

STEPHAN MEIER

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Male; Swiss citizen

Education

Ph.D. in Economics, University of Zurich, *summa cum laude*, 2005
MA in History, Economics and Political Science, University of Zurich, *summa cum laude*, 2000
Semester abroad at the University of Barcelona, Spain, January - June 1998

Present and Past Positions

Columbia University, Graduate School of Business

Assistant Professor July 08 - present

Federal Reserve Bank of Boston, Research Center for Behavioral Economics and Decision-Making

Visiting Scholar July 08 - present

Senior Economist January 07 - June 08

Economist October 05 - December 06

Harvard University, Kennedy School of Government

Adjunct Lecturer Spring semester 2007

Research Fellow (Sponsor: Professor Iris Bohnet) January 05 - September 06

London School of Economics (STICERD)

Research Affiliate (Sponsor: Professor Tim Besley) October - December 04

University of Zurich, Chair of Political Economy

Research and Teaching Assistant to Professor Bruno S. Frey July 99 - June 04

Publications in Refereed Journals

“Another Hidden Cost of Incentives: The Detrimental Effect on Norm Enforcement”, 2009. Forthcoming:
Management Science (with Andreas Fuster)

“Present-Biased Preferences and Credit Card Borrowing”, Forthcoming: **American Economic Journal:
Applied Economics**, 2009. (with Charles Sprenger)

“Why Does Unemployment Hurt the Employed? Evidence from the Life Satisfaction Gap Between the
Private and the Public Sector”, 2009. Forthcoming: **Journal of Human Resources** (with Simon
Luechinger and Alois Stutzer)

“Doing Good or Doing Well? Image Motivation and Monetary Incentives in Behaving Prosocially”,
American Economic Review, 99(1), 2009: 544-555. (with Dan Ariely and Anat Bracha)

“Bureaucratic Rents and Life Satisfaction”, **Journal of Law, Economics, & Organization**, 24(2), 2008:
476-488. (with Simon Luechinger and Alois Stutzer)

“Do People Behave in Experiments as in the Field? – Evidence from Donations”, **Experimental Economics**
(Special edition on field experiments edited by John List), 11(3), 2008: 268-281. (with Matthias Benz)

“Is Volunteering Rewarding in Itself?” **Economica**, 75(297), 2008: 39-59. (with Alois Stutzer)

“Do Subsidies Increase Charitable Giving in the Long Run? Matching Donations in a Field Experiment”,
Journal of the European Economic Association, 5(6), 2007: 1203-1222.

“The Impact of Group Membership on Cooperation and Norm Enforcement: Evidence using Random
Assignment to Real Social Groups”, **American Economic Review Papers & Proceedings**, 96(2), 2006:
212-216. (with Lorenz Goette and David Huffman)

“Does Framing Matter for Conditional Cooperation? Evidence from a Natural Field Experiment”, **B.E.
Journal: Contributions to Economic Analysis & Policy** (Special edition on field experiments edited by
John List), 5(2), 2006: Article 1.

- “Social Comparison and Pro-Social Behavior: Testing Conditional Cooperation in a Field Experiment”, **American Economic Review**, 94, 2004: 1717-22. (with Bruno S. Frey);
Reprinted in: Carbone and Starmer (Eds). *New Developments in Experimental Economics*, Edward Elgar Publishing.
- “Pro-Social Behavior in a Natural Setting”, **Journal of Economic Behavior and Organization**, 54, 2004: 65-88. (with Bruno S. Frey)
- “Do Business Students Make Good Citizens”, **International Journal of the Economics of Business**, 11, 2004: 141-63. (with Bruno S. Frey)
- “Are Political Economists Selfish Or Indoctrinated?” **Economic Inquiry**, 41, 2003: 448-62. (with B.S. Frey)

Working Papers

- “Deciding to Distrust” Federal Reserve Bank of Boston *Working Paper*, 2005. (with Iris Bohnet)
- “Discounting Financial Literacy: Time Preferences and Participation in Financial Education Programs”, *Working Paper*, 2008. (with Charles Sprenger)
- “The Impact of Social Ties on Group Interactions: Evidence from Minimal Groups and Randomly Assigned Real Groups”, *Working Paper*, 2009. (with Lorenz Goette and David Huffman)
- “The Role of Group Boundaries on Human Altruism and Anti-Social Behavior” (with Lorenz Goette, David Huffman and Matthias Sutter)

Work in Progress

- “Long-Run Effects of Fundraising Activities”
- “Deciding to Walk Away: Time Preferences and Strategic Defaulting” (with Charles Sprenger)
- “Stability of Time Preferences” (with Charles Sprenger)
- “Self-Control and Saving: A Field Study of Low Income Tax Refund Recipients” (with Charles Sprenger)
- “Sustainable Homeownership and Numerical Ability” (with Kris Gerardi and Lorenz Goette)
- “Selection into Experiments” (with Armin Falk and Christian Zehnder)
- “Strategic CSR” (with Dan Ariely and Anat Bracha)
- “Peer Effects in Savings” (with Felipe Kast and Dina Pomeranz)
- “Charitable Giving in a Crisis” (with Ray Fisman)

Other Publications

Books

- “The Economics of Non-selfish Behaviour: Decisions to Contribute Money to Public Goods”, *Edward Elgar Publishing Ltd.*, 2006.

Book Chapters and Non-Peer-Reviewed Journal Articles

- “Do Women Behave More/Less Pro-socially Than Men? Evidence from Two Field Experiments”, *Public Finance Review*, 35(2), 2007, 215-232.
- “When Donors Feel Generous: Economic Research on Prosocial Behavior”, *Communities & Banking* 18 (1), 2007. 3-5.
- “Natural Experiments”, forthcoming in: *International Encyclopedia of the Social Sciences*, 2006.
- “A Survey of Economic Theories and Field Evidence on Pro-Social Behavior”, in: Bruno S. Frey and Alois Stutzer (eds.). *Economics and Psychology: A Promising New Cross-Disciplinary Field*, Cambridge: MIT Press, 2007: 51-88.
- “How Much Should You Trust?”, *Negotiation*, 9(3), 2006: 7-9. (with Iris Bohnet)
- “Selfish and Indoctrinated Economists”, *European Journal of Law and Economics*, 19, 2005: 165-171. (with Bruno S. Frey)
- “Cultural Economics”, in: Sharon J. Macdonald (Ed.). *A Companion to Museum Studies*, Blackwell

Publishing, 2006: 398-414. (with Bruno S. Frey)

“The Economics of Museums”, in: Victor Ginsburgh and David Throsby (eds.). *Handbook of the Economics of Art and Culture*, Amsterdam et al.: Elsevier, 2006: 1017-1045. (with Bruno S. Frey)

“Why Does the ‘Migros’ Work? Corporate Governance in a Cooperative” (in German), in: Katja et al. (Hg.). *Der Migros-Kosmos*. Baden: hier + jetzt, 2003: 102-12.

“Private Faces in Public Places: The Case of a Private Art Museum in Europe”, *Cultural Economics*, 3(3), 2003: 1-16. (with Bruno S. Frey)

Policy Papers

“Overborrowing and Undersaving: Lessons and Policy Implications from Research in Behavioral Economics”, *Public and Community Affairs Discussion Paper*, 2007. (with M. Benton and C. Sprenger)

Book Reviews

“The Psychology of Economic Decisions. Volume I: Rationality and Well-Being?” edited by Isabelle Brocas and Juan D. Carrillo. In: *Economica*, 71: 321-22.

“The Price of Virtue: The Economic Value of the Charitable Sector” by Vivien Foster et al. In: *Kyklos*, 55, 2002: 426-28.

“Economics and Culture” by David Throsby. In: *Kyklos*, 54, 2001: 648-49.

Teaching Materials

“Strategy Formulation and Competitive Advantage” *Columbia CaseWorks* ID#080407 (with Bruce Kogut and Felix Oberholzer-Gee).

Press Coverage

The Economist, Wall Street Journal, Financial Times, Handelsblatt, New York Times, Los Angeles Times, Neue Zuercher Zeitung, Cash, Tages Anzeiger

Teaching Experience

Columbia University, Graduate School of Business

MBA core course ‘Strategy Formulation’ Spring & Fall 09

Undergraduate course ‘Strategy Formulation’ Fall 09

Harvard University, Kennedy School of Government

‘Game Theory, Strategic Decisions, and Negotiation’ (API-303) Spring 07

University of Zurich, Switzerland

Executive Master in Cultural Management (with Bruno S. Frey) Summer 07

Seminar in Economic Policy (with Bruno S. Frey) Summer 03 & 04

Economic Policy (with Bruno S. Frey) Winter 02; Summer & Winter 03

Environmental Economics (with Reiner Eichenberger) Winter 01

Economic Analysis of Politics (with Bruno S. Frey) Summer 01

Tutorial in Microeconomics Winter 00

University of Basel, Switzerland

Postgraduate Course in Cultural Economics (with Bruno S. Frey) Winter 01, 03, 04, 05, 07

University of Venice, Italy

MBA-course in Cultural Economics Winter 01 & 02

Workshop Participation

Summer Institute on Behavioral Economics (by invitation only), University of California at Berkeley, 02

Summer School ‘Behavioral Economics’ (by invitation only), European Science Days, Steyr, Austria, 01

Summer School ‘Advanced Microeconomics’, London School of Economics, 01

Scholarships and Honors

Excellence in Refereeing Award, *American Economic Review*, 2007-2008

Research scholarship, Swiss National Science Foundation October 04 - September 05

Award of the Department of Economics (University of Zurich) for best master thesis Summer 00

Professional Affiliation

Institute for Empirical Research in Economics (IEW), Permanent Visiting Fellow August 06 - present

Center for Research in Economics, Management and the Arts (CREMA), Research Fellow October 04 - present

Institute for the Study of Labor (IZA), Research Fellow April 07 - present

Professional Activities

Refereeing

American Economic Review, Berkeley Journals in Economic Analysis & Policy, Economic Inquiry, Economic Journal, Economic Theory, Economics of Education Review, Economics Letters, European Economic Review, Experimental Economics, Fiscal Studies, Games and Economic Behavior, Information Economics and Policy, Int. Journal of the Economics of Business, International Studies Quarterly, Journal of Economic Behavior and Organization, Journal of Economic Education, Journal of Economic Psychology, Journal of Political Economy, Journal of Public Economics, Journal of Socio-Economics, Kyklos, NSF, Psychological Science, Public Choice, Quarterly Journal of Economics, Review of Economic Studies, Social Science Quarterly, Southern Economic Journal

Presentations

Purdue University (2009 planned), Federal Reserve Bank of Chicago (2009 planned), Cornell University (2009 planned), European School of Management and Technology (2009), Tel Aviv University (2009), UC Santa Barbara (2009), Harvard University (2009), University of Zurich 2008, Columbia University 2008, Economic Science Association (ESA) Tucson 2008, Federal Trade Commission 2008, Federal Reserve Bank of Boston 2008, University of Pittsburgh 2008, Tilburg University 2008, Berkeley 2008, BDRM San Diego 2008, University of Texas at Dallas 2008, Rady School of Management (UCSD) 2008, London Business School 2008, The Wharton School 2008, Columbia Business School 2008, AEA meetings New Orleans 2008, University of St. Gallen 2007, Dutch Central Bank 2007, European University Institute Florence 2007, AEA meetings Chicago 2007, University of Lausanne 2006, Economic Science Association (ESA) Tucson 2006, Association for Cultural Economics International Vienna 2006, BDRM Los Angeles 2006, University College London (LEaF) 2006, AEA meetings Boston 2006, ESA Tucson 2005, ESA Montreal 2005, Venice Summer Institute 2005, Georgia State University 2005, Harvard University 2005, Oxford University 2005, Federal Reserve Bank of Boston 2005, Tilburg University 2005, London School of Economics 2004, Cambridge, UK 2004, University of Zurich 2000-2006, University of Munich 2001, 2003, Association for Applied Econometrics 2004, University of Erfurt 2003, ESA Nashville 2003, Public Choice Society 2003, Association for Cultural Economics International 2002, Verein für Socialpolitik 2002, European Public Choice Society 2001-2004

Other

Co-Founder of Network of 'Swiss Economists Abroad' (www.swisseeconomistsabroad.org)

Co-Organizer of End-of-Year Conferences of 'Swiss Economists Abroad' at University of Lausanne ('06), University of St. Gallen ('07), and University of Zurich ('08)

Co-Organizer of conference 'Implications of Behavioral Economics for Economic Policy' at Federal Reserve Bank of Boston (2007)

Organizer of Session for ASSA meetings in New Orleans (2008)