

## CURRICULUM VITAE

### Alain Cohn

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#### Current Employment

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09/2017 – Assistant Professor of Information, University of Michigan, School of Information

#### Past Employment

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09/2014 – 08/2017 Postdoctoral scholar with Richard Thaler at the Center for Decision Research, University of Chicago, Booth School of Business  
05/2010 – 08/2014 Postdoctoral scholar with Ernst Fehr at the Department of Economics, University of Zurich

#### Fields of Interests

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Applied Microeconomics, Behavioral Economics, Behavioral Finance, Experimental Economics, Labor Economics, Public Economics

#### Education

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02/2006 – 04/2010 University of Zurich, Ph.D. in Economics  
Grade: *summa cum laude*  
Dissertation Topic: Field Experiments in Labor Economics  
Advisors: Ernst Fehr, Rainer Winkelmann  
10/2001 – 11/2005 University of Zurich, Diploma in Economics and Finance  
Grade: *magna cum laude*  
08/1994 – 02/2001 Kantonsschule Oerlikon, Zurich, Maturity in Mathematics and Natural Sciences

#### Journal Publications

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“Civic Honesty across the Globe” (with Michel Maréchal, David Tannenbaum, and Christian Zünd), *Science* (forthcoming)  
“Laboratory Measure of Cheating Predicts School Misconduct” (with Michel Maréchal), *Economic Journal*, 128 (615), 2743-2754, 2018.  
“Increasing Honesty in Humans with Electrical Brain Stimulation” (with Michel Maréchal, Christian Ruff and Giuseppe Ugazio), *Proceedings of the National Academy of Sciences*, 114 (17) 4360-4364, 2017.  
“Do Professional Norms in the Banking Industry Favor Risk-Taking? (with Ernst Fehr and Michel Maréchal), *Review of Financial Studies*, 2017.  
“Priming in Economics” (with Michel Maréchal), *Current Opinion in Psychology*, 12: 17-21, 2016.  
“Bad Boys: How Criminal Identity Salience Affects Rule Violation” (with Michel Maréchal and Thomas Noll), *Review of Economic Studies*, 82.4: 1289-1308, 2015.  
“Evidence for Countercyclical Risk Aversion: An Experiment with Financial Professionals” (with Jan Engelmann, Ernst Fehr and Michel Maréchal), *American Economic Review*, 105(2): 860-85, 2015.  
“Business Culture and Dishonesty in the Banking Industry” (with Ernst Fehr and Michel Maréchal), *Nature*, November 19, 2014.  
“Fair Wages and Effort Provision: Combining Evidence from a Choice Experiment and a Field Experiment” (with Ernst Fehr and Lorenz Götte), *Management Science*, 61.8: 1777-1794, 2014.

“Social Comparison and Effort Provision: Evidence from a Field Experiment” (with Ernst Fehr, Benedikt Herrmann and Frédéric Schneider), *Journal of the European Economic Association*, 12: 877–898, 2014.

### Working Papers

“Job History, Non-cognitive Skills and Employability” (with Michel Maréchal, Frédéric Schneider and Roberto Weber) R&R at *Journal of the European Economic Association*

“Honesty in the Digital Age” (with Tobias Gesche and Michel Maréchal) R&R at *Management Science*

“How Do the Rich Think About Redistribution?” (with Lasse Jessen, Marko Klasnja and Paul Smeets)

### Work in Progress

“Elite and Mass Preferences for Redistribution” (with Raymond Fisman and Michel Maréchal)

“The Causal Effect of Inequality on Populism: Evidence from the Dutch Postcode Lottery” (with Leandro Carvalho, Michel Maréchal, Job Harms, Christian Zünd)

“The Globalization of Labor Markets and Questionable Data Science Practices” (with Hatim Ali Rahman and Jan Stoop)

“The Behavioral Effects of Pre-Trial Detention Conditions” (with Andreas Beerli and Michel Maréchal)

“Promoting Client-centered Advice in Consumer Banking: A Field Experiment” (with Job Harms and Helen Toxopeus)

“Why We Think Other People Are More Dishonest Than They Actually Are” (with Nicholas Epley and David Tannenbaum)

### Research Grants

Gottlieb Duttweiler Institute on “The Determinants of Honesty” (US \$250'000)

Swiss National Science Foundation on “The Distribution and Determinants of Social Preferences” (US \$650'000)

### Awards

2015 Management Science Distinguished Service Award

### Conferences and Invited Presentations

2018	<p>Swiss Re (webinar with 500 employees)</p> <p>The Origins of Our Moral and Political Ideologies and Preferences, Toulouse School of Economics</p> <p>University of Michigan, Ross School of Business</p>
2017	<p>University of Michigan, LSA Department of Economics</p> <p>Ford Behavioral Analytics and Technical Workshop</p> <p>University of Gothenburg, Swedish National Pension Fund</p> <p>University of Innsbruck</p> <p>University of Pittsburgh</p> <p>University of Michigan, School of Information</p> <p>Copenhagen Business School</p> <p>University of Copenhagen</p> <p>University of Nottingham</p>
2016	<p>London School of Economics and Political Science</p> <p>Rady School of Management, University of California, San Diego</p>

	Ohio State University
	Stanford Institute for Theoretical Economics (SITE), Psychology and Economics, Stanford University
	Advances with Field Experiments, University of Chicago
2015	University of Laval
	The Federal Reserve Bank of Boston
	University of Chicago Booth School of Business (2)
2014	MERIT workshop, University of Chicago
	University of Chicago Booth School of Business
	University of Innsbruck Department of Economics
	GATE Lyon
2013	Workshop on Dishonesty, Dijon
	Economic Science Association (ESA) World Meetings, Zurich
	Experimental Finance Conference, Tilburg
	Social Norms and Economic Development, UNICEF, Zurich
2012	University of Chicago Booth School of Business
	The Society of Labor Economists, Chicago
	International Workshop in Behavioral Economics, Mainz
	Max Planck Institute (MPI), Bonn
	Field Days: Experiments Outside the Lab, Social Science Research Center (WZB) Berlin
	Thurgau Experimental Economics Meeting (THEEM), Konstanz
2010	Advances with Field Experiments, Philadelphia
	International Meeting on Experimental and Behavioral Economics (IMEBE), Bilbao
2009	Experiments in Organization, Rotterdam
2008	Human Relations, Reciprocity, and Incentives in the Workplace, Rotterdam
	IZA Workshop on Behavioral Labor Economics, Bonn
	Advanced Summer School in Econometrics on Discrete Choice Modeling, Rethymno
	International Meeting on Experimental and Behavioral Economics, Alicante

## **Refereeing**

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American Economic Journal: Applied Economics, American Economic Journal: Economic Policy, American Economic Review, American Economic Review: Insights, Behavioral Science & Policy, American Law and Economics Review, B.E. Journal of Economic Analysis & Policy, Econometrica, Economic Inquiry, Economic Journal, European Economic Review, Experimental Economics, Games and Economic Behavior, Journal of Accounting Research, Journal of Economic Behavior & Organization, Journal of the Economic Science Association, Journal of Empirical Legal Studies, Journal of European Economic Association, Journal of Political Economy, Labour Economics, Management Science, Proceedings of the National Academy of Sciences of the United States of America, Quarterly Journal of Economics, Review of Economics and Statistics, Review of Economic Studies, Scandinavian Journal of Economics

## **Teaching**

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*Lecturer:*

2019	Choice Architecture (graduate), University of Michigan
	Persuasion and Social Influence (undergraduate), University of Michigan

2018	Choice Architecture (graduate), University of Michigan
2016	Responsible Leadership through Choice Architecture (MBA, guest lectures), University of Chicago Booth School of Business
2014	Topics in Experimental and Behavioral Economics (Ph.D.), University of Zurich
2013	Business Experiments (MBA, guest lectures), University of Zurich Advanced Microeconomics (undergraduate), University of Zurich Topics in Experimental and Behavioral Economics (Ph.D.), University of Zurich
2012	Business Experiments (MBA, guest lectures), University of Zurich Empirical Methods of Experimental Economics (graduate), University of Zurich
2011	Empirical Methods of Experimental Economics (graduate), University of Zurich

*Teaching assistant:*

2010	Empirical Methods of Experimental Economics (graduate), University of Zurich
2009	Empirical Methods of Experimental Economics (graduate), University of Zurich
2008	Empirical Methods of Experimental Economics (graduate), University of Zurich
2007	Personnel and Organizational Economics (graduate), University of Zurich
2006	Advanced Microeconomics (undergraduate), University of Zurich

### Supervised Students

<i>Undergraduate and graduate level:</i>	Mohamed Abbadi, Jonas Addor, Sara Antunes, Dominic Bigliel, Milena Brunner, Matthias Graber, Joel Farronato, Rainer Felder, Cosma Gabaglio, Christian Glinz, Nicole Honegger, Johannes Kasinger, Christine Kaut, Frédéric Müller, Polina Nägeli, Pascal Rast, Roger Reschek, Carin Rosenberger, Melanie Roth, Stefanie Ruckstuhl, Bigna Ruppen, Bruno Scherrer, Marco Schwarz, Zhewei Song, Tanja Studer, Lino Stössel, André Volk, Sarah Waser, Marc Zimmermann
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<i>Internships:</i>	Ewelina Laskowska, Sophia Zugel, Sarah Wolf
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### Professional Activities

09/2010 – 08/2014	Scientific advisor for Fehr Advice & Partners AG – Behavioral Economics Consultancy Group, Zurich, Switzerland
02/2006 – 03/2010	Teaching assistant at the Department of Economics, University of Zurich, Switzerland
05/2003 – 03/2010	Teaching assistant at the Swiss Finance Institute, Zurich, Switzerland
01/2006	Dispatcher at the World Economic Forum, Davos, Switzerland
01/2004 – 12/2006	Teacher in finance at ConceptCom, Zurich, Switzerland
03/2001 – 08/2001	Data processor at Citibank, Zurich, Switzerland
06/1997 – 12/2004	Judo instructor at David Gym, Zurich, Switzerland

## References

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Prof. Stefano Della Vigna  
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Prof. Ernst Fehr  
University of Zurich, Department of Economics  
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Prof. Richard Thaler  
University of Chicago, Booth School of Business  
5807 South Woodlawn Avenue  
Chicago, IL 60637  
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Prof. George Wu  
University of Chicago, Booth School of Business  
5807 South Woodlawn Avenue  
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