

Curriculum Vitae

MICHEL ANDRÉ MARÉCHAL

December 2020

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:	michel.marechal@econ.uzh.ch
Homepage:	www.michelmarechal.com
Google scholar:	http://tiny.uzh.ch/AD
Twitter:	https://twitter.com/michelamarechal

Research Interests

Field and Lab Experiments, Behavioral Economics, Applied Microeconomics

Current Employment and Positions

Aug18 – present 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 Fellow

Past Employment

Sep17 – Aug18 Associate Professor of Economics
Department of Economics, University of Zurich, Switzerland

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

Education

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

Publications

“Honesty in the Digital Age”, (with Alain Cohn and Tobias Gesche), forthcoming *Management Science*.

“Frequent Job Changes Can Signal Poor Work Attitude and Reduce Employability”, (with Alain Cohn, Frédéric Schneider, and Roberto Weber), forthcoming *Journal of the European Economic Association*.

“Motivated Misremembering of Selfish Decisions”, (with Ryan Carlson, Molly Crockett, Ernst Fehr, and Bastiaan Oud), *Nature Communications*, 2020, vol. 11, Article number 2100.

“Selective Participation May Undermine Replication Attempts”, (with Alain Cohn and Ernst Fehr), *Nature*, 2019, vol. 575, pp. E1-E2.

“Civic Honesty Around the Globe”, (with Alain Cohn, David Tannenbaum, and Christian Zünd), *Science*, 2019, vol. 365, pp. 70-73.

“Hidden Persuaders: Do Small Gifts Lubricate Business?”, (with Christian Thöni), *Management Science*, 2019, vol. 65, pp. 3877-3888.

“Laboratory Measure of Cheating Predicts School Misconduct”, (with Alain Cohn), *Economic Journal*, 2017, vol. 128, pp. 2743-2754.

“Do Professional Norms in the Banking Industry Favor Risk-Taking?”, (with Alain Cohn and Ernst Fehr), *Review of Financial Studies*, 2017, vol. 30, pp. 3801-3823.

“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.

Working Papers

“What Do Cross-country Surveys Tell Us About Social Capital?”, (with David Tannenbaum, Alain Cohn, and Christian Zünd), Working paper.

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

Work in Progress

“The Right to Be Heard: A Randomized Controlled Trial on Economizing Procedural Justice”, (with Andreas Beerli, Lorenz Biberstein, Martin Killias, and Nora Markwalder)

“On the Side-effects of Smart Drugs on Cheating”, (with Andreas Kappes, Anne-Marie Nussberger, Alain Cohn, Guy Kahane, Julian Savulescu, Philip Cowen, Michael Browning, and Molly Crockett)

Awards and Grants

2020	Diligentia Prize for Empirical Research (for <i>Science</i> paper “Civic Honesty Around the Globe”)
2020 – 2023	Stiftung wissenschaftliche Forschung, University of Zurich
2019 – 2020	NOMIS Foundation
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

Teaching

2018	Field Experiments (PhD), University of Copenhagen
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

Supervised Students

PhD committee	Carina Cavalcanti (ETH), Fanny Brun, Job Harms (Erasmus Rotterdam), Christian Zünd, Florian Schneider, Xiaoyue Shan, Krishna Srinivasan
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 Ruvdic, 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, Mauro Lanfranchi, Melina Ehram, Soraya Catoja, Flavia Hug, Norina Furrer, Martina Scarpi

Internships Ewelina Laskowska, Sophia Zügel, Sarah Wolf, Robert Niederberger, Frina Lin, Joel Hampton

Presentations

Departmental Seminar, 2020 GATE Lyon
Behavioral Sciences Workshop, 2020 Yale
Lunch Seminar Public Policy Group, 2020 ETH Zurich
Departmental Seminar, 2020 University of York
Seminar in Politics and Society, 2019 Collegio Carlo Alberto, Turin
Departmental Seminar, 2019 University of Heidelberg
MPI Research Seminar, 2018 Max Planck Institute Bonn
Applied Micro Workshop, 2018 University of Bonn
Field Days: Experiments Outside the Laboratory, 2018 Erasmus University Rotterdam
GSBE-ETBC Seminar, 2018 Maastricht University
Association for the Study of Religion, Economics and Culture, 2018 Luxembourg
International Meeting on Experimental and Behavioral Social Sciences, 2018 Florence
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
Silvaplane 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

Presentations to Non-academic Audiences

Academy of Behavioral Economics, 2020, GDI Rüslikon
Gottlieb Duttweiler Institute, 2020, Zurich
BEworks Inc. Visiting Scholar Session, 2018, Toronto
Academy of Behavioral Economics, 2018, GDI Rüslikon
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

Professional Activities

Referee for Journals

American Economic Review, Econometrica, Economic Inquiry, Economic Journal, 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 Economic Psychology, Journal of Finance, Journal of the Economic Science Association, Journal of Public Economics, Journal of the European Economic Association, Labour Economics, Leadership Quarterly, Management Science, Nature Communications, Nature Human Behavior, Quarterly Journal of Economics, Review of Economics and Statistics, Review of Economic Studies, Scandinavian Journal of Economics, Science Advances

Referee for Research Proposals

Austrian Academy of Sciences, Agence Nationale de la Recherche, Deutsche Forschungsgemeinschaft, Netherlands Organisation for Scientific Research, Israel Science Foundation, Swiss National Science Foundation

Organizing committee

Zurich Workshop on Economics and Psychology 2021

Zurich Workshop in Behavioral Economics 2018

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

Media Coverage

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.