

Angela SUTAN

Professeur associé

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Département: Droit, Science politique & Société

Campus de Cergy

DIPLÔMES

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2005	Doctor of Philosophy, Economie Comportementale (Université de Strasbourg France)
2011	Habilitation à diriger des recherches, Economie Comportementale (Université de Montpellier France)
2024	Qualification aux fonctions de Professeur des Universités (CNU 05, Economie) (CNU 05 France)
2006	Qualification aux fonctions de Maitre de Conférences, CNU 05, Economie (CNU 05 France)

CARRIÈRE

POSITIONS ACADÉMIQUES PRINCIPALES

2024 - Présent Professeur associé (ESSEC Business School France)

AUTRES POSITIONS ACADÉMIQUES

2024 - 2026-08-31 Directrice Exécutive adjointe du programme de MGO sur le Sustainability Track
(ESSEC Business School France)

2024 - Présent Directrice Scientifique ESSEC Experimental Lab (ESSEC Business School
France)

2024 - 2024-04-30 Professeur visitant (Luiss University Italie)

2023 - 2023-04-30 Professeur visitant (Sapienza Università di Roma Italie)

2022 - 2022-04-30 Professeur visitant (University College of Dublin Irlande)
2015 - 2015-10-30 Professeur visitant (Universitat Pompeu Fabra Espagne)
2010 - 2014-12-31 Professeur visitant, CENDEF (University of Amsterdam Pays-Bas)
2012 - 2013-08-31 Professeur visitant (LMU Munich Allemagne)
2009 - 2009-07-31 Professeur visitant (Copenhagen Business School Danemark)
2005 - 2024-08-31 Directrice du LESSAC (Burgundy School of Business France)

PUBLICATIONS

ARTICLES

[SUTAN, A., GROLLEAU, G., MATEU, G. et VRANCEANU, R. \(2018\). "Facta Non Verba": An Experiment on Pledging and Giving. *Journal of Economic Psychology*, 65, pp. 1-15.](#)

[GROLLEAU, G., SUTAN, A. et VRANCEANU, R. \(2016\). Do People Contribute More to Intra-temporal or Inter-temporal Public Goods? *Research in Economics*, 70\(1\), pp. 186-195.](#)

[SUTAN, A. et VRANCEANU, R. \(2016\). Lying about Delegation. *Journal of Economic Behavior and Organization*, 121, pp. 29-40.](#)

[VERSCHUERE, B., MEIJER, E.H. et SUTAN, A. \(2018\). Registered Replication Report on Mazar, Amir, and Ariely \(2008\). *Advances in Methods and Practices in Psychological Science*, 1\(3\), pp. 299-317.](#)

[GROLLEAU, G., KOCHER, M.G. et SUTAN, A. \(2016\). Cheating and Loss Aversion: Do People Cheat More to Avoid a Loss? *Management Science*, 62\(12\), pp. 3428-3438.](#)

[CORGNET, B., MARTIN, L., NDODJANG, P. et SUTAN, A. \(2019\). On the merit of equal pay: Performance manipulation and incentive setting. *European Economic Review*, 113, pp. 23-45.](#)

[VRANCEANU, R., SUTAN, A. et DUBART, D. \(2019\). Discontent with Taxes and the Timing of Taxation: Experimental Evidence. *Revue Economique*, 70\(6\), pp. 1227-1240.](#)

[VRANCEANU, R. et SUTAN, A. \(2023\). Should the firm or the employee pay for upskilling? A contract theory approach. *Managerial and Decision Economics*, 44\(1\), pp. 197-207.](#)

[BRAÑAS-GARZA, P., CABRALES, A., MATEU, G., SÁNCHEZ, A. et SUTAN, A. \(2023\). Social interaction and negotiation outcomes: An experimental approach. *Journal of Behavioral and*](#)

[Experimental Economics, 102, pp. 101948.](#)

[TISSERAND, J.C., HOPFENSITZ, A., BLONDEL, S., LOHEAC, Y., MANTILLA, C., MATEU, G. ... SUTAN, A. \(2022\). Management of common pool resources in a nation-wide experiment. *Ecological Economics*, 201, pp. 107566.](#)

[COCHARD, F., FLAGE, A., GROLLEAU, G. et SUTAN, A. \(2020\). Are individuals more generous in loss contexts? *Social Choice and Welfare*, 55\(4\), pp. 845-866.](#)

[MAX, S., GROLLEAU, G., PERCHOT, R. et SUTAN, A. \(2020\). On signaling disability in anonymous economic games. *Journal of Economic Psychology*, 78, pp. 102272.](#)

[EL HARBI, S., GROLLEAU, G., SUTAN, A. et BEN TICHA, Z. \(2020\). Are individuals with entrepreneurial characteristics more likely to engage in destruction? An experimental investigation among potential 21 century entrepreneurs in Tunisia. *Bulletin of Economic Research*, 72\(1\), pp. 33-49.](#)

[AIMAR, T., BOUHDAOUI, Y., MATEU, G. et SUTAN, A. \(2020\). Entrepreneurial alertness in eustress complex environments: An experimental approach of the exploitation/exploration dilemma. *Strategic Change*, 29\(3\), pp. 301-309.](#)

[CORGNET, B., MARTIN, L., NDODJANG, P. et SUTAN, A. \(2019\). On the merit of equal pay: Performance manipulation and incentive setting. *European Economic Review*, 113, pp. 23-45.](#)

[HANAOKI, N., KORIYAMA, Y., SUTAN, A. et WILLINGER, M. \(2019\). The strategic environment effect in beauty contest games. *Games and Economic Behavior*, 113, pp. 587-610.](#)

[ANUFRIEV, M., BAO, T., SUTAN, A. et TUINSTRA, J. \(2019\). Fee structure and mutual fund choice: An experiment. *Journal of Economic Behavior & Organization*, 158, pp. 449-474.](#)

[AJDUKOVIC, I., SPIEGELMAN, E. et SUTAN, A. \(2019\). Égoïste maintenant, ou altruïste \(pour\) demain ? Stratégies inter vs intragénérationnelles pour la conservation d'une ressource commune. *Revue Economique*, Vol. 70\(6\), pp. 1153-1170.](#)

[GROLLEAU, G., SUTAN, A., EL HARBI, S. et JEDIDI, M. \(2018\). Do We Need More Time to Give Less? Experimental Evidence From Tunisia. *Bulletin of Economic Research*, 70\(4\), pp. 400-409.](#)

[BONESCU, M., GINON, E., TAVILLA, V., BIGUZZI, C. et SUTAN, A. \(2023\). Représentations de la convivialité : de l'imaginaire social du repas au bien-être alimentaire. *Décisions Marketing*, N° 109\(1\), pp. 103-130.](#)

[LOHÉAC, Y. et SUTAN, A. \(2017\). Mise en place d'une expérience avec le grand public : entre recherche, vulgarisation et pédagogie. *Revue Economique*, Vol. 68\(5\), pp. 941-953.](#)

[MCCARTHY, R.J., SKOWRONSKI, J.J., VERSCHUERE, B., MEIJER, E.H., JIM, A., HOOGESTEYN, K. ... SUTAN, A. \(2018\). Registered Replication Report on Srull and Wyer \(1979\). *Advances in Methods and Practices in Psychological Science*, 1\(3\), pp. 321-336.](#)

- [GALIA, F., LENTZ, F., MAX, S., SUTAN, A. et ZENOU, E. \(2017\). Selecting Board Members: The Impact of Common Knowledge on Gender Diversity - An Experimental Investigation. *Managerial and Decision Economics*, 38\(6\), pp. 806-821.](#)
- [CORGNET, B., MARTIN, L., NDODJANG, P. et SUTAN, A. \(2017\). Surveillance informatique versus surveillance classique : une expérience d'effort réel. *Revue Economique*, Vol. 68\(5\), pp. 843-857.](#)
- [GROLLEAU, G., EL HARBI, S., SAADAOU, H. et SUTAN, A. \(2016\). The Interplay of Inequality and Reference Dependence With Trust an Experimental Study. *Bulletin of Economic Research*, 68\(2\), pp. 117-123.](#)
- [BÉKIR, I., HARBI, S.E., GROLLEAU, G., MZOUGH, N. et SUTAN, A. \(2016\). The Impact of Monitoring and Sanctions on Cheating: Experimental Evidence from Tunisia. *Managerial and Decision Economics*, 37\(7\), pp. 461-473.](#)
- [MARETTE, S., ISSANCHOU, S., MONNERIE-PATRIS, S., GINON, E. et SUTAN, A. \(2016\). Are children more paternalistic than their mothers when choosing snacks? *Journal of Economic Psychology*, 55, pp. 61-76.](#)
- [LEFEBVRE, M., BIGUZZI, C., GINON, E., GOMEZ-Y-PALOMA, S., LANGRELL, S.R.H., MARETTE, S. ... SUTAN, A. \(2017\). Mandatory integrated pest management in the European Union: experimental insights on consumers' reactions. *Review of Agricultural, Food and Environmental Studies \(ex Revue d'Étude en Agriculture et Environnement\)*, 98\(1-2\), pp. 25-54.](#)
- [EL HARBI, S., BEKIR, I., GROLLEAU, G. et SUTAN, A. \(2015\). Efficiency, equality, positionality: What do people maximize? Experimental vs. hypothetical evidence from Tunisia. *Journal of Economic Psychology*, 47, pp. 77-84.](#)
- [ALIA, H., MATEU, G. et SUTAN, A. \(2015\). Behavioral Microfinance: Evidence from a Field Experiment in Cairo. *Strategic Change*, 24\(1\), pp. 85-97.](#)
- [SESTER, C., DEROY, O., SUTAN, A., GALIA, F., DESMARCHELIER, J.F., VALENTIN, D. et DACREMONT, C. \(2013\). "Having a drink in a bar": An immersive approach to explore the effects of context on drink choice. *Food Quality and Preference*, 28\(1\), pp. 23-31.](#)
- [SALHI, S., GROLLEAU, G., MZOUGH, N. et SUTAN, A. \(2012\). How Can Positional Concerns Prevent the Adoption of Socially Desirable Innovations? *Journal of Economic Issues*, 46\(3\), pp. 799-810.](#)
- [SÁENZ-NAVAJAS, M.P., CAMPO, E., SUTAN, A., BALLESTER, J. et VALENTIN, D. \(2013\). Perception of wine quality according to extrinsic cues: The case of Burgundy wine consumers. *Food Quality and Preference*, 27\(1\), pp. 44-53.](#)
- [TU, V.P., HUSSON, F., SUTAN, A., HA, D.T. et VALENTIN, D. \(2012\). For me the taste of soy is not a barrier to its consumption. And how about you? *APPETITE*, 58\(3\), pp. 914-921.](#)
- [CORGNET, B., SUTAN, A. et VESZTEG, R.F. \(2011\). My teammate, myself and I: Experimental](#)

[evidence on equity and equality norms. *The Journal of Socio-Economics*, 40\(4\), pp. 347-355.](#)

[CORGNET, B., SUTAN, A. et VESZTEG, R.F. \(2010\). Mon équipe et moi. *Revue Economique*, Vol. 61\(4\), pp. 771-782.](#)

[SUTAN, A. et WILLINGER, M. \(2009\). Guessing with negative feedback: An experiment. *Journal of Economic Dynamics and Control*, 33\(5\), pp. 1123-1133.](#)

[GROLLEAU, G., MZOUGH, N. et SUTAN, A. \(2009\). The Impact of Envy-Related Behaviors on Development. *Journal of Economic Issues*, 43\(3\), pp. 795-808.](#)

[GROLLEAU, G., MZOUGH, N. et SUTAN, A. \(2008\). Please do not pirate it, you will rob the poor! An experimental investigation on the effect of charitable donations on piracy. *The Journal of Socio-Economics*, 37\(6\), pp. 2417-2426.](#)

[SUTAN, A. et WILLINGER, M. \(2006\). Quand les cercles vicieux deviennent vertueux : une expérience de marché cobweb circulaire. *Revue d'Économie Industrielle*, pp. 267-289.](#)

[AJDUKOVIC, I., SPIEGELMAN, E. et SUTAN, A. \(2025\). Motivational levers for the preservation of an intergenerational common resource: An experiment. *Ecological Economics*, 230, pp. 108523.](#)

[ROMANIUC, R., GUIDO, A., DUBOIS, D., BAZART, C., SUTAN, A., BAUDRY, P. ... BOUHLEL, I. \(2025\). The limits of behavioral nudges to increase youth turnout: Experimental evidence from two French elections. *Journal of Economic Behavior & Organization*, 236, pp. 107098.](#)

ARTICLES OU VIDÉOS DE VULGARISATION

[SUTAN, A. \(2024\). Les quotas: seulement un premier pas? *Reflets ESSEC Magazine*.](#)

CHAPITRES

[SUTAN, A. \(2025\). Communiquer de mauvaises nouvelles à votre équipe est un art à peaufiner. Dans: *Maîtriser l'art de manager*. 1st ed. Harvard Business Review France.](#)

INVITÉ DANS UNE CONFÉRENCE ACADÉMIQUE (KEYNOTE SPEAKER)

[SUTAN, A. \(2024\). Scenarios vs. visualisations to understand small probabilities and high risk environmental events. Dans: *2024 Visualizations and Behavioral Strategies for Sustainability*. Siena.](#)

COMMUNICATIONS DANS UNE CONFÉRENCE

[SUTAN, A. \(2025\). Visualizations for the intergenerational sustainability dilemma. Dans: BE-Aware INRIA Workshop. Bordeaux.](#)

[SUTAN, A. \(2025\). Understanding the Impact of Visualizing Income Placement on Demand for Redistributive Taxation. Dans: BeAware INRIA Workshop. Bordeaux.](#)

[SUTAN, A. \(2024\). Scenarios vs. visualisations to understand small probabilities and high risk environmental events. Dans: Visualizations and behavioral strategies for sustainability Workshop. Siena.](#)

[SUTAN, A. \(2024\). Linguistic vs. computational description of tasks when evaluating level-k. Dans: CREST-Waseda Experimental and Mathematical Economics Workshop. Paris.](#)

PRÉSENTATIONS DANS UN SÉMINAIRE DE RECHERCHE

[SUTAN, A. \(2024\). Norms in cooperatives: opting-in public goods in the lab and in the \(wine\) field. Dans: ESSEC Experimental Lab Seminar. Cergy.](#)

DOCUMENTS DE TRAVAIL

[GROLLEAU, G., MATEU, G., SUTAN, A. et VRANCEANU, R. \(2015\). "Facta non verba": An experiment on pledging and giving. ESSEC Business School.](#)

[VRANCEANU, R., SUTAN, A. et DUBART, D. \(2016\). Discontent with Taxes and the Timing of Taxation: Experimental Evidence. ESSEC Business School.](#)

[GROLLEAU, G., SUTAN, A. et VRANCEANU, R. \(2013\). Taking the Well-being of Future Generations Seriously: Do People Contribute More to Intra-temporal or Inter-temporal Public Goods? ESSEC Business School.](#)

[VRANCEANU, R., SUTAN, A. et DUBART, D. \(2010\). Trust and Financial Trades: Lessons from an Investment Game Where Reciprocators Can Hide Behind Probabilities. ESSEC Business School.](#)

[SUTAN, A. et VRANCEANU, R. \(2019\). Managerial Behavior in the Lab: Information Disclosure, Decision Process and Leadership Style. WP1910, ESSEC Business School.](#)

[VRANCEANU, R. et SUTAN, A. \(2020\). Who should pay the bill for employee upskilling? WP2008, ESSEC Business School.](#)

INTERVIEWS : EMISSION RADIO - TV - PRESSE ÉCRITE

[SUTAN, A. 2024. Plus de flexibilité ? Les enjeux de la consommation énergétique. Novembre.](#)

ACTIVITÉS PROFESSIONNELLES

Membre d'une association professionnelle, d'un groupe d'experts ou d'un conseil d'administration

- 2025 - Présent: Membre comité ANR CE26 - Individus, entreprises, marchés, finance, management (Agence Nationale pour la Recherche (ANR) France)
- 2024 - Présent: Expert HCERES (Haut Conseil de l'Evaluation de la Recherche et de l'Enseignement Supérieur France)

ACTIVITÉS DE RECHERCHE

Membre d'un comité de lecture

- 2025 - Présent: Associate Editor