

# Manuela R Collis

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## Research Interests

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Gender, Entrepreneurship and Innovation, Experimental Methods, Behavioral Economics

## Education

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**Rotman School of Management, University of Toronto**

**Toronto, ON, Canada**

Doctor of Philosophy (Ph.D) in Management

*Sep 2020 -*

**Harvard Extension School**

**Cambridge, MA, USA**

Non-Degree Seeking

*Sep 2018 - Dec 2018*

**Fletcher School of Law and Diplomacy at Tufts University**

**Medford MA, USA**

Master of Arts in Law and Diplomacy

*2016 - 2018*

**Bern University of Applied Sciences**

**Bern, BE, Switzerland**

Bachelor of Science in Business Administration (BFH) with Specialization in  
Banking and Finance

*2012 - 2016*

- One-year exchange at the Leicester Business School at De Montfort University in the United Kingdom (2014-2015)

## Research

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### WORKING PAPERS

2021 **Stereotypes and Belief Updating**, with Katherine B Coffman and Leena Kulkarni  
Under Review | [WP](#) | [Instructions](#)

2021 **Whether to Apply**, with Katherine B Coffman and Leena Kulkarni  
R&R at Management Science | [WP](#) | [Instructions](#)

### BOOK CHAPTERS

Jaggi, Manuela and Alexander Hunziker, “A Swiss think tank in behavioral economics – why it is needed and how it should be organized,” in Strategic Organisation, ed. Kim Oliver Tokarski, Jochen Schellinger, and Philipp Berchtold, 345-365, Wiesbaden, Springer, 2018 (*based on my Bachelor’s thesis / in German*)

### POLICY REPORT

Bergom, Inger, Manuela Jaggi, and Gautam Praphat. “College Student Voter Ineligibility and Its Impact on Turnout Estimates.” *Association for Institutional Research, Data and Decisions for Higher Education*, 2018.

### Case Studies

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2020 **The Boss Has the Wrong Idea**, with Katherine B. Coffman, Alison Wood Brooks, Judith A. Clair, Katherine Chen, and Kathleen L. McGinn, Harvard Business School Teaching Note 920-053

- 2019     **Negotiating for Equal Pay: The US Women’s National Soccer Team (A)**, with John Beshears, Christine Exley, and Davis Heniford, Harvard Business School Case 920-029
- 2019     **Negotiating for Equal Pay: The US Women’s National Soccer Team (B)**, with John Beshears, Christine Exley, and Davis Heniford, Harvard Business School Case 920-030

## Presentations and Conferences

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- 2022     **National Bureau of Economic Research Entrepreneurship Summer Bootcamp, Boston**
- 2019     **Academy of Management (AOM) Annual Meeting 2019, Boston**  
*Symposium | Paper: “Whether to Apply”*
- 2022     **European Group for Organizational Studies (EGOS) Colloquium 2022, Vienna**  
 Paper: “Whether to Apply”

*Attended: 2019 JDM Conference, Boston; 2020 ASSA Annual Meeting, San Diego*

## Research Grants

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**TD-Management and Data Analytics Lab (TD-MDAL) Research Grant**  
 Rotman School of Management, University of Toronto, \$ 3,349.75, 2022 - 2023

**Institute for Gender and the Economy (GATE) Research Grant**  
 Rotman School of Management, University of Toronto, \$8,000, 2022 - 2023

## Awards, Fellowships

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- 2020, 2021     **Director’s Fellowship Award**  
*Rotman School of Management*
- 2018 - 2019     **Women in Public Policy Program (WAPPP) Fellow**  
*Harvard Kennedy School*
- 2016 - 2018     **Scholarship Award**  
*The Fletcher School at Tufts University*
- 2016 - 2018     **Scholarship Award**  
*Canton of Solothurn, Switzerland*

## Workshop

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- 2019     **Academy of Management (AOM) Annual Meeting 2019, Boston**  
*New Doctoral Student Consortium (NDSC)*

## Research Assistantship and Professional Experience

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<b>Harvard Business School</b>	<b>Boston, MA, USA</b>
Research Associate	2018 - 2020
Research Assistant	2017 – 2018
<b>Institute for Democracy and Higher Education / Tisch College of Civic Life at Tufts University</b>	<b>Medford, MA, USA</b>

Quantitative Research Assistant

2018

**The Fletcher School at Tufts University**

**Medford, MA, USA**

Research Assistant

*Jun 2017 – Dec 2017*

**Bern University of Applied Sciences**

**Bern, BE, Switzerland**

Research Assistant

*Jan 2017 – Oct 2017*

**Raiffeisenbank**

**Fulenbach, SO, Switzerland**

Executive Assistant, Financial Advisor, Apprentice in Banking

*2006 - 2016*

- Raiffeisen is the third largest banking group in Switzerland, employs >10,000 people and has a cooperative legal structure.

## **Professional Affiliations and Activities**

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### **Academy of Management**

**2019 - Present**

- Memberships: AOM, Organizational Behavior, Gender & Diversity in Organizations, Managerial and Organizational Cognition

### **Referee Services for**

- Academy of Management Annual Meeting

### **Service and Leadership Activities**

- Co-organizer, speaker, and mentor at the Summer Research Opportunity Program (SROP) 2021, 2022  
*The goal of the Canada SROP is to increase the number of BIPOC (Black, Indigenous, and People of Color) PhD students and faculty members in the fields of Management, Economics, and Psychology across Canada.*
- Organize a virtual PhD student coffee chat (randomized student pairing) during the pandemic year of 2020/2021

## **Skills and Interests**

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### **Languages**

- Swiss German (native), German (native), English (fluent), French (intermediate)

### **Technical**

- STATA, R, Python, MTurk, Qualtrics, Javascript, oTree, Tableau

### **Other**

- Hiking, hot inferno pilates, running, current affairs, travelling