

# Curriculum Vitae

MICHEL ANDRÉ MARÉCHAL

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Date of birth:	22nd October 1979
Nationalities:	Swiss and French
Address:	Department of Economics University of Zurich Bluemlisalpstrasse 10 CH-8006 Zurich Switzerland
Telephone:	+41 (0)44 634 51 91
Email:	<a href="mailto:michel.marechal@econ.uzh.ch">michel.marechal@econ.uzh.ch</a>
Homepage:	<a href="http://www.michelmarechal.com">www.michelmarechal.com</a>
Google scholar:	<a href="http://tiny.uzh.ch/AD">http://tiny.uzh.ch/AD</a>

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### Research Interests

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Field and Lab Experiments, Behavioral Economics, Applied Microeconomics

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### Current Employment and Positions

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Sep17 – present Associate Professor of Economics  
Department of Economics, University of Zurich, Switzerland

Jan18 – Associate Editor, *Journal of the European Economic Association*

Jul14 – present CESifo Research Network, Munich, Germany  
Research Network Affiliate

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### Past Employment

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Sep11 – Sep17 Assistant Professor of Economics  
Department of Economics, University of Zurich, Switzerland

Oct07 – Aug11 Senior Research Associate  
Department of Economics, University of Zurich, Switzerland

Aug04 – Nov07 Research and Teaching Assistant  
Research Institute for Empirical Economics and Economic Policy  
(FEW-HSG), University of St. Gallen, Switzerland

Oct02 – Jul03 Research Assistant  
Institute of Economics (FGN), University of St. Gallen, Switzerland

Jul03 – Nov03 Research Assistant  
UBS AG, Group Public Policy, Zürich, Switzerland

Jun99 – Oct99 Internship  
De Anza College, Cupertino CA, USA

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### Education

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Oct04 – Feb08 PhD in Economics and Finance (*with highest distinction*)  
University of St. Gallen (HSG), Switzerland

Thesis: “Behavioral Economics in the Wild”  
Advisors: Prof. Dr. Monika Büttler (University of St. Gallen)  
and Prof. John List, PhD (University of Chicago)

Oct99 – Mar04 Graduation (lic.oec.hsg) in Economics and Business Administration  
University of St. Gallen (HSG), Switzerland

Dec01 – Mar02      Exchange term  
Indian Institute of Management Bangalore, India

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### Publications

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Laboratory Measure of Cheating Predicts School Misconduct, (with Alain Cohn), forthcoming in *Economic Journal*

“Do Professional Norms in the Banking Industry Favor Risk-Taking?”, (with Alain Cohn and Ernst Fehr), forthcoming in *Review of Financial Studies*.

“Increasing Honesty in Humans with Noninvasive Brain Stimulation”, (with Alain Cohn, Christian Ruff and Giuseppe Ugazio), *Proceedings of the National Academy of Sciences (PNAS)*, 2017, vol. 114, pp. 4360-4364.

“Priming in Economics”, (with Alain Cohn), *Current Opinions in Psychology*, 2016, vol. 12, pp. 17-21.

“Bad Boys: How Criminal Identity Salience Affects Rule Violation”, (with Alain Cohn and Thomas Noll), *Review of Economic Studies*, 2015, vol. 82, pp. 1289-1308.

“Evidence for Countercyclical Risk Aversion: An Experiment with Financial Professionals”, (with Alain Cohn, Jan Engelmann and Ernst Fehr), *American Economic Review*, 2015, vol. 105, pp. 860-885.

“Business Culture and Dishonesty in the Banking Industry”, (with Alain Cohn and Ernst Fehr), *Nature*, 2014, vol. 516, pp. 86-89

“Elections and Deceptions: An Experimental Study on the Behavioral Effects of Democracy”, (with Luca Corazzini, Sebastian Kube and Antonio Nicoló), *American Journal of Political Science*, 2014, vol. 58, pp. 579-592.

“Do Wage Cuts Damage Work Morale: Evidence From a Natural Field Experiment”, (with Sebastian Kube and Clemens Puppe), *Journal of the European Economic Association*, 2013, vol. 11, pp. 853-870.

“The Currency of Reciprocity: Gift-Exchange at the Workplace”, (with Sebastian Kube and Clemens Puppe), *American Economic Review*, 2012, vol. 102, pp. 1644-1662.

“Determinanten kindlicher Geduld: Ergebnisse einer Experimentalstudie im Haushaltskontext”, (with Björn Bartling, Ernst Fehr, Barbara Fischer, Fabian Kosse, Friedhelm Pfeiffer, Daniel Schunk, Jürgen Schupp, and Katharina Spiess), *Schmollers Jahrbuch*, 2010, vol. 130, pp. 297-323.

“Egalitarianism and Competitiveness”, (with Björn Bartling, Ernst Fehr and Daniel Schunk) *American Economic Review*, Papers and Proceedings, 2009, vol. 99, pp. 93-98.

“Two are better than One! Individuals’ Contributions to ‘Unpacked’ Public Goods”, (with Michele Bernasconi, Luca Corazzini and Sebastian Kube) *Economics Letters*, 2009 vol. 104, pp. 31-33.

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### Working Papers

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Job History, Non-cognitive Skills, and Employability, (with Alain Cohn, Frédéric Schneider and Roberto Weber), Working Paper, 2015

“Hidden Persuaders: Do Small Gifts Lubricate Business?” (with Christian Thöni), Draft, 2013

“Framing Effects in Political Decision Making: Evidence From a Natural Voting Experiment”, (with Monika Bütler), CEPR Discussion Paper No. 6200, 2007

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### Awards and Grants

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2016	<i>Journal of the European Economic Association</i> , Excellence in Refereeing Award
2013 – 2017	Gottlieb Duttweiler Institute (GDI)
2008 – 2010	Swiss National Science Foundation
2007	Richard-Büchner Stiftung
2007	Research Fund of the University of St. Gallen
2005 – 2006	Research Fund of the University of St. Gallen

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### Teaching

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2013 – present	Experimental Economics (Master level), University of Zürich
2008 – present	Organizational Economics (Master level), University of Zürich
2008 – present	Seminar in Behavioral and Experimental Economics (Master level), University of Zürich
2005 – 2007	Tutorials for Microeconomics II (Bachelor level), University of St. Gallen

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### Supervised Students

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PhD	Carina Cavalcanti (ETH), second referee
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Master and Bachelor	Andika Willyanto, Barbara Fischer, Rainer Felder, Sandy Göbler Sarah Schätzle, Stephan Koller, Ueli Schuele, Esin Bayram, Bruno Scherrer, Corinna Huelnhagen, Milena Brunner, Matthias Graber, Frédéric Müller, Sara Antunes, Bigna Ruppen, Tanja Studer, Sarah Waser, Helen Bänninger, Pascal Rast, Joël Farronato, Jonas Addor, Lino Stössel, Ewelina Laskowska, Marco Schwarz, Nicole Honegger, Cosimo De Pasquale, Roger Reschek, Dominic Bigliel, Christine Kaut (KIT Karlsruhe), Nenad Ruvidic, Cosma Gabaglio, Marc Zimmermann, Flavio Caderas, Nicolas Sampl, Thomas Braschler, Flurin Noldin, Karim Ben Hassine, Pascal Bührig, Jan Portmann, Jan Aeberhard, Cathrin Dembeck, Jeffrey Yusof
Internships	Ewelina Laskowska, Sophia Zügel, Sarah Wolf, Robert Niederberger, Frina Lin, Joel Hampton

### Presentations

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Culture, Cognition, and Coevolution Lab, 2017 Harvard University  
 Behavioral & Experimental Economics Workshop, 2017 Harvard University  
 Econometrics Research Workshop, 2017 European University Institute  
 Can science enhance ethics in society? Symposium, 2017 University of Amsterdam  
 Advances with Field Experiments, 2016 University of Chicago  
 Departmental seminar, 2016 Helsinki Center of Economic Research  
 Empirical Micro Seminar, 2016 CERGE-EI Prague  
 CREED Seminar, 2016, University of Amsterdam  
 Faculty Seminar, 2015, University of Mainz  
 CESifo Area Conference on Behavioural Economics, 2015, Munich  
 Workshop in Behavioral Public Economics, 2015, University of Vienna  
 Organizations & Society Meeting (Keynote), 2015, University of Innsbruck  
 Behavioral Foundations of Corruption and Unethical Behavior, 2015, WZB Berlin  
 Morality, Incentives and Unethical Behavior, 2015, Rady UC San Diego  
 Faculty Seminar, 2014, Stockholm School of Economics  
 6th Transatlantic Workshop on the Economics of Crime, 2014, Bocconi University  
 NBER Law and Economics Meeting, 2014, NBER  
 9th Invitational Choice Symposium, 2013, Erasmus School of Economics  
 Research Seminar in Law and Economics, 2013, University of Lausanne  
 Tinbergen Institute Micro-Seminar, 2013, Erasmus University Rotterdam  
 Faculty Seminar, 2013, NHH Norwegian School of Economics Bergen  
 Psychology and Economics Seminar, 2012, UC Berkeley  
 Stanford Institute of Theoretical Economics Summer Workshop, 2012, Stanford  
 Deception, Incentives & Behavior Symposium, 2012, San Diego  
 Fotres Forensic Psychology & Psychiatry, 2012, Zurich  
 ETH D-GESS Seminar, 2012, ETH Zurich  
 International ESA Conference, 2011, Chicago

OB Brownbag Seminar, 2011, University of Lausanne  
Decision Processes Colloquia, 2010, Wharton School, University of Pennsylvania  
Advances with Field Experiments, 2010, Wharton School, University of Pennsylvania  
International Meeting on Experimental and Behavioral Economics, 2010, Bilbao  
Psychology and Economics Seminar, 2009, UC Berkeley  
Department Seminar, 2009, Anderson School of Management UC Los Angeles  
Research Seminar, 2009, UC Santa Barbara  
Department Seminar, 2009, UC Santa Cruz  
Research Seminar, 2009, Rady School of Management UC San Diego  
International Taxation Research Seminar, 2009, University of Innsbruck  
Human Relations, Reciprocity, and Incentives in the Workplace, 2008, Rotterdam  
IZA Workshop on Behavioral Labor Economics, 2008, Bonn  
International Meeting on Experimental and Behavioral Economics, 2008, Alicante  
Behavioral and Experimental Economics Seminar, 2007, University of Zurich  
International Meeting on Experimental and Behavioral Economics, 2007, Malaga  
Reciprocity: Theories and Facts, 2007, Verbania  
Brown Bag Lunch Seminar, 2007, University of Innsbruck  
Silvapiana Workshop in Political Economy, 2006, Silvaplana  
IAREP-SABE Congress in Behavioural Economics, 2006, Paris  
Brown Bag Seminar, 2006, University of St.Gallen  
Workshop in Behavioral Public Economics, 2005, Copenhagen  
Zeuthen Workshop in Behavioral Economics, 2005, Copenhagen  
Swiss Society for Economics and Statistics, 2005 Annual Meeting, Zurich

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#### **Presentations to Non-academic Audiences**

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Senior Citizens' University, 2016, University of Zurich  
Swiss Financial Market Supervisory Authority (FINMA), 2015, Bern  
Seminar: Compliance in Financial Services, 2015, Europe Institute UZH, Zurich  
Gottlieb Duttweiler Institute, 2015, Zurich  
Zurich Behavioral Economics Network, 2015, Zurich  
Chartered Financial Accountants Switzerland, 2014, Zurich  
Tertianum (retirement home), 2014, Zurich  
Migros Group Strategy Meeting, 2014, Zurich  
Cantonal Regulatory Commission for Education and Health, 2014, Zurich  
Advisory Board Department of Economics, 2014, Zurich  
TEDxVaduz, 2013, Art Museum Lichtenstein Vaduz  
Penal Institution of Pöschwies, 2013, Zurich  
Advisory Board Department of Economics, 2012, Zurich

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#### **Professional Activities**

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##### **Organizing committee**

Academia-Engelberg 2010: 9th Dialogue on Science - "Challenging Democracy"

**Referee for Journals**

*American Economic Review, Econometrica, Economic Inquiry, Environmental and Resource Economics, European Economic Review, European Journal of Political Economy, Experimental Economics, Games and Economic Behavior, International Economic Review, Journal of Economic Behavior and Organization, Journal of Finance, Journal of the Economic Science Association, Journal of Public Economics, Journal of the European Economic Association, Management Science, Quarterly Journal of Economics, Review of Economics and Statistics, Review of Economic Studies, Scandinavian Journal of Economics*

**Referee for Research Proposals**

Agence Nationale de la Recherche, Israel Science Foundation, Swiss National Science Foundation

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**Media Coverage**

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My work has been featured in various international (e.g., *Economist, BBC, New York Times, Forbes, Le Monde, Wall Street Journal, Harvard Business Review, The New Yorker...*) and national (e.g., *NZZ am Sonntag, Tagesanzeiger, SRF TV, SRF Radio, Finanz und Wirtschaft, Bilanz...*) media outlets.