Angela SUTAN

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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

2026 - Présent	Professeur, ESSEC Business School, France
2024 - 2026	Professeur associé, ESSEC Business School, France

Autres affiliations académiques

2027 - 2027	Responsable de la Chaire d'Economie Circulaire, ESSEC Business School, France
2024 - 2027	Directrice Exécutive adjointe du programme Executive Master in Strategies for Sustainability., 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

BOURSES, PRIX ET DISTINCTIONS

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

2026	Déchets, eau, mobilités : embarquer les citoyens dans l'adaptation du territoire (PI, with Agglo Cergy-Pontoise) - Programmes Académiques Territoriaux CY Générations, 40k€, CY Generations, France
2026	RIVERS - Revise Intergenerational ValuEs foR Sustainability (RIVERS) : CY Generation – HORIZON, CY Generations, France
2025	Disentangling the impact of components of social interactions on negotiation: an experiment, Transcend Research Project, CERESSEC, ESSEC Business School, France
2025	Testing intergenerational sustainability dilemmas in the lab: what systemic, institutional and implicit incentives work? 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	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

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., MZOUGHI, 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., MZOUGHI, 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., MZOUGHI, N. et SUTAN, A. (2009). The Impact of Envy-Related Behaviors on Development. *Journal of Economic Issues*, 43(3), pp. 795-808.

GROLLEAU, G., MZOUGHI, 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., GUIDO, A., DUBOIS, D., BOUHLEL, I. et ROMANIUC, R. (2025). The effect of diversity trainings: an experiment on isolated vs. global choices. Dans: 15th Annual Conference of the French Association of Experimental Economics (ASFEE). Nancy.

SUTAN, A. (2025). Report on waste management experiments. Dans: 2025 Be Aware Workshop Bordeaux. Bordeaux.

SUTAN, A. (2025). Report on gender selection in immersive contexts. Dans: 2025 Be Aware Workshop Dublin. Dublin.

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 Complutense of Madrid), 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