

# Angela SUTAN

Associate Professor

Department: Law, Political Science & Society

Email: [angela.sutan@essec.edu](mailto:angela.sutan@essec.edu)

ESSEC Business School

3 avenue Bernard Hirsch

95021 Cergy-Pontoise

France

## RESEARCH INTERESTS

---

Other research theme, Sustainability & Social Accounting, Environmental Economics,

## EDUCATION

---

- |      |  |
|------|--|
| 2024 | Qualification to the function of University Full Professor, Economics, CNU05, CNU 05, France   |
| 2011 | Habilitation à diriger des recherches, Behavioral Economics, Université de Montpellier, France |
| 2006 | Qualification to the function of Associate Professor, CNU 05, Economics, CNU 05, France        |
| 2005 | Doctor of Philosophy, Behavioral Economics, Université de Strasbourg, France                   |

## EMPLOYMENT

---

### Full-time academic positions

2024 - Present Associate Professor, ESSEC Business School, France

### Other affiliations and appointments

- |                |   |
|----------------|---|
| 2024 - 2026    | Academic Director of the MGO on the Sustainability Track, ESSEC Business School, France |
| 2024 - Present | Scientific Director ESSEC Experimental Lab, ESSEC Business School, France               |
| 2024 - 2024    | Visiting Professor, Luiss University, Italy   |
| 2023 - 2023    | Visiting Professor, Sapienza Università di Roma, Italy                                  |
| 2022 - 2022    | Visiting Professor, University College of Dublin, Ireland                               |
| 2015 - 2015    | Visiting Professor, Universitat Pompeu Fabra, Spain                                     |
| 2012 - 2013    | Visiting Professor, LMU Munich, Germany   |
| 2010 - 2014    | Visiting Professor, CENDEF, University of Amsterdam, Netherlands                        |
| 2009 - 2009    | Visiting Professor, Copenhagen Business School, Denmark                                 |
| 2005 - 2024    | Head of LESSAC, Burgundy School of Business, France                                     |

## GRANTS AND HONORS

---

### Awards and Honors

- 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

### Grants

- 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

---

### Journal Articles

- AJDUKOVIC, I., SPIEGELMAN, E. and 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. and 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. and 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. and 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. and 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. and SUTAN, A. (2020). On signaling disability in anonymous economic games. *Journal of Economic Psychology*, 78, pp. 102272.
- EL HARBI, S., GROLLEAU, G., SUTAN, A. and 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. and 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. and 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. and 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. and 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. and 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. and TUINSTRA, J. (2019). Fee structure and mutual fund choice: An experiment. *Journal of Economic Behavior & Organization*, 158, pp. 449-474.

AJDUKOVIC, I., SPIEGELMAN, E. and SUTAN, A. (2019). Égoïste maintenant, ou altruïste (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. and 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. and 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. and 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. and 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. and 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. and 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. and 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. and VRANCEANU, R. (2016). Lying about Delegation. *Journal of Economic Behavior and Organization*, 121, pp. 29-40.

GROLLEAU, G., KOCHER, M.G. and 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. and 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. and 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. and 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. and 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. and SUTAN, A. (2015). Behavioral Microfinance: Evidence from a Field Experiment in Cairo. *Strategic Change*, 24(1), pp. 85-97.

SESTER, C., DERROY, O., SUTAN, A., GALIA, F., DESMARCHELIER, J.F., VALENTIN, D. and 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. and 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. and 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. and 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. and 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. and VESZTEG, R.F. (2010). Mon équipe et moi. *Revue Economique*, Vol. 61(4), pp. 771-782.

SUTAN, A. and WILLINGER, M. (2009). Guessing with negative feedback: An experiment. *Journal of Economic Dynamics and Control*, 33(5), pp. 1123-1133.

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

GROLLEAU, G., MZOUGH, N. and 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. and WILLINGER, M. (2006). Quand les cercles vicieux deviennent vertueux : une expérience de marché cobweb circulaire. *Revue d'Économie Industrielle*, pp. 267-289.

### Book chapters

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

### Conferences

SUTAN, A. (2025). Visualizations for the intergenerational sustainability dilemma. In: BE-Aware INRIA Workshop. Bordeaux.

SUTAN, A. (2025). Understanding the Impact of Visualizing Income Placement on Demand for Redistributive Taxation. In: BeAware INRIA Workshop. Bordeaux.

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

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

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

SUTAN, A. (2024). Linguistic vs. computational description of tasks when evaluating level-k. In: CREST-Waseda Experimental and Mathematical Economics Workshop. Paris.

SUTAN, A. (2024). Scenarios vs. visualisations to understand small probabilities and high risk environmental events. In: Visualizations and behavioral strategies for sustainability Workshop. Siena.

### Working Papers

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

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

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

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

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

### Presentations at a Faculty research seminar

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

### Press

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

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

## OTHER RESEARCH ACTIVITIES

---

### Editorial Board Membership

Since 2025      Journal of Behavioral and Experimental Economics

### PhD Supervision

2025              N. BERLIN (Université Paris X Nanterre), Thesis jury member

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

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

2025              A. WANG (University of Luxembourg), Thesis referee

- 2025 W. X. XIONG (Université Côte d'Azur), Thesis referee
- 2025 M. FEVRE (University Compultense), Thesis referee
- 2024 M. DUARTE (Université de Nantes), Thesis jury member

## PROFESSIONAL ACTIVITIES

---

### Other professional activities

- 2025 - Present Member of the evaluation committee of the ANR in committee CE26 - Individus, entreprises, marchés, finance, management, Agence Nationale pour la Recherche (ANR), France
- 2024 - Present HCERES expert, Haut Conseil de l'EHigh Council for the Evaluation of Research and Higher Education, France