

STEPHEN LEIDER

Curriculum Vita

May 2012

Contact Information

Mailing Address:

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Education:

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

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

Principal Employment:

Ross School of Business, University of Michigan (2009 – Current)
Assistant Professor, Department of Operations and Management Science

Research Affiliations:

CESifo Research Network – Affiliate (2011 – Current)
Finalist for CESifo Distinguished Affiliate Prize (2011)

Research Interests:

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

Teaching:

Introduction to Operations Management (BBA) – W11,W12.

Ph.D. Course in Behavioral and Experimental Research - W10.

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

Faculty Advisor: Tauber Institute for Global Operations Student Projects (MBA, MS) – 2 projects.

Companies: General Motors, OfficeMax. 2011-2012.

Publications:

“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 (July 2008): 125-142.

“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.

“The Role of Experience in the Gambler’s Fallacy.” (with Greg Barron), Journal of Behavioral Decision Making. Vol. 23, no. 1 (January 2010): 117-129. (formerly "Making the Gambler's Fallacy Disappear: The Role of Experience")

“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 (March 2010): 120-138.

“Kidneys for Sale: Who Disapproves and Why?” (with Alvin E. Roth) American Journal of Transplantation Vol. 10, no. 5 (May 2010): 1221-1227.

“Norms and Contracting.” (with Judd Kessler), Management Science. Vol. 58, no. 1 (January 2012): 62-77.

“Contractual and Organizational Structure with Reciprocal Agents.” (with Florian Englmaier), American Economics Journal – Microeconomics. Vol. 4, no. 2 (May 2012): 146-183.

“Incentive Schemes, Sorting and Behavioral Biases of Employees: Experimental Evidence” (with Ian Larkin), American Economics Journal – Microeconomics. Vol. 4, no. 2 (May 2012): 184-214.

Working Papers:

“Gift Exchange in the Lab - It is not (only) how much you give ...” (with Florian Englmaier), 2009 [currently being revised]

“Managerial Payoff and Gift Exchange in the Field” (with Florian Englmaier), 2011 [submitted to JoLE] (formerly “Gift Exchange in the Field - It is not (only) how much you give ...”)

“Contracts, Biases and Consumption of Access Services” (with Ozge Sahin), 2012 [R&R at MS]

“A Meeting of the Minds: Contracts and Social Norms” (with Erin Krupka and Ming Jiang), 2012 [in preparation]

“Reciprocity in Organizations: Evidence from the WERS” (with Florian Englmaier and Thomas Kolaska), 2012 [in preparation]

“Can Reciprocity in a Supply Chain Be Signaled?” (with Ruth Beer and Hyun-Soo Ahn), 2012 [in preparation]

Research Projects in Progress:

“Finding the Hidden Cost of Control” (with Judd Kessler)

“Bargaining in Supply Chains” (with William Lovejoy)

“Information Matters: Coordination in Networks” (with Erin Krupka)