

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

Research Interests

Field and Lab Experiments, Behavioral Economics, Applied Microeconomics

Current Employment and Positions

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

Past Employment

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

“Hidden Persuaders: Do Small Gifts Lubricate Business?” (with Christian Thöni), forthcoming in *Management Science*.

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), *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

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

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

Awards and Grants

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

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	Carina Cavalcanti (ETH), second referee
Master and	Andika Willyanto, Barbara Fischer, Rainer Felder, Sandy Göbler

Bachelor	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

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
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

Presentations to Non-academic Audiences

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

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

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.