

## STEPHEN LEIDER

Curriculum Vita

May 2020

### **Contact Information:**

#### **Mailing Address:**

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### **Education:**

Ph.D. in Business Economics - Harvard Business School (2009)

MA in Business Economics - Harvard Business School (2006)

BA in Economics and Political Science - Case Western Reserve University (2003)

### **Principal Employment:**

Ross School of Business, University of Michigan (2009 - Current)

Professor (with tenure), Department of Technology and Operations (2020 - Current)

Associate Professor (with tenure), Department of Technology and Operations (2017 - 2020)

Assistant Professor, Department of Technology and Operations (2009 - 2017)

*Michael R. and Mary Kay Hallman Fellow (2018-present)*

*Sanford R. Robertson Assistant Professor of Business Administration (awarded 2013)*

### **Research Affiliations:**

CESifo Research Network Fellow (2018 - Current, Affiliate from 2011-2018)

*Finalist for CESifo Distinguished Affiliate Prize (2011)*

### **Research Awards:**

Vernon L. Smith Ascending Scholar Prize (2019), International Foundation for Research in Experimental Economics

Svetlicht Research Award (2019), Ross School of Business

### **Research Interests:**

Experimental Economics, Behavioral Economics, Behavioral Operations Management, Contract Theory, Bargaining, Social Networks, Contracts and Relationships in Supply Chains, Innovation and Entrepreneurship.

### **Publications:**

1. "Equity Contracts and Incentive Design in Start-Up Teams." (with Evgeny Kagan and William Lovejoy), Management Science (forthcoming).
2. "Managerial Payoff and Gift Exchange in the Field" (with Florian Englmaier), Review of Industrial Organization, Vol. 56, no. 2 (2020): 259-280. [formerly "Gift Exchange in the Field - It is not (only) how much you give ..."]
3. "Temptation in Vote-Selling: Evidence from a Field Experiment in the Philippines" (with Dean Yang, Allen Hicken and Nico Ravanilla), Journal of Development Economics, Vol. 131 (2018): 1-14. [previously "Combating Vote-Selling: A Field Experiment in the Philippines"]

- Lead article, M-Cubed Grant, Weiser Faculty Grant
4. “Contracts and Capacity Investment in Supply Chains” (with Andrew Davis), Manufacturing & Service Operations Management, Vol. 20, no. 3 (2018): 403-421.
    - 2014 INFORMS BOM Section Best Working Paper Award Runner Up
  5. “Ideation - Execution Transition in Product Development: An Experimental Analysis” (with Evgeny Kagan and William Lovejoy), Management Science. Vol. 64, no. 5 (2018): 2238-2262.
    - 2017 EBS Innovation Management Best Paper Award Winner
    - 2016 INFORMS BOM Section Best Working Paper Award Honorable Mention
  6. “Can Trustworthiness in a Supply Chain Be Signaled?” (with Ruth Beer and Hyun-Soo Ahn), Management Science, Vol. 64, no. 9 (2018): 3974-3994.
  7. “A Meeting of the Minds: Contracts and Social Norms” (with Erin Krupka and Ming Jiang), Management Science. Vol. 63, no. 6 (2017): 1708-1729.
  8. “Bargaining in Supply Chains” (with William Lovejoy), Management Science. Vol. 62, no. 10 (2016): 3039- 3058.
  9. “Procedural Fairness and the Cost of Control” (with Judd Kessler), Journal of Law, Economics and Organization. Vol. 32, no. 4 (2016): 685-718.
  10. “Reciprocity in Organizations: Evidence from the UK” (with Florian Englmaier and Thomas Kolaska), CESifo Economic Studies. Vol. 62, no. 3 (2016): 522-546.
  11. “Measuring Vote-Selling: Field Evidence from the Philippines” (with Dean Yang, Allen Hicken and Nico Ravanilla), American Economic Review: Papers and Proceedings. Vol. 105, no. 5 (May 2015): 352-356.
  12. “Contracts, Biases and Consumption of Access Services” (with Ozge Sahin), Management Science. Vol. 60, no. 9 (2014): 2198 - 2222.
  13. “Incentive Schemes, Sorting and Behavioral Biases of Employees: Experimental Evidence” (with Ian Larkin), American Economics Journal - Microeconomics. Vol. 4, no. 2 (2012): 184-214.
  14. “Contractual and Organizational Structure with Reciprocal Agents.” (with Florian Englmaier), American Economics Journal - Microeconomics. Vol. 4, no. 2 (2012): 146-183.
  15. “Norms and Contracting.” (with Judd Kessler), Management Science. Vol. 58, no. 1 (2012): 62-77.
  16. “Kidneys for Sale: Who Disapproves and Why?” (with Alvin E. Roth) American Journal of Transplantation. Vol. 10, no. 5 (2010): 1221-1227.
  17. “What Do We Expect From Our Friends?” (with Markus Mobius, Tanya Rosenblatt and Quoc-Anh Do), Journal of the European Economic Association. Vol. 8, no. 1 (2010): 120-138.
  18. “The Role of Experience in the Gambler’s Fallacy.” (with Greg Barron), Journal of Behavioral Decision Making. Vol. 23, no. 1 (2010): 117-129. [formerly "Making the Gambler's Fallacy Disappear: The Role of Experience"]

19. “Directed Altruism and Enforced Reciprocity in Social Networks.” (with Markus M. Mobius, Tanya Rosenblat, and Quoc-Anh Do), Quarterly Journal of Economics. Vol. 124, no. 4 (Nov. 2009): 1815-1851.
20. “The Effect of Timing and Safe Experience on a Warnings’ Impact: Sex, Drugs, and Rock-n-Roll.” (with Greg Barron and Jennifer Stack), Organizational Behavior and Human Decision Processes. Vol 106, no. 2 (2008): 125-142.

### **Books and Book Chapters:**

21. The Handbook of Behavioral Operations, Wiley Publishing (edited with Karen Donohue and Elena Katok), 2018.
22. “Behavioral Game Theory, Bargaining and Agency” in The Handbook of Behavioral Operations, 2018.

### **Working Papers:**

23. “Enterprise Social Media Platform Design and White Collar Productivity” (with Samer Charbaji and Roman Kapuscinski), 2020. [submitted]
24. “Team Decision Making in Operations Management” (with Jiawei Li and Damian Beil), 2020. [in preparation, winner Best Presentation at 2018 BOM Conference]
25. “The Impact of Decision Rights and Long Term Relationships on Innovation Sharing” (with Ruth Beer and Hyun-Soo Ahn), 2020 [Maj Rev (resubmitted) at Management Science]
26. “The Informational and Incentive Effects of Supplier Awards” (with Ruth Beer and Hyun-Soo Ahn), 2020 [Maj Rev (resubmitted) at Manufacturing & Service Operations Management]
27. “Promise-Keeping Norms and Renegotiation Behavior” (with Erin Krupka and Ming Jiang), 2020 [in preparation]
28. “Laboratory on the Social Network: Homophily and Peer Influence for Economic Preferences” (with Erin Krupka and Carrie Xu), 2016 [draft available]
29. “Gift Exchange in the Lab - It is not (only) how much you give ...” (with Florian Englmaier), 2012 [draft available]

### **Research Projects in Progress:**

30. “Competition and Reciprocity Based Incentives Evidence from a Lab Experiment” (with Florian Englmaier and Dominik Grothe)
31. “Entrepreneurial Market Research” (with Evgeny Kagan and Bill Lovejoy)
32. “Correcting Inventory Decision Biases in the Field: Evidence from a Pharmacy Retail Chain.” (with Iris Wang and Jun Li)
33. “Dynamic Decision Making” (with Evgeny Kagan and Ozge Sahin)
34. “Giving and Taking Advice in Negotiation: An Experimental Study” (with Jiawei Li and Damian Beil)

35. “Sequential Decision-Making in Product Development Management: An Experimental Study” (with Jiawei Li, Damian Beil, and Izak Duenyas)
36. “Two Practical Mechanisms in Procurement with Post-auction Design Changes” (with Jiawei Li, Damian Beil, and Izak Duenyas)
37. “Building Trust Over Escalating Stakes” (with Samantha Keppler)

**Presentations:**

2019/2020: INFORMS Annual Meeting, University of Arizona, Michigan BEE Lab, Max Planck Institute for Innovation and Competition Workshop on Entrepreneurship and Innovation, IFREE Graduate Student Workshop

2018/2019: Behavioral OM Conference, Munich Lehrstuhl Seminar

2017/2018: ESA European Meetings, Rotterdam School of Business, Erasmus School of Economics Workshop on Recognition and Feedback, CESifo Area Conference on Behavioral Economics, EBS Business School Innovation Management Best Paper Award competition, Berlin Behavioral Economics Seminar, University of Munich Micro Economics Seminar, University of Munich ORG Seminar, TU Munich, University of Cologne, American Economic Association Annual Meetings, Georgia Tech, Rutgers University, Second Workshop on Experimental Economics and Entrepreneurship

2016/2017: UC San Diego

2015/2016: USC Service Operations and Consumer Behavior Workshop, Behavioral Operations Conference, Stanford University, INFORMS Annual Meeting, Wilfred Laurier University, University of Minnesota, Handbook of Behavioral Operations Workshop.

2014/2015: Behavioral Operations Conference, SITE Experimental Economics Conference, Purdue, Dartmouth Operations Workshop, American Economic Association Annual Meetings

2013/2014: Stony Brook Workshop on Experimental Game Theory, USC Marshall, INFORMS Annual Meeting, University of Munich, CESifo Behavioral Economics Conference, Michigan M-Cubed Symposium, University of Michigan (Hosmer-Hall Lunch), University of Texas-Austin, University of Wisconsin, University of Texas-Dallas Design and Bargaining Workshop, Behavioral Operations Conference

2012/2013: Vienna Experimental Economics Conference, INFORMS Annual Meeting, ESA North American Meetings, Cornell University, University of British Columbia, Ohio State University

2011/2012: University of Texas-Dallas, INSEAD, University of Cologne, CESifo Behavioral Economics Conference, University of Michigan (Marketing), MIT, Penn State, POMS Behavioral OM Mini-Conference

2010/2011: NBER Summer Institute, University of Michigan (Econ), University of Michigan (STIET), Wharton Empirical OM Workshop, ESA North American Meetings, MSOM Conference

**Teaching:**

Behavioral Economics and Behavioral Operations Management (MBA) - W19, W20

Behavioral Economics and Behavioral Operations Management (BBA Capstone) - W20

Introduction to Operations Management (BBA) - W11, W12, W13, W14

Managing Business Operations (Undergrad) - F14

Operations Management (MM) - W20

Operations Management (MBA) - W16, W17, W18, W19

Operations Management (WMBA) - F13, F14

Ph.D. Course in Behavioral and Experimental Research - W10, F15, F19 (for Stanford GSB)

Faculty Advisor: Multidisciplinary Action Projects (MBA) - 8 teams, W10.

Faculty Advisor: Tauber Institute for Global Operations Student Projects (MBA, MS) - 6 projects.

Companies: General Motors, OfficeMax, Delphi, ConAgra, Steelcase. 2011-2020.

Faculty Advisor: Ruth Beer (RSB-T&O), Evgeny Kagan (RSB-T&O), Jiawei Li (RSB-T&O), Samer Charbaji (RSB-T&O), Clare Snyder (RSB-T&O)

Committee Member: Annika Mueller (UM-Econ), Sarah Stith (RSB-Econ), Ming Jiang (UM-SI), Carrie Xu (UM-SI), Jiang Jiang (UM-Econ), Lasse Brune (UM-Econ), Katharina Schübler (Munich), Annemarie Gronau (Munich)

### **Service:**

Associate Editor: Management Science (2017 - current), Manufacturing and Service Operations Management (2018 - current)

Editorial Board: Experimental Economics (2014 - current), Journal of the Economic Science Association (2014 - current)

Organizer of the Behavioral Operations Management Summer Institute (June 2019)

Conference Organizer: Behavioral Operations Conference (2013)

Cluster Chair: INFORMS (2014)

Session Chair: INFORMS (2012, 2013, 2015, 2016, 2017, 2018, 2019, 2020)

Chair of the INFORMS Behavioral Operations Management Best Working Paper Award Committee (2016), Committee member (2017)

T&O PhD Program Co-ordinator (2015-2019)

Awards: Management Science Distinguished Service Award (2013, 2014), Management Science Meritorious Service Award (2012, 2015).

Referee: National Science Foundation; Management Science; the American Economic Review; the Quarterly Journal of Economics; Econometrica; Operations Research; Manufacturing and Service Operations Management; Production and Operations Management; Games and Economic Behavior; Journal of the European Economic Association; American Economic Journal - Applied; Experimental Economics; Journal of Public Economics; Labour Economics; Economic Journal; Journal of Labor Economics; Journal of Law, Economics and Organization; Public Choice; Journal of Economic Behavior and Organization; Economic Inquiry; Economics Letters; Journal of the Economic Science Association; Journal of Experimental Psychology: General; Journal of Economic Psychology; B.E. Journal of Economic Analysis & Policy, Omega Journal.