

Angela SUTAN

Professeur associé

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ESSEC Business School

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INTERETS DE RECHERCHE

Behavioral Economics, Développement durable et comptabilité sociale, Economie

FORMATION

2024	Qualification aux fonctions de Professeur des Universités (CNU 05, Economie), CNU 05, France
2011	Habilitation à diriger des recherches, Economie Comportementale, Université de Montpellier, France
2006	Qualification aux fonctions de Maitre de Conférences, CNU 05, Economie, CNU 05, 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 - 2026 Directrice Exécutive adjointe du programme de MGO sur le Sustainability Track, ESSEC Business School, France

2024 - Présent Directrice Scientifique ESSEC Experimental Lab, ESSEC Business School, France

2024 - 2024 Professeur visitant, Luiss University, Italie

2023 - 2023 Professeur visitant, Sapienza Università di Roma, Italie

2022 - 2022 Professeur visitant, University College of Dublin, Irlande

2015 - 2015 Professeur visitant, Universitat Pompeu Fabra, Espagne

2012 - 2013 Professeur visitant, LMU Munich, Allemagne

2010 - 2014 Professeur visitant, CENDEF, University of Amsterdam, Pays-Bas

2009 - 2009 Professeur visitant, Copenhagen Business School, Danemark

2005 - 2024 Directrice du LESSAC, Burgundy School of Business, France

Prix et Distinctions

- 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

- 2025 Testing intergenerational sustainability dilemmas in the lab: what systemic, institutional and implicit incentives work? Transcend Research Project, CERESSEC, ESSEC Business School, France
- 2025 Disentangling the impact of components of social interactions on negotiation: an experiment, Transcend Research Project, CERESSEC, ESSEC Business School, France
- 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 EXPADEC – Experimental investigation of entrepreneurs' choices, Burgundy Regional Council (PI) 300k€, Conseil Régional de Bourgogne, France
- 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

- 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

- AJDUKOVIC, I., SPIEGELMAN, E. et SUTAN, A. (2025). Motivational levers for the preservation of an intergenerational common resource: An experiment. *Ecological Economics*, 230, pp. 108523.
- ROMANIUC, R., GUIDO, A., DUBOIS, D., BAZART, C., SUTAN, A., BAUDRY, P. ... BOUHLEL, I. (2025). The limits of behavioral nudges to increase youth turnout: Experimental evidence from two French elections. *Journal of Economic Behavior & Organization*, 236, pp. 107098.
- 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., SAADAOUI, 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.

Chapitres d'ouvrage

- SUTAN, A. (2025). Communiquer de mauvaises nouvelles à votre équipe est un art à peaufiner. Dans: *Maîtriser l'art de manager*. 1st ed. Harvard Business Review France.

Conférences

- SUTAN, A. (2025). Visualizations for the intergenerational sustainability dilemma. Dans: BE-Aware INRIA Workshop. Bordeaux.
- SUTAN, A. (2025). Understanding the Impact of Visualizing Income Placement on Demand for Redistributive Taxation. Dans: BeAware INRIA Workshop. Bordeaux.
- SUTAN, A. (2024). Linguistic vs. computational description of tasks when evaluating level-k. Dans: CREST-Waseda Experimental and Mathematical Economics Workshop. Paris.
- SUTAN, A. (2024). Scenarios vs. visualisations to understand small probabilities and high risk environmental events. Dans: Visualizations and behavioral strategies for sustainability Workshop. Siena.

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.

Présentation dans un séminaire de recherche

SUTAN, A. (2024). Norms in cooperatives: opting-in public goods in the lab and in the (wine) field. Dans: ESSEC Experimental Lab Seminar. Cergy.

Presse

SUTAN, A. 2024. *Plus de flexibilité ? Les enjeux de la consommation énergétique*. Novembre.

SUTAN, A. (2024). Les quotas: seulement un premier pas? *Reflets ESSEC Magazine*.

AUTRES ACTIVITES DE RECHERCHE

Membre d'un comité de lecture

Depuis 2025 Journal of Behavioral and Experimental Economics

Supervision de thèses / HDR

2025 N. BERLIN (Université Paris X Nanterre), Membre de jury

2025 J.-M. DAGBA (Université Paris 1 Panthéon-Sorbonne), Rapporteur

2025 A. T. NGUYEN (Université Paris X Nanterre), Rapporteur

2025 A. WANG (Université du Luxembourg), Rapporteur

2025 W. X. XIONG (Université Côte d'Azur), Rapporteur

2025 M. FEVRE (University CompuTense), Rapporteur

2024 M. DUARTE (Université de Nantes), Membre de jury

ACTIVITES PROFESSIONNELLES

Autres activités professionnelles

2025 - Présent Membre comité ANR CE26 - Individus, entreprises, marchés, finance, management, Agence Nationale pour la Recherche (ANR), France

2024 - Présent Expert HCERES, Haut Conseil de l'Evaluation de la Recherche et de l'Enseignement Supérieur, France