Angela SUTAN

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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

2026 - Present	Professor, ESSEC Business School, France
2024 - 2026	Associate Professor, ESSEC Business School, France

Other affiliations and appointments

2027 - 2027	Holder of the ESSEC Global Circular Economy Chair, ESSEC Business School, France
2024 - 2027	Academic Director of the Executive Master in Strategies for 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

2026	RIVERS - Revise Intergenerational ValuEs foR Sustainability (RIVERS) : CY Generation – HORIZON, CY Generations, France
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
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 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. 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., SAADAOUI, 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., MZOUGHI, 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., DEROY, 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., MZOUGHI, 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., MZOUGHI, N. and SUTAN, A. (2009). The Impact of Envy-Related Behaviors on Development. *Journal of Economic Issues*, 43(3), pp. 795-808.

GROLLEAU, G., MZOUGHI, 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 Complutense of Madrid), 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