

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

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 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 EXPADEC – Experimental investigation of entrepreneurs' choices, Burgundy Regional Council (PI) 300k€, Conseil Régional de Bourgogne, 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

Journal Articles

- 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.
- 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.