

# BÉATRICE BOULU-RESHEF: CURRICULUM VITAE

## **Maître de Conférences (equivalent Assistant Professor) of Economics**

September 2015 to present - Université Paris 1 Panthéon-Sorbonne, Centre d'Economie de la Sorbonne  
Maison des Sciences Economiques, 106-112 Boulevard de l'Hôpital, 75647 Paris cedex 13 - France  
beatrice.boulu-reshef@univ-paris1.fr - <http://beatrice-boulu-reshef.info>  
Office: +33 (1) 44 07 82 64 - Cell: +33 (6) 89 84 77 70

## **Previous employment**

2012-2015: Behavioral Research Associate, University of Virginia Department of Economics (50%) and University of Virginia Darden School of Business (50%)

## **Research Fields and Topics**

**Fields:** Behavioral economics, experimental economics, managerial economics, economics and psychology.  
**Topics:** Leadership, managerial decision-making, entrepreneurial decision-making, cooperation, identity, behavioral operations.

## **Education**

Université Paris 1 Panthéon-Sorbonne

2016 - Habilitation à Diriger des Recherches: “Essais en économie expérimentale et en économie managériale”.  
Committee: Rodolphe Durand (jury member), Nicolas Jacquemet (president), Georg Kirchsteiger (referee), Jérôme Pouyet (referee), Angelo Secchi (referee), Jean-Christophe Vergnaud (guarantor).

Université de Lyon Lumière II

2011 - PhD in Economics, Title: “Identity, Cooperation and the Boundaries of the Firm”.  
Committee: Bernard Baudry (co-advisor), Pablo Branas-Garza (referee), John B. Davis (referee), Geoffrey M. Hodgson (co-advisor), Olivier Weinstein (president).  
Distinctions: Very Honorable with Congratulations and the European Doctorate Label  
2006 - Master in Economics and Management, Mention très bien, joint with the EM Lyon Business School  
2004 - Bachelor in Economics and Management, Mention assez bien

## **Visits**

*After PhD:* 2011-2012: Postdoctoral Visiting Scholar, The Wharton School, University of Pennsylvania, The Sol C. Snider Entrepreneurial Research Center

*During PhD:*

Short-Term Scholar, Brown University, Economics Department, Spring 2008 and Fall 2008  
Visiting Researcher, University of Hertfordshire Business School, Spring 2007 and Spring 2009

## **Publications**

Batrice Boulu-Reshef, Samuel H. Brott and Adam Zylbersztejn (2016) “Does Uncertainty Deter Provision to the Public Good?”, Forthcoming at *Revue économique*, Special issue on recent advances in experimental and behavioral economics. [Liste CNRS: Rang 2]

Le Lec F., Alexopoulos T., Boulu-Reshef B., Fayant M-P, Zenasni F., Lubart T., Jacquemet N. (2016) “Courtship behavior: The Out-of-my-league effect”. *Behavioral and Brain Sciences*, Forthcoming. [Liste CNRS: Psychologie Ethologie Ergonomie]

Béatrice Boulu-Reshef, Irene Comeig, Robert Donze and Gregory Weiss, (2016) “Risk Aversion in Prediction Markets: A Framed-Field Experiment”, *Journal of Business Research*, 69(11): 5071-5075. Special

Section on Turning Kurt Lewin on his head: Nothing is so theoretical as a good practice. Best Paper Award at 2016 GIKA Annual Conference. [Liste CNRS: Rang 2]

Graciela Kuechle, Béatrice Boulu-Reshef and Sean D. Carr (2016) “Prediction- and Control-Based Strategies in Entrepreneurship: The Role of Information”, *Strategic Entrepreneurship Journal*, 10(1): 43-64. Special Issue on the Theories of Entrepreneurship. [Liste CNRS: Rang 2]

Béatrice Boulu-Reshef (2015) “Towards a Personal Identity Argument to Combine Potentially Conflicting Social Identities”, *Review of Social Economy*, 73(1): 1-18. (Lead article) [Liste CNRS: Rang 3]

Anton S. Ovchinnikov, Béatrice Boulu-Reshef and Phillip E. Pfeifer (2014) “Balancing Acquisition and Retention Spending for Firms with Limited Capacity”, *Management Science*, 60(8): 2002-2019. [Liste CNRS: Rang 1eg (“plus particulièrement remarquable”)]

Béatrice Boulu-Reshef (2013) “Economics of the Firm and Economics of Identity: Why and How their Main Questions Overlap”, *Journal of Institutional Economics*, 9(3): 363-379. [Liste CNRS: Rang 2]

Béatrice Boulu-Reshef (2013), Book review of Individuals and Identity in Economics. By John B. Davis. Cambridge, UK: Cambridge University Press, 2011, *Review of Social Economy*, 71(4): 543-546. [Liste CNRS: Rang 3]

### Working papers

Béatrice Boulu-Reshef, (2016) “Cooperation and the Boundaries of the Firm: A Framed-Field Experiment”, Darden Business School Working Paper No. 2512374. *Revise and Resubmit* at *Journal of Behavioral and Experimental Economics*. [Liste CNRS: Rang 4]

Béatrice Boulu-Reshef, Charles A. Holt and Melissa Thomas-Hunt, (2015) “Organization Style, Leadership Strategy and Free-Riding”, Darden Business School Working Paper No. 2595318.

### Work in Progress

“Leadership Effectiveness: Communication, Transparency, and Skin-in-the-Game”, with Jeremy Hutchison-Krupat

“When to Hire the First Employee? Behavioral Evidence and Insights”, with Charles Corbett and Anton Ovchinnikov

“Inventory Management with Carryover in a Laboratory Setting: Going Beyond the Newsvendor Paradigm”, with Charles A. Holt

“Social Distance and Parochialism in the Lab”, with Jonah Schulhofer-Wohl

“Expected Return vs Affordable Loss: An Experimental Analysis of Entrepreneurial Decision-Making”, with Sean Carr and Graciela Kuechle

“Combining the Atomistic and Socially Embedded Conceptions of Corporate Culture: Personal Identity to the Rescue”

### New projects

“What are Control Strategies in Entrepreneurship? An Economic and Experimental Approach”, with Graciela Kuechle

“Which Sanctions and Moral Costs Can Stop Managers from Forming Cartels?”, with Constance Monnier-Schlumberger

“The Effect of Private and Public Returns on Donations: A Field Experiment”, with Aïda Diallo

“The Effect of Trust on Investment Decisions in Entrepreneurial Settings”, with Adrian Calmettes, Klodiana Istrefi, Sofia Mun, Romain Pfau and Luise Rohland

## **Teaching and advising**

### Current teaching at the Sorbonne

#### Courses

- 2015-2016 and 2016-2017: Behavioral finance, Master (2nd year) (Evaluation in 2015-2016: 8.33/10)
- 2015-2016 and 2016-2017: Applied microeconomics, Master (1st year) (No evaluation for this course)

#### Tutorials

- 2015-2016: Introduction to Economics, Bachelor (1st year)
- 2015-2016: Microeconomics, Bachelor (1st year)

### Previous teaching

Instructor: Experimental economics (Evaluations: 4.4/5 in 2013, 4.5/5 in 2014 and 4.5/5 in 2015), Case Studies in Organizational Economics (taught in English), International Economics (taught in English and French), Industrial Organization, Organizational economics, Contemporary Economic Issues.

Teaching Assistant: Mathematics for Economics, Advanced Microeconomics, Introduction to Economic Analysis (taught in French).

### Advising (as first advisor)

#### *At the Sorbonne*

2016-2017: I am currently advising two Master 2 students and two Master 1 students (A change in the organization of our Master program allows us to advise fewer students).

2015-2016: Mémoire Master 2nd year

- Kevin Ratsimiveh: “Une approche expérimentale des anticipations extrapolatives”, co-supervised with Jérôme Glachant, Master 2 Monnaie-Banque-Finance
- Thomas Demathieu: “Cooperation spillovers in rent-seeking behavior”, Master 2 Economics and Psychology
- Filly Pirroux: “Asymmetric Leadership & Contribution to Public Goods: A Case of Incomplete Information”, Master 2 Economics and Psychology
- Raphaël Greffet: “The behavioral impact of anger-induction in ultimatum game: Human versus computer matching”, Master 2 Economics and Psychology
- Francois Boch: “Training strategic thinking in information cascades”, Master 2 Economics and Psychology
- Bao Ngoc Nguyen: “The impact of frequency bias on perceived inflation”, Master 2 Economics and Psychology

2015-2016: Mémoire Master 1st year

- Aïda Diallo: “Don et influence des pairs dans les institutions culturelles. Une étude expérimentale”, Master 1 Economie Théorique et Empirique

- Marie Gaudier: “Les décisions d’allocations des ressources aux sans-abris”, Master 1 Economie Théorique et Empirique
- Karl Lundgren: “Risk Aversion and Participation in Prediction Markets”, Master 1 Economics and Psychology

*At the University of Virginia*

2014-2015: Distinguished Major Program theses

- Samuel Brott: “Uncertainty Certainty: The Effect of Imperfect Information on Public Goods Provision in a Prisoner’s Dilemma Setting”
- Gregory Weiss: “The Effect of Risk Aversion on Prediction Market Accuracy: A Field Experiment”

2013-2014: Distinguished Major Program theses

- Jiankun (Alex) Chen: “Relative Bid Information and Bubble Formation: An Experimental Approach”
- Robert J. Donze: “A Risky Prediction: The effect of Risk Aversion on Prediction Market Accuracy”

**Presentations**

*For current work in progress*

“When to Hire the First Employee? Behavioral Evidence and Insights”

- INFORMS (sponsored session), Philadelphia, November 2015

“Leadership Effectiveness: Communication, Transparency, and Skin-in-the-Game”

- Vienna Center for Experimental Economics, University of Vienne, January 2017
- ASFEE Annual Conference, ESSEC Business School, June 2016
- Business Economics & Strategy Seminars, Tel Aviv School of Management, Tel Aviv University, April 2016
- SIMA Seminar, Paris School of Economics and Université Paris 1 Panthéon Sorbonne, March 2016
- Behavioral Operations Conference, Young Scholars Workshop, Cornell, June 2015

“Inventory Management with Carryover in a Laboratory Setting: Going Beyond the Newsvendor Paradigm”

- Behavior Seminar, Paris School of Economics, April 2017 (scheduled)
- PsyCHIC (PSYchology, Consumer Heterogeneity, Information and Communication), Maison des Sciences de l’Homme de Paris Nord (Saint Denis), December 2016 (scheduled)
- CNRS Retreat in Aussois, December 2015
- Behavioral Operations Conference, Young Scholars Workshop, Cornell, June 2015

*For current working papers*

“Organization Style, Leadership Strategy and Free-Riding”

- ESSEC Business School, January 2016
- University Paris 2 Panthéon-Assas, Paris Center for Law and Economics, October 2015
- Rising Talents Seminar, Centre d’Économie de la Sorbonne, Université Paris 1 Panthéon-Sorbonne, April 2015
- IAE Toulouse School of Management, Toulouse 1 Capitole University, April 2015
- Ecole Polytechnique Fédérale de Lausanne, College du Management de la Technologie, February 2015
- University of Arkansas, Walton School of Business, Department of Economics, January 2015
- University College London, Management Science and Innovation, January 2015

- University of Virginia, Darden School of Business, Dana Clyman Seminars, December 2014
- Behavioral Operations Conference, Young Scholars Workshop, University of Cologne, June 2014
- Paris School of Economics, Economics and Psychology Seminar, May 2014
- University of Virginia Frank Batten School of Leadership and Public Policy Brownbag, April 2014
- University of Virginia Experimental Economics Seminar, May 2013 (on the design)

“Cooperation and the Boundaries of the Firm: Evidence from a Framed Field Experiment”

- Paris School of Economics, Economics and Psychology Seminar, May 2011
- National Institute for Applied Sciences, Lyon, May 2011
- Maison des Sciences de l’Homme Paris Nord, May 2011
- V Alhambra Experimental Workshop, University of Granada, October 2010
- European Association for Evolutionary Political Economy, University of Bordeaux, October 2010 and Amsterdam School of Economics, November 2009
- European Network on the Economics of the Firm, University Paris Nord, September 2009
- The Society for the Advancement of Socio-Economics, Science Po, July 2009
- European Meeting on Applied Evolutionary Economics, Max Planck Institute, Jena, May 2009
- Brown University, Economics Department lunch seminar, May 2008 (on the design)

*For published papers*

“Towards a Personal Identity Argument to Combine Potentially Conflicting Social Identities”

- European Association for Evolutionary Political Economy, University Paris Nord, November 2013
- 14th World Congress of Social Economics, University of Glasgow, June 2012
- Sol C. Snider Entrepreneurial Research Center, Wharton School, February 2012

“Antecedents of Entrepreneurial Decision-Making: Prediction and Control Strategies”

- European Association for Evolutionary Political Economy, University Paris Nord, November 2013
- Sol C. Snider Entrepreneurial Research Center, Wharton School, September 2011

“Balancing Acquisition and Retention Spending for Firms with Limited Capacity” (entitled then “Revenue management with lifetime value considerations”)

- University of Virginia Experimental Economics Seminar, January 2011

“Economics of the Firm and Economics of Identity: Why and How their Main Questions Overlap”

- CNRS Thematic School, La Rochelle, September 2007
- CNRS Doctoriales Economics and sociology, Paris West University, November 2007
- International Network for Economic Method, UNED Madrid, September 2008
- Institut des Sciences de l’Homme Workshop “Analyzes and Transformations of the Firm : Economics, Management and Law”, November 2007

*Internal seminars during my PhD*

- University of Hertfordshire Business School, January 2009, January 2008 and January 2007
- Institute of Human Sciences, Lyon, January 2009, January 2008 and November 2006

### **Professional Affiliations**

AEA, INFORMS, AFSEE.

### **Grants and Distinctions**

#### *While at the Sorbonne*

- Best Paper Award at 2016 GIKA Annual Conference, with Irene Comeig, Robert Donze and Gregory Weiss
- Politiques scientifiques (10000 €), Université Paris 1 Panthéon-Sorbonne, with Nicolas Jacquemet and Fabrice Le Lec
- Convention de partenariat de recherche (16200 €), Département des Prospectives et Statistiques, Ministère de la Culture et de la Communication, with Nicolas Jacquemet

#### *While at the University of Virginia*

- Batten Research Grant Program 2015 (\$8,000), with Charles Corbett, Phil Pfeifer and Anton Ovchinnikov
- Batten Research Grant Program 2014 (\$10,000), with Charles Corbett, Phil Pfeifer and Anton Ovchinnikov
- New Horizons Travel Grant 2014 (\$750), 2014
- AHSS Research Support Spring 2014 (\$5,000), with Jonah Schulhofer-Wohl, 2014-2015
- Quantitative Collaborative Seed Grant (\$6,333), with Jonah Schulhofer-Wohl, 2013-2014
- Darden Research Funding Support 2013-2014 and 2014-2015

#### *While at Wharton*

- Finalist of the William Waters Grant 2012 of the Association for Social Economics, Pre-Selected to Attend the Association for Social Economics Summer School 2012
- Batten Fellow 2012 (\$7,500), Batten Institute, University of Virginia Darden School of Business

#### *During my PhD*

- Explora Pro Post-Doctoral Grant, Rhône-Alpes Region Research Commission 2010
- Graduate Fellowship (ATER), University Paris Nord 2010-2011 and National Institute for Applied Sciences, Lyon 2009-2010
- Short-listed for the “Herbert Simon Young Scholar Prize”, EAEPE 2009
- Graduate Fellowship (Allocation de Recherche), Ministry of Scientific Research, Université de Lyon Lumière II 2006-2009
- Visiting Scholar Award (2008), Brown University 2008
- Explora Doc Grant, Rhône-Alpes Region Research Commission 2006
- Aires culturelles Grant, French Ministry of Scientific Research 2006

#### *During my Master*

- M.A. Merit Grant, French Ministry of Scientific Research 2005
- Economics Honours program as an Erasmus student, University of Glasgow, Mention assez bien, 2005
- Explora Sup Grant, Rhône-Alpes Region Research Commission 2004
- Erasmus Grant, European Commission 2004

### **Professional Service**

Reviewer for *Management Science*, *Journal of Behavioral and Experimental Economics*, *Revue économique*, *Production and Operations Management*, *Review of Social Economy*, *Strategic Entrepreneurship Journal*, *Journal of Business Research*.

Session organizer for the “Relevance’ session: Economics and BIOM” in the Behavior in Operations Management track for the 2015 Production and Operations Management Society Annual Conference.

Service at the Sorbonne

- Supervision of research projects in the Winter camp, Master Economics and Psychology.
- Placement advisor, Master Economics and Psychology.
- Member of the IRB Committee, J-PAL Europe and Paris School of Economics
- Organizer of the work group Behavior, joint Centre d’Economie de la Sorbonne and Paris Jourdan Sciences Economiques.

Service at the University of Virginia

- Moderator of the “Careers in entrepreneurship” Panel organized by the Economics Career Office.
- Gave seven talks on behavioral research methodology at the Darden School and at the Law School.
- Actively involved in organizing BRAD Lab (Behavioral Research at Darden Lab) scientific life.
- Advises students for the Distinguished Major Program.

### **References (in alphabetical order)**

John B. Davis, Marquette University/University of Amsterdam, john.davis@mu.edu

Geoffrey M. Hodgson, University of Hertfordshire, g.m.hodgson@herts.ac.uk

Charles A. Holt, University of Virginia, holt@virginia.edu

Ian MacMillan, University of Pennsylvania, macmilli@wharton.upenn.edu

Anton Ovchinnikov, Queen’s University, anton.ovchinnikov@queensu.ca

Sidney G. Winter, University of Pennsylvania, winter@wharton.upenn.edu

### **Personal**

Married, two children (born May 2013 and October 2016).

Updated: February 23, 2017