

Samuel D. Hirshman

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EMPLOYMENT

NHH Department of Economics

Associate Professor (tenure track)

Bergen, Norway

August 2021- Present

Leeds School of Business, University of Colorado

Post Doctoral Research Associate

Boulder, CO

August 2020- 2021

PUBLISHED PAPERS

- Hirshman, Samuel D. and Abigail B. Sussman. "Minimum Payments Alter Debt Repayment Strategies across Multiple Cards" (Journal of Marketing, December, 2022)
- Hartzmark, Samuel M., Samuel D. Hirshman, and Alex Imas. "Ownership, Learning, and Beliefs". (The Quarterly Journal of Economics, August, 2021) [link to paper](#)
- Hirshman, Samuel, Devin Pope, and Jihong Song. "Mental Budgeting versus Relative Thinking." AEA Papers and Proceedings, vol. 108, pp. 148-52. 2018. [link to paper](#)

WORKING PAPERS

- Shen, Luxi and Samuel D. Hirshman. "As Wages Increase, Do People Work More or Less? A Wage Frame Effect"

RESEARCH IN PROGRESS

- Hirshman, Samuel D., Abigail B. Sussman, Samuel M. Hartzmark, and Alex Imas. "Ownership Alters Learning and Beliefs about Product Attributes"
- Hirshman, Samuel D. and George Wu. "Semi-parametric Estimation of the Prospect Theory Value Function for Sure Outcomes"
- Hirshman, Samuel D. "The Interplay of Beliefs and Preferences in Driving the Disposition Effect".

RESEARCH INTERESTS

Financial decision making, learning and beliefs, ownership, choice under uncertainty, and time discounting

EDUCATION

University of Chicago Booth School of Business

PhD in Behavioral Science

Chicago, IL

Dissertation Defense September 2020

Swarthmore College

Bachelor of Arts in Theories of Decision Making; Minor: Mathematics and Statistics

Swarthmore, PA

Aug 2009 - May 2013

REFERENCES

Richard H. Thaler
Professor of Behavioral Science and Economics
Booth School of Business
University of Chicago
Chicago, IL
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Alex Imas
Assistant Professor of Behavioral Science and Economics
Booth School of Business
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Abigail B. Sussman
Associate Professor of Marketing
Booth School of Business
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George Wu
John P. and Lillian A. Gould Professor of Behavioral Science
Booth School of Business
University of Chicago
Chicago, IL
Email: George.Wu@chicagobooth.edu

AWARDS AND HONORS

- Russell Sage Foundation Summer Institute in Behavioral Economics Attendee, Summer 2018
- Thaler-Tversky Independent Research Grant, Fall 2018
- FAIR/Rady Spring School in Behavioral Economics Attendee, Spring 2019

PRESENTATIONS

- “The Interplay of Beliefs and Preferences in Driving the Disposition Effect”
 - Workshop on Beliefs, Narratives, and Memory, 2021
- “Ownership, Learning, and Beliefs” (with Samuel M. Hartzmark and Alex Imas)
 - Spring School in Behavioral Economics, 2019
 - Rady School of Management, 2020
 - CREED/TI Workshop, 2020
 - NHH Economics, 2021
- “More than the Minimum: Minimum Requirements Lead to Excess Dispersion in Allocation Decisions” (with Abigail B. Sussman)
 - SJDM, 2017
 - BDRM, 2018
 - FCAC National Research Symposium on Financial Literacy, 2018
 - SCP, 2019
 - ACR, 2019
- “Waiting for a Hot Hand: A New Metric for Detecting Hot Hand effects”(with Connor Dowd and Nick Polson)
 - SJDM, 2016 Poster Presentation

TEACHING

- **Managerial Decision Making**, Professor Linnea Gandhi, Spring 2017
- **Experimental Marketing**, Professor Oleg Urminsky, Summer 2017, and Spring, 2018
- **The Study of Behavioral Economics**, Professor Devin Pope, Winter 2017, Summer 2018 (Chicago 4.89/5), and Summer 2019 (Chicago 4.71/5)
- **Managerial Decision Making**, Professor George Wu, Summer 2018 (London 4.21/5)
- **Marketing Management**, Professor Pradeep Chintagunta, Spring, 2019 (Chicago 3.92/5, Hong Kong 4.69/5)

REFEREE SERVICE

Proceedings of the National Academy of Sciences, Management Science, Journal of the European Economic Association, Cognition, Journal of Behavioral and Experimental Economics

OTHER RESEARCH

- Friedberg, Mark W., Maria Orlando Edelen, Samuel Hirshman, Michaela Kerrissey, Ashley-Kay Basile, Maïke V. Tietschert, Marc N. Elliott, and Sara J. Singer. “Development and Psychometric Analysis of the Revised Patient Perceptions of Integrated Care Survey.” *Medical Care Research and Review* (2019): 1077558719842951.
- Hirshman, Samuel, Soeren Mattke, and Hangsheng Liu. “Anesthesia service use and the uptake of screening colonoscopies.” *Medical Care* 55, no. 6 (2017): 623-628.
- Hussey, Peter S., Peter Huckfeldt, Samuel Hirshman, and Ateev Mehrotra. “Hospital and regional variation in Medicare payment for inpatient episodes of care.” *JAMA Internal Medicine* 175, no. 6 (2015): 1056-1057.