



Eli SPIEGELMAN (PhD)

29, rue Sambin
BP 50608
21006 Dijon Cedex

✉ eli.spiegelman@bsb-education.com

ASSOCIATE PROFESSOR

DEPARTMENT: ECONOMICS AND SOCIAL SCIENCES

DISCIPLINARY TEAM: DECISIONS AND BEHAVIOUR

RESEARCH AXIS: ORGANISATIONAL TRANSFORMATION, BEHAVIORS AND DECISIONS

EDUCATION AND DEGREES

- 2003 MA
- 2012 Doctorat en Sciences économiques , France

WORK EXPERIENCE

PROFESSIONAL EXPERIENCE

- 2016 - ... Professor (Burgundy School of Business)
- 2004 - 2017 Professor (CEGEP Collège Vanier)

TEACHING

DISCIPLINARY TEAM

- Decisions and Behaviour

TEACHING LANGUAGES

- English
- French

SCIENTIFIC ACTIVITIES

RESEARCH FOCUS

- Organisational Transformation, Behaviors and Decisions

RESEARCH ACTIVITIES

International, National or Regional Research Projects

- 2022 - 2026 Membre de l'équipe BSB ANR Be-aware

OTHER

- 2022 - ... Président BSB's ethics committee

INTELLECTUAL CONTRIBUTIONS

Articles in peer refereed journals

Ajdukovic, I., Spiegelman, E., Sutan, A., Motivational levers for the preservation of an intergenerational common resource: an experiment. *Ecological Economics*, 2025. **CNRS 1, FNEGE 2, HCERES A (forthcoming)**

Malezieux, A., Spiegelman, E., A practical guide to setting up your Common Pool Ressource Game. *Experimental Economics*, 2024. **CNRS 1, HCERES A (forthcoming)**

Spiegelman, E., Alia-Thorey, H., Collective Intentions of the Social Economy: An Experiment on the Community Currency of the French Basque Country. *Rationality and Society*, 2024. **(published on line)**

Leibbrandt, A., Lopez-Perez, R., Spiegelman, E., Reciprocal, but inequality averse as well? Mixed motives for punishment and reward. *Journal of Economic Behavior & Organization*, 2023, 210: 91-116. **CNRS 2, FNEGE 2, HCERES A**

Gassmann, X., Malezieux, A., Spiegelman, E., Tisserand, J-C., Preferences after pan(dem)ics: Time and risk in the shadow of COVID-19. *Judgment and Decision Making*, 2022, 17,(4): 745-767. **FNEGE 3**

Spiegelman, E., Embracing the dark side: testing socialization of a maximizing mindset. *Economic Inquiry*, 2021, 59,(2): 740-761. **CNRS 2, HCERES A**

Spiegelman, E., Esteemed colleagues: A model of the effect of open data on selective reporting of scientific results. *Frontiers in Psychology*, 2021, 12: 1-11.

Alia, H., Spiegelman, E., Convertible local currency and trust: "It's not you, it's me" - A field experiment in the French Basque Country. *Local Economy*, 2020, 35,(2): 105-120. **FNEGE 4, HCERES C**

Utkarsh, ., Pandey, A., Ashta, A., Spiegelman, E., Sutan, A., Catch them young: Impact of financial socialization, financial literacy and attitude towards money on financial well-being of young adults. *International Journal of Consumer Studies*, 2020, 44,(6): 531-541.

Utkarsh, ., Pandey, A., Ashta, A., Spiegelman, E., Sutan, A., Exploration of financial stress indicators in a developing economy. *Strategic Change*, 2020, 29,(3): 285-292. **CNRS 4, HCERES C**

Ajdukovic, I., Spiegelman, E., Sutan, A., Égoïste maintenant, ou altruiste (pour) demain ? Stratégies inter vs. intra générationnelles pour la conservation d'une ressource commune. *Revue Économique*, 2019, 70,(6): 1153-1168. **CNRS 2, HCERES A**

Ajdukovic, I., Max, S., Perchot, R., Spiegelman, E., The Economic Psychology of Gabriel Tarde: Something New for Behavioral Economics?. *Journal of Behavioral Economics for Policy*, 2018, 2,(1): 5-11.

Mccarthy, R.J., Lentz, F., Spiegelman, E., Tisserand, J-C., Sutan, A., Registered Replication Report on Srull and Wyer (1979). *Advances in Methods and Practices in Psychological Science* , 2018, 1,(3): 321-336.

Verschuere, B., Sutan, A., Spiegelman, E., Lentz, F., Tisserand, J-C., Registered Replication Report on Mazar, Amir, and Ariely (2008) . *Advances in Methods and Practices in Psychological Science* , 2018, 1,(3): 299-317.

Book chapters

Lopez-Perez, R., Spiegelman, E., Do economists lie more?. Bucciol, A., Montinari, N., *Dishonesty in Behavioral Economics*, Cambridge, Massachusetts: Academic Press, 2019, 143-162.

Papers in Academic Conferences

Spiegelman, E., The evolution of conventions: strategies or preferences?. *14th International Conference of the French Association of Experimental Economics (ASFEE)*, June 27th-July 28th 2024, Grenoble, France.

Spiegelman, E., Once bitten, once shy: the memory of recent disappointment affects ambiguity, but not risk preferences in independent lotteries. *SEET 2023 Workshop "Southern Europe Experimental Team's Meeting"*, February 2nd-3rd 2023, Valence, Spain.

Spiegelman, E., Once bitten: memory of recent disappointment affects ambiguity, but not risk, preferences. *TIBER Symposium*, August 25th 2023, Tilburg, Netherlands.

Spiegelman, E., Reciprocal, but inequity averse as well? Mixed motives for punishment and reward. *12th International Conference of the French Association of Experimental Economics (ASFEE 2022)*, June 30th-July 1st 2022, Lyon, France.

Spiegelman, E., Would you believe that!? Irrelevant information and equilibrium selection in a cheap talk game . *70ème Congrès annuel de l'AFSE* , June 14th-16th 2022, Dijon, France.

Spiegelman, E., "Like me", you say? A model and experiment on generating ingroup bias through cheap talk. *11th International Conference of the French Association of Experimental Economics (ASFEE)*, September 2nd-3rd 2021, Dijon, France.

Spiegelman, E., Discrimination in the large and the small: Social exclusion diminishes sensitivity to national fines. *11th International Conference of the French Association of Experimental Economics (ASFEE)*, September 2nd-3rd 2021, Dijon, France.

Biot Paquerot, G., Chaboud, M-C., Camus, A., Ashta, A., Hernan Gonzalez, R., Spiegelman, E., Impact of the WISE in France : A critical overview. *15th Organization Studies Workshop*, May 20th-23rd 2020, Chania, Greece.

Mateu, G., Spiegelman, E., How to avoid errors in work environments: an exploratory investigation of mathematical anxiety. *11th Southern Europe Experimental Team's Meeting (SEET Workshop 2020)*, February 6th-8th 2020, Naples, Italy.

Spiegelman, E., Would you believe that!? The effect of irrelevant information on belief and behavior in a cheap talk game. *11th Southern Europe Experimental Team's Meeting (SEET Workshop 2020)*, February 6th-8th 2020, Naples, Italy.

Ajdukovic, I., Spiegelman, E., Sutan, A., Selfish now, or altruistic (for) tomorrow? Inter vs. Intra-generational strategies for the preservation of a common resource. *10th SEET Conference*, February 6th-8th 2019, Ibiza, Spain.

Ajdukovic, I., Spiegelman, E., Sutan, A., Selfish now, or altruistic (for) tomorrow? Inter vs. Intra-generational strategies for the preservation of a common resource.. *10th International Conference of the French Association of Experimental Economics (ASFEE)*, June 19th-21st 2019, Toulouse, France.

Ashta, A., Biot-Paquerot, G., Camus, A., Chaboud, M-C., Hernan Gonzalez, R., Spiegelman, E., Impact of WISE in France: A critical Overview. *Social Impact Investments International Conference*, December 5th-6th 2019, Rome, Italy.

Spiegelman, E., A sunny disposition: irrelevant context and equilibrium selection in a cheap talk game. *10th International Conference of the French Association of Experimental Economics (ASFEE)* , June 19th-21st 2019, Toulouse, France.

Spiegelman, E., Flavors of Regret: Sour Grapes and Counterfactual Information in a Binary Lottery Choice Experiment. *Congrès SCSE 2019*, May 8th-10th 2019, Québec, Canada.

Spiegelman, E., Flavors of regret: sour grapes counterfactual information in a binary lottery choice experimen. *10th SEET Conference*, February 6th-8th 2019, Ibiza, Spain.

Spiegelman, E., Flavors of regret: sour grapes counterfactual information in a binary lottery choice experiment. *ESA World Meeting*, July 4th-7th 2019, Vancouver, Canada.

Sutan, A., Spiegelman, E., Tisserand, J-C., Ajdukovic, I., Egoistic today, altruistic tomorrow? The effect of dynasties on common pool resources preservation. *Politiques publiques, Comportements et Pollution agricole*, April 4th 2019, Besançon, France.

Ajdukovic, I., Sutan, A., Spiegelman, E., What's wrong with the generation? Inter-versus intra-temporal identification and conservation of public goods. *9th International Conference of the French Association of Experimental Economics*, June 14th-15th 2018, Nice, France.

Alia, H., Spiegelman, E., Sutan, A., An experiment on local money in the Basque country. *Microfinance Insight Forum 20*, March 1st-2nd 2018, Dijon, France.

Alia, H., Sutan, A., Spiegelman, E., Convertible local currency and trust: a field experiment in the Basque country. *9th International Conference of the French Association of Experimental Economics*, June 14th-15th 2018, Nice, France.

Sharman, P., Dutoya, F-X., Moyaux, J-P., Sutan, A., Spiegelman, E., Panel on Ethical finance. *Microfinance Insight Forum 20*, March 1st-2nd 2018, Dijon, France.

Spiegelman, E., A bird in the hand: ambiguity and optimism in a strategic environment. *ESA World Meeting*, June 28th-July 1st 2018, Berlin, Germany.

Spiegelman, E., A bird in the hand: optimism and ambiguity in a strategic environment. *9th International Conference of the French Association of Experimental Economics*, June 14th-15th 2018, Nice, France.

Pandey, A., Ashta, A., Spiegelman, E., Sutan, A., Utkarsh, ., Financial stress indicators for microfinance: Do different scales correlate? . *ITEM 8*, December 7th-8th 2017, Dijon, France.

Working papers

Spiegelman, E., Rational self-deception. *Cahiers du CEREN*, 2016, 49: 74-83.

Press tribunes

Sutan, A., Spiegelman, E., Bières gratuites, armes à feu... pourquoi les incitations anglo-saxonnes à la vaccination seraient inefficaces en France. *The Conversation*, June 14th 2021, theconversation.com

Tisserand, J-C., Malezieux, A., Spiegelman, E., Gassmann, X., La Covid-19 a bouleversé notre rapport au risque. *The Conversation*, March 7th 2021, theconversation.com

Sutan, A., Spiegelman, E., Ajdukovic, I., "It's not OK, millennial" : quand les tensions entre les générations nuisent à nos enfants. *The Conversation*, March 9th 2020, theconversation.com

Research seminars

Spiegelman, E., Leibbrandt, A., López-Pérez, R., Reciprocal, but inequality averse as well? Mixed motives for punishment and reward, *CREST/LESSAC Workshop en économie expérimentale*, September 29th 2022, Dijon, France.

Spiegelman, E., Once bitten: Memory of recent disappointment increases ambiguity aversion but not risk aversion, *French Experimentals TalkS (FETS) (online)*, January 26th 2021, France.

Sutan, A., Ajdukovic, I., Spiegelman, E., Selfish now, altruistic tomorrow? Inter vs. intragenerational strategies for preserving common pool resources, *Séminaire EFEC/BE - Université de Montpellier (online)*, January 21st 2021, Montpellier, France.

Spiegelman, E., What are we teaching them? Business schools develop "sophisticated liars", *"Organizations and Markets" Workshop - LESSAC's 10-Year Celebration, in the presence of Vernon Smith, Nobel Memorial Prize in Economic Sciences winner*, November 8th 2018, Dijon, France.

Other contributions

Spiegelman, E., Chair de la session "Social preferences 2", 2022, Lyon, France.

Spiegelman, E., Chair de la Session B2 - Partner Association - Association Française d'Economie Expérimentale (ASFEE-1), 2022, Dijon, France.

Spiegelman, E., Chair de la Session C2 - Partner Association Association Française d'Economie Expérimentale (ASFEE-2), 2022, Dijon, France.

Corgnet, B., Georgantzis, N., Hernan Gonzalez, R., Spiegelman, E., Sutan, A., "How I met Vernon Smith" - Introduction to the plenary talk of Vernon Smith, 2018, Dijon, France.