax Refund Recipients” (with Charles Sprenger)

“Explaining Recidivism” (with Jonathan Levav)

“Behavioral Economics and Mortgages” (with Eric Johnson and Olivier Toubia)

“Behavioral Economics and Credit Cards” (with Trevor Harris and Robert Phillips)

“Household Debt Dynamics” (with Meta Brown)

“Trust and Division of Labor” (with Matt Stephenson)

## **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**

“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).

## 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

MBA Global Immersion: Exploring the Business Environment in Cuba	Spring 2013, 14
EMBA core course ‘Strategy Formulation’	Fall 12
MBA core course ‘Strategy Formulation’	Spring 09, 11, 12 & Fall 09, 12, 13,14
Undergraduate course ‘Strategy Formulation’	Fall 09; Spring 11; Spring 14
Executive Education on ‘Strategy’	

### Harvard University, Kennedy School of Government

‘Game Theory, Strategic Decisions, and Negotiation’ (API-303)	Spring 07
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### University of Zurich, Switzerland

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

### University of Basel, Switzerland

Postgraduate Course in Cultural Economics (with Bruno S. Frey)	Winter 01, 03, 04, 05, 07
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### University of Venice, Italy

MBA-course in Cultural Economics	Winter 01 & 02
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## Workshop Participation

- 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

## Grants and Honors

Rudolph Schoenheimer Faculty Fund, 2012-2013

Excellence in Refereeing Award 2012, *American Economic Review*

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, *American Economic Review*, 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

## Professional Affiliation

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)

2014: Stockholm, Zuerich, Stanford (Economics)

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

*Speaking Engagements:*

- Nomis Forum 2014