

STEPHEN LEIDER

Curriculum Vita

July 2017

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)

Associate Professor (with tenure), Department of Technology and Operations (2017 – Current)

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

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

Research Affiliations:

CESifo Research Network – Affiliate (2011 – Current)

Finalist for CESifo Distinguished Affiliate Prize (2011)

Research Interests:

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

Publications:

“Contracts and Capacity Investment in Supply Chains” (with Andrew Davis), forthcoming in *Manufacturing & Service Operations Management* (2017) [2014 INFORMS BOM Section Best Working Paper Runner Up]

“Can Trustworthiness in a Supply Chain Be Signaled?” (with Ruth Beer and Hyun-Soo Ahn), forthcoming in *Management Science* (2016).

“Ideation – Execution Transition in Product Development: An Experimental Analysis” (with Evgeny Kagan and William Lovejoy), forthcoming in *Management Science* (2016). [2016 INFORMS BOM Section Best Working Paper Honorable Mention]

“A Meeting of the Minds: Contracts and Social Norms” (with Erin Krupka and Ming Jiang), forthcoming in *Management Science* (2016).

“Bargaining in Supply Chains” (with William Lovejoy), *Management Science* Vol. 62, no. 10 (2016): 3039–3058.

“Procedural Fairness and the Cost of Control” (with Judd Kessler), Journal of Law, Economics and Organization Vol. 32, no. 4 (2016): 685-718.

“Reciprocity in Organizations: Evidence from the UK” (with Florian Englmaier and Thomas Kolaska), CESifo Economic Studies Vol. 62, no. 3 (2016): 522-546.

“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.

“Contracts, Biases and Consumption of Access Services” (with Ozge Sahin), Management Science Vol. 60, no. 9 (September 2014): 2198 – 2222.

“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.

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

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

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

“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.

“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")

“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 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.

Books and Book Chapters

The Handbook of Behavioral Operations, Wiley Publishing (editing with Karen Donohue and Elena Katok) [in preparation].

“Behavioral Game Theory, Bargaining and Agency” in The Handbook of Behavioral Operations. [in preparation].

Working Papers:

“Combating Vote-Selling: A Field Experiment in the Philippines” (with Dean Yang, Allen Hicken and Nico Ravanilla), 2017 [R&R at Journal of Development Economics, M-Cubed Grant, Weiser Faculty Grant]

“The Informational and Incentive Effects of Supplier Awards” (with Ruth Beer and Hyun-Soo Ahn), 2017 [submitted]

“The Impact of Decision Rights and Long Term Relationships on Innovation Sharing” (with Ruth Beer and Hyun-Soo Ahn), 2017 [submitted]

“Designing incentives for startup teams: form and timing of equity contracting.” (with Evgeny Kagan and William Lovejoy), 2017 [draft available]

“Laboratory on the Social Network: Homophily and Peer Influence for Economic Preferences” (with Erin Krupka and Carrie Xu), 2016 [draft available]

“Gift Exchange in the Lab - It is not (only) how much you give ...” (with Florian Englmaier), 2012 [draft available]

“Managerial Payoff and Gift Exchange in the Field” (with Florian Englmaier), 2012 [draft available] (formerly “Gift Exchange in the Field - It is not (only) how much you give ...”)

Research Projects in Progress:

“Promises and Renegotiation in Mortgage Agreements” (with Erin Krupka)

“Communication and Bargaining Strategies” (with Bill Lovejoy)

“Team Decision Making in Operations Management” (with Jiawei Li and Damian Beil)

Presentations:

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:

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

Managing Business Operations (Undergrad) – F14
Operations Management (MBA) – W16, W17
Operations Management (WMBA) – F13, F14
Ph.D. Course in Behavioral and Experimental Research - W10, F15.
Faculty Advisor: Multidisciplinary Action Projects (MBA) – 8 teams, W10.
Faculty Advisor: Tauber Institute for Global Operations Student Projects (MBA, MS) – 5 projects.
Companies: General Motors, OfficeMax, Delphi, ConAgra. 2011-2015.
Faculty Advisor: Ruth Beer (RSB-T&O), Evgeny Kagan (RSB-T&O), Jiawei Li (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).

Service:

Associate Editor: Management Science, Manufacturing and Service Operations Management (guest)

Editorial Board: Experimental Economics, Journal of the Economic Science Association

Conference Organizer: Behavioral Operations Conference (2013)

Cluster Chair: INFORMS (2014)

Session Chair: INFORMS (2012, 2013, 2015, 2016)

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

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.