

# 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. "Tests of Rank-dependent Probability Weighting in Risky Choice."
- 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  
Email: [richard.thaler@chicagobooth.edu](mailto:richard.thaler@chicagobooth.edu)

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  
University of Chicago  
Chicago, IL  
Email: [abigail.sussman@chicagobooth.edu](mailto:abigail.sussman@chicagobooth.edu)

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](mailto:George.Wu@chicagobooth.edu)

## AWARDS AND HONORS

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- 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

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- “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

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- **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

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

## OTHER RESEARCH

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- 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.