

Angela SUTAN

Professeur associé

Département: Droit et environnement de
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ESSEC Business School

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INTERETS DE RECHERCHE

Microéconomie et théorie des jeux, Comportement du consommateur, Economie environnementale,

FORMATION

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| 2011 | Habilitation à diriger des recherches, Economie Comportementale, Université de Montpellier, France |
| 2005 | Doctor of Philosophy, Economie Comportementale, Université de Strasbourg, France |

EXPERIENCE PROFESSIONNELLE

Positions académiques principales

2024 - Présent Professeur associé, ESSEC Business School, France

Autres affiliations académiques

2024 - 2025 Directrice Exécutive adjointe du programme de MGO sur le Sustainability Track, ESSEC Business School, France

BOURSES, PRIX ET DISTINCTIONS

Prix et Distinctions

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| 2015 | Coordinator of the Great Participative Experiment, Researchers' Night, European Researchers' Night, France |
| 2013 | Laureate of "145 femmes vous parlent de science", Ministère de la Recherche., Ministère de la jeunesse, de l'éducation nationale et de la recherche |
| 2009 | Grand Prix de l'Innovation Pédagogique in Business Schools pour la création du LESSAC, Conférence des Grandes Ecoles (CGE), France |
| 2005 | Best PhD Thesis Award (SAUAS, Academy of Strasbourg), Académie de Strasbourg, France |

Bourses

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| 2024 | PHC Ulysses, ADEME, Campus France and Irish Research Council – Who suffers more from paperwork? Comparing Administrative Burdens Across Ireland and France as Barriers to Implementation of the National Climate Action Plans (PI) 10k€, Agence de la transition écologique - ADEME, France |
| 2023 | SPORT – Selection into competition, stereotypes and competitiveness, ANR project (CoPI; PI Marc Willinger) 360 k€, Agence Nationale pour la Recherche (ANR), |

France

- 2022 BE-AWARE – Bringing environmental issues closer to the public with augmented reality, ANR project (CoPI; PI Martin Hachet, INRIA Bordeaux) 500k€, Agence Nationale pour la Recherche (ANR), France
- 2019 ISITE UBFC International Coach – Coaching for the LESSAC team by Uri Gneezy (PI) 600k€, Université de Bourgogne Franche-Comté, France
- 2016 BEAM – Behavioral and Experimental Analyses in Macro-finance, ANR Open Research Area for the Social Sciences in Europe (WP leader; PI Nobuyuki Hanaki) 500k€, Agence Nationale pour la Recherche (ANR), France
- 2012 TWAIN – Technology use at Work And INnovative work practices: Assessing the impact on work environment, employees' motivations and effort, FNR (Fonds National de Recherche) Luxembourg (WP leader; PI Ludivine Martin) 500k€, Fonds National de la Recherche (FNR), Luxembourg
- 2009 VINPEST – An experimental investigation of the willingness to respect the environment in the wine area, APR Pesticides Ministry of Ecology (PI) 200k€, Ministère de l'Ecologie, France
- 2009 EXPALIM – An experimental investigation of credence attributes and contextual effects, Burgundy Regional Council (PI) 300k€, Conseil Régional de Bourgogne, France
- 2009 EXPADEC – Experimental investigation of entrepreneurs' choices, Burgundy Regional Council (PI) 300k€, Conseil Régional de Bourgogne, France
- 2008 PARI grants – Conseil Regional Bourgogne (PI) 20k€, Conseil Régional de Bourgogne, France
- 2007 ECONET – Envy and social status, ECONET (former PHC) Research Project Ministry of Foreign Affairs (PI) 20k€, Ministère des Affaires étrangères, France

PUBLICATIONS

Articles

VRANCEANU, R. et SUTAN, A. (2023). Should the firm or the employee pay for upskilling? A contract theory approach. *Managerial and Decision Economics*, 44(1), pp. 197-207.

BRAÑAS-GARZA, P., CABRALES, A., MATEU, G., SÁNCHEZ, A. et SUTAN, A. (2023). Social interaction and negotiation outcomes: An experimental approach. *Journal of Behavioral and Experimental Economics*, 102, pp. 101948.

BONESCU, M., GINON, E., TAVILLA, V., BIGUZZI, C. et SUTAN, A. (2023). Représentations de la convivialité : de l'imaginaire social du repas au bien-être alimentaire. *Décisions Marketing*, N° 109(1), pp. 103-130.

TISSERAND, J.C., HOPFENSITZ, A., BLONDEL, S., LOHEAC, Y., MANTILLA, C., MATEU, G. ... SUTAN, A. (2022). Management of common pool resources in a nation-wide experiment. *Ecological Economics*, 201, pp. 107566.

COCHARD, F., FLAGE, A., GROLLEAU, G. et SUTAN, A. (2020). Are individuals more generous in loss contexts? *Social Choice and Welfare*, 55(4), pp. 845-866.

- MAX, S., GROLLEAU, G., PERCHOT, R. et SUTAN, A. (2020). On signaling disability in anonymous economic games. *Journal of Economic Psychology*, 78, pp. 102272.
- EL HARBI, S., GROLLEAU, G., SUTAN, A. et BEN TICHA, Z. (2020). Are individuals with entrepreneurial characteristics more likely to engage in destruction? An experimental investigation among potential 21 century entrepreneurs in Tunisia. *Bulletin of Economic Research*, 72(1), pp. 33-49.
- AIMAR, T., BOUHDAOUI, Y., MATEU, G. et SUTAN, A. (2020). Entrepreneurial alertness in eustress complex environments: An experimental approach of the exploitation/exploration dilemma. *Strategic Change*, 29(3), pp. 301-309.
- VRANCEANU, R., SUTAN, A. et DUBART, D. (2019). Discontent with Taxes and the Timing of Taxation: Experimental Evidence. *Revue Economique*, 70(6), pp. 1227-1240.
- CORGNET, B., MARTIN, L., NDODJANG, P. et SUTAN, A. (2019). On the merit of equal pay: Performance manipulation and incentive setting. *European Economic Review*, 113, pp. 23-45.
- CORGNET, B., MARTIN, L., NDODJANG, P. et SUTAN, A. (2019). On the merit of equal pay: Performance manipulation and incentive setting. *European Economic Review*, 113, pp. 23-45.
- HANAKI, N., KORIYAMA, Y., SUTAN, A. et WILLINGER, M. (2019). The strategic environment effect in beauty contest games. *Games and Economic Behavior*, 113, pp. 587-610.
- ANUFRIEV, M., BAO, T., SUTAN, A. et TUINSTRA, J. (2019). Fee structure and mutual fund choice: An experiment. *Journal of Economic Behavior & Organization*, 158, pp. 449-474.
- AJDUKOVIC, I., SPIEGELMAN, E. et SUTAN, A. (2019). Égoïste maintenant, ou altruiste (pour) demain ? Stratégies inter vs intragénérationnelles pour la conservation d'une ressource commune. *Revue Economique*, Vol. 70(6), pp. 1153-1170.
- SUTAN, A., GROLLEAU, G., MATEU, G. et VRANCEANU, R. (2018). "Facta Non Verba": An Experiment on Pledging and Giving. *Journal of Economic Psychology*, 65, pp. 1-15.
- MCCARTHY, R.J., SKOWRONSKI, J.J., VERSCHUERE, B., MEIJER, E.H., JIM, A., HOOGESTEYN, K. ... SUTAN, A. (2018). Registered Replication Report on Srull and Wyer (1979). *Advances in Methods and Practices in Psychological Science*, 1(3), pp. 321-336.
- VERSCHUERE, B., MEIJER, E.H. et SUTAN, A. (2018). Registered Replication Report on Mazar, Amir, and Ariely (2008). *Advances in Methods and Practices in Psychological Science*, 1(3), pp. 299-317.
- GROLLEAU, G., SUTAN, A., EL HARBI, S. et JEDIDI, M. (2018). Do We Need More Time to Give Less? Experimental Evidence From Tunisia. *Bulletin of Economic Research*, 70(4), pp. 400-409.
- LOHÉAC, Y. et SUTAN, A. (2017). Mise en place d'une expérience avec le grand public : entre recherche, vulgarisation et pédagogie. *Revue Economique*, Vol. 68(5), pp. 941-953.
- CORGNET, B., MARTIN, L., NDODJANG, P. et SUTAN, A. (2017). Surveillance informatique versus surveillance classique : une expérience d'effort réel. *Revue Economique*, Vol. 68(5), pp. 843-857.
- GALIA, F., LENTZ, F., MAX, S., SUTAN, A. et ZENOU, E. (2017). Selecting Board Members: The Impact of Common Knowledge on Gender Diversity - An Experimental Investigation. *Managerial and Decision Economics*, 38(6), pp. 806-821.

- LEFEBVRE, M., BIGUZZI, C., GINON, E., GOMEZ-Y-PALOMA, S., LANGRELL, S.R.H., MARETTE, S. ... SUTAN, A. (2017). Mandatory integrated pest management in the European Union: experimental insights on consumers' reactions. *Review of Agricultural, Food and Environmental Studies (ex Revue d'Étude en Agriculture et Environnement)*, 98(1-2), pp. 25-54.
- GROLLEAU, G., SUTAN, A. et VRANCEANU, R. (2016). Do People Contribute More to Intra-temporal or Inter-temporal Public Goods? *Research in Economics*, 70(1), pp. 186-195.
- SUTAN, A. et VRANCEANU, R. (2016). Lying about Delegation. *Journal of Economic Behavior and Organization*, 121, pp. 29-40.
- GROLLEAU, G., KOCHER, M.G. et SUTAN, A. (2016). Cheating and Loss Aversion: Do People Cheat More to Avoid a Loss? *Management Science*, 62(12), pp. 3428-3438.
- GROLLEAU, G., EL HARBI, S., SAADAOU, H. et SUTAN, A. (2016). The Interplay of Inequality and Reference Dependence With Trust an Experimental Study. *Bulletin of Economic Research*, 68(2), pp. 117-123.
- BÉKIR, I., HARBI, S.E., GROLLEAU, G., MZOUGH, N. et SUTAN, A. (2016). The Impact of Monitoring and Sanctions on Cheating: Experimental Evidence from Tunisia. *Managerial and Decision Economics*, 37(7), pp. 461-473.
- MARETTE, S., ISSANCHOU, S., MONNERY-PATRIS, S., GINON, E. et SUTAN, A. (2016). Are children more paternalistic than their mothers when choosing snacks? *Journal of Economic Psychology*, 55, pp. 61-76.
- EL HARBI, S., BEKIR, I., GROLLEAU, G. et SUTAN, A. (2015). Efficiency, equality, positionality: What do people maximize? Experimental vs. hypothetical evidence from Tunisia. *Journal of Economic Psychology*, 47, pp. 77-84.
- ALIA, H., MATEU, G. et SUTAN, A. (2015). Behavioral Microfinance: Evidence from a Field Experiment in Cairo. *Strategic Change*, 24(1), pp. 85-97.
- SESTER, C., DEROY, O., SUTAN, A., GALIA, F., DESMARCHELIER, J.F., VALENTIN, D. et DACREMONT, C. (2013). "Having a drink in a bar": An immersive approach to explore the effects of context on drink choice. *Food Quality and Preference*, 28(1), pp. 23-31.
- SÁENZ-NAVAJAS, M.P., CAMPO, E., SUTAN, A., BALLESTER, J. et VALENTIN, D. (2013). Perception of wine quality according to extrinsic cues: The case of Burgundy wine consumers. *Food Quality and Preference*, 27(1), pp. 44-53.
- SALHI, S., GROLLEAU, G., MZOUGH, N. et SUTAN, A. (2012). How Can Positional Concerns Prevent the Adoption of Socially Desirable Innovations? *Journal of Economic Issues*, 46(3), pp. 799-810.
- TU, V.P., HUSSON, F., SUTAN, A., HA, D.T. et VALENTIN, D. (2012). For me the taste of soy is not a barrier to its consumption. And how about you? *APPETITE*, 58(3), pp. 914-921.
- CORGNET, B., SUTAN, A. et VESZTEG, R.F. (2011). My teammate, myself and I: Experimental evidence on equity and equality norms. *The Journal of Socio-Economics*, 40(4), pp. 347-355.
- CORGNET, B., SUTAN, A. et VESZTEG, R.F. (2010). Mon équipe et moi. *Revue Economique*, Vol. 61(4), pp. 771-782.
- SUTAN, A. et WILLINGER, M. (2009). Guessing with negative feedback: An experiment. *Journal of Economic Dynamics and Control*, 33(5), pp. 1123-1133.
- GROLLEAU, G., MZOUGH, N. et SUTAN, A. (2009). The Impact of Envy-Related Behaviors on Development. *Journal of Economic Issues*, 43(3), pp. 795-808.

GROLLEAU, G., MZOUGH, N. et SUTAN, A. (2008). Please do not pirate it, you will rob the poor! An experimental investigation on the effect of charitable donations on piracy. *The Journal of Socio-Economics*, 37(6), pp. 2417-2426.

SUTAN, A. et WILLINGER, M. (2006). Quand les cercles vicieux deviennent vertueux : une expérience de marché cobweb circulaire. *Revue d'Économie Industrielle*, pp. 267-289.

Documents de travail

VRANCEANU, R. et SUTAN, A. (2020). *Who should pay the bill for employee upskilling?* WP2008, ESSEC Business School.

SUTAN, A. et VRANCEANU, R. (2019). *Managerial Behavior in the Lab: Information Disclosure, Decision Process and Leadership Style*. WP1910, ESSEC Business School.

VRANCEANU, R., SUTAN, A. et DUBART, D. (2016). *Discontent with Taxes and the Timing of Taxation: Experimental Evidence*. ESSEC Business School.

GROLLEAU, G., MATEU, G., SUTAN, A. et VRANCEANU, R. (2015). *"Facta non verba": An experiment on pledging and giving*. ESSEC Business School.

GROLLEAU, G., SUTAN, A. et VRANCEANU, R. (2013). *Taking the Well-being of Future Generations Seriously: Do People Contribute More to Intra-temporal or Inter-temporal Public Goods?* ESSEC Business School.

VRANCEANU, R., SUTAN, A. et DUBART, D. (2010). *Trust and Financial Trades: Lessons from an Investment Game Where Reciprocators Can Hide Behind Probabilities*. ESSEC Business School.