

Angela SUTAN

Associate Professor

Department: Public & Private Policy

ESSEC Business School

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RESEARCH INTERESTS

Microeconomics & Game Theory, Consumer Behavior, Environmental Economics, Organizational

EDUCATION

2011 Habilitation à diriger des recherches, Behavioral Economics, Université de Montpellier, 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 - 2025 Associate Executive Director of the program de MGO (Sustainability Track), ESSEC Business School, 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

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 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
- 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
- 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

- 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 TUINSTRAN, 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., 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., 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., 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.
- CORNET, 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.
- CORNET, 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.

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.