



Guillermo MATEU (PhD)

29, rue Sambin
BP 50608
21006 Dijon Cedex

✉ guillermo.mateu@bsb-education.com

EXPERT PROFESSOR

DEPARTMENT: FINANCE, ACCOUNTING AND LAW

DISCIPLINARY TEAM: FINANCE GOVERNANCE

RESEARCH AXIS: FINANCE-GOVERNANCE-CSR

EDUCATION AND DEGREES

- 2008 Certificado de Aptitud Pedagógica
- 2008 Licenciatura en Economía
- 2009 Master Economía Industrial
- 2011 Doctorat en Sciences économiques , France

WORK EXPERIENCE

PROFESSIONAL EXPERIENCE

- 2009 - 2012 Lab manager (Universite de Valence)
- 2007 - 2008 Bank teller (Bankia & La Caixa)
- 2016 - ... Expert professeur (Burgundy School of Business)
- 2013 - 2016 Associate Professor in Finance (Burgundy School of Business)

OTHERS ACTIVITIES

- 2011 - 2012 Visiting professor (Universite de Valence)
- 2014 - ... Co-director of MSc Advance Corporate Finance (Burgundy School of Business)

TEACHING

DISCIPLINARY TEAM

- Finance Governance

TEACHING LANGUAGES

- English

SCIENTIFIC ACTIVITIES

RESEARCH FOCUS

- Finance-Governance-CSR

DOCTORATE-PHD SUPERVISION/CO SUPERVISION/JURYS

- 2015 - ... Co-director of a PhD candidate

RESEARCH ACTIVITIES

International, National or Regional Research Projects

- 2013 - 2016 An Experimental Analysis of Bargaining Process

PARTICIPATION TO THE ACTIVITIES OF ACADEMIC JOURNALS

Reviewing of articles

- 2015 - ... Reviewer PlosOne
- 2015 - ... Reviewer Strategic Change

OTHER

- 2012 - ... LESSAC

INTELLECTUAL CONTRIBUTIONS

Articles in peer refereed journals

Sutan, A., Mateu, G., Brañas-Garza, P., Cabrales, A., Sánchez, A., Social interaction and negotiation outcomes: An experimental approach. *Journal of Behavioral and Experimental Economics*, 2023, 102. **CNRS 3, FNEGE 3, HCERES B**

Tisserand, J-C., Hopfensitz, A., Blondel, S., Loheac, Y., Mantilla, C., Mateu, G., Rosaz, J., Rozan, A., Willinger, M., Sutan, A., Management of common pool resources: a nation-wide experiment. *Ecological Economics*, 2022, 201. **CNRS 1, FNEGE 2, HCERES A**

Mateu, G., Innovative education management: an empirical study. *TEC Empresarial*, 2021, 15,(3): 2-17.

Mateu, G., Donaldson, C., New Venture Creation: A Systematic Review of the Associated Literature. *TEC Empresarial*, 2021, 15,(1): 56-79.

Mateu, G., Sanz, A., Public Policies to Promote Sustainable Transports: Lessons from Valencia. *Sustainability*, 2021, 13,(3).

Monzani, L., Mateu, G., Hernandez Bark, A.S., Martinez Villavicencio, J., Reducing the cost of being the boss: Authentic leadership suppresses the effect of role stereotype conflict on antisocial behaviors in leaders and entrepreneurs. *Frontiers in Psychology*, 2021, 12.

Sutan, A., Mateu, G., Aimar, T., Boudaoui, Y., Entrepreneurial Alertness in Eustress Complex Environments: an Experimental Approach of the Exploitation/Exploration Dilemma. *Strategic Change*, 2020, 29,(3): 301-309. **CNRS 4, HCERES C**

Mateu, G., Monzani, L., Munoz, R., The role of the brain in financial decisions: A viewpoint on neuroeconomics. *Mètode Science Studies Journal*, 2018, 8: 6-15.

Sutan, A., Grolleau, G., Mateu, G., Vranceanu, R., Facta non verba: an experiment about pledging and giving. *Journal of Economic Psychology*, 2018,(65): 1-15. **CNRS 2, HCERES A**

Lefebvre, M., Buguzzi, C., Ginon, E., Gomez-Y-Paloma, S., Langrell, S.R.H., Marette, S., Mateu, G., Sutan, A., Mandatory Integrated Pest Management in the European Union: Experimental insights on consumers' reactions. *Review of Agricultural, Food and Environmental Studies*, 2017, 98,(1-2): 25-54. **CNRS 4, HCERES B**

Loheac, Y., Alia, H., Bazart, C., Bchir, M.A., Blondel, S., Bonescu, M., Bornier, A., Brouard, J., Chappe, N., Cochard, F., Flage, A., Galeotti, F., Hollandts, X., Jacquemet, N., Le Lec, F., Lefebvre, M., Leplat, M., Peterle, E., Petit, E., Rozan, A., Villeval, M-C., Willinger, M., Zylbersztein, A., Sutan, A., Hopfensitz, A., Peron, G., Mantilla, C., Mateu, G., Rosaz, J., Raiber, E., Tisserand, J-C., Mise en place d'une expérience avec le grand public : entre recherche, vulgarisation et pédagogie. *Revue Économique*, 2017, 68,(5): 941-953. **CNRS 2, HCERES A**

Alia, H., Mateu, G., Sutan, A., Behavioral Microfinance: Evidence from a Field Experiment in Cairo. *Strategic Change*, 2015, 24,(1): 85-97. **CNRS 3, FNEGE 3, AERES B**

Andrés, M., Mateu, G., La Influencia del Arte en el Marketing. *Investiga Tec*, 2015, 22: 22-24.

Fatas, E., Mateu, G., Antisocial punishment in two social dilemmas. *Frontiers in Behavioral Neuroscience*, 2015, 9,(107): 1-12.

Mateu, G., Molina, A., Monzani, L., Muñoz-Navarro, R., Racionalidad y emociones: Investigación en Neuroeconomía. *Investiga Tec*, 2014, 20: 19-23.

Muñoz-Navarro, R., De-Pereda, A., Salavert, J., Mompó, J., Garcia-Pitarch, J., Bertomeu, I., Gimenez-Manrique, L., Mateu, G., La situació de la salut mental i la psicologia en Europa, Espanya i el País Valencià. Una actualització des de l' any 2000 fins el 2013. *Anuari de psicologia de la Societat Valenciana de Psicologia*, 2014, 15,(1): 163-181.

Book chapters

Mateu, G., Muñoz-Navarro, R., Cálculo estratégico y actividades políticas. Toboso, F., Caballero, G., *Elaboración y negociación de políticas económicas en democracia*, Madrid: Síntesis, 2015, 177-204.

Mateu, G., Innovación educativa en el laboratorio: Una mejora en el rendimiento académico. Pavía Miralles, J.M., Martínez, R., Morillas, F.G., *Docencia en estadística. Experiencias de innovación*, Valence: Reproexpres, 2011, 131-140.

Papers in Academic Conferences

Mateu, G., The effect of internal and external audit on ethics: a cheating experiment with scratch lotteries. *13th Conference of the French Experimental Economics Association (ASFEE 2023)*, May 25th-26th 2023, Montpellier, France.

Mateu, G., Escobar, A., Ripoll, M., Knowledge management and SME financial performance: the mediating role of the interactive use of management control systems and innovation. *XX Congreso Iberoamericano de Control de Gestión - CIBEC*, July 3rd-7th 2023, Valence, Spain.

Mateu, G., Redistribute enough or don't redistribute at all: how effectively can public policies reduce destruction (envy)? A cross cultural experiment. *2022 ESA Bologna*, August 31st-September 3rd 2022, Bologne, Italy.

Mateu, G., The performance effects of multiple sources of stress: the case of math anxiety. *12th International Conference of the French Association of Experimental Economics (ASFEE 2022)*, June 30th-July 1st 2022, Lyon, France.

Mateu, G., Van Der Meij, L., Monzani, L., Munoz-Navarro, R., Salivary testosterone and cortisol in social dilemmas: effects of cooperation and punishment. *11th International Conference of the French Association of Experimental Economics (ASFEE)*, September 2nd-3rd 2021, Dijon, France.

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.

Mateu, G., Salivary testosterone and cortisol in social dilemmas: effects of cooperation and punishment. *ESA European Meeting*, September 4th-7th 2019, Dijon, France.

Mateu, G., Salivary testosterone and cortisol in social dilemmas: effects of cooperation and punishment. *10th SEET Conference*, February 6th-8th 2019, Ibiza, Spain.

Biot-Paquerot, G., Chaboud, M-C., Mateu, G., Lentz, F., Diluted interest: the rationales of lenders and entrepreneur participation decision in crowdfunding campaign for cultural projects. *The Performing Arts Through Sustainable Development*, March 8th-10th 2017, Paris, France.

Biot-Paquerot, G., Chaboud, M-C., Mateu, G., Fully-diluted interest: the rationales of lender and entrepreneur participation decision in crowdfunding campaigns. *3rd International Governance Workshop*, June 7th-8th 2016, Barcelone, Spain.

Mateu, G., Grolleau, G., Sutan, A., Is redistribution an effective public policy to reduce destruction (envy)? *SEET 2016*, January 21st-February 21st 2016, Malta, Malta.

Mateu, G., "Facta non verba": an experiment on pledging and giving. *6th Annual Meeting of the French Experimental Economics Association*, June 15th-16th 2015, Paris, France.

Mateu, G., An experiment exploring differences in collaboration between SMEs and Managers of different genders. *6th Southern Europe Experimental Team's Meeting*, February 5th-7th 2015, Gran Canaria, Spain.

Mateu, G., An experiment exploring gender and leadership differences in collaboration between Managers and Small and Medium Enterprise owners. *London Experimental Workshop*, June 1st-3rd 2015, Londres, United Kingdom.

Alia, H., Mateu, G., Behavioral Microfinance: Evidence from a Field Experiment in Cairo. *2nd PhD Workshop Experimental Development Economics: Lab in the Field*, May 31st 2014, Londres, United Kingdom.

Biguzzi, C., Ginon, E., Gomes-Y-Paloma, S., Langrell, S., Marette, S., Mateu, G., Sutan, A., Consumers' preferences for Integrated Pest Management: Experimental insights. *EAAE conference*, August 26th-29th 2014, Ljubljana, Slovenia.

Mateu, G., An Experimental Analysis Of Cooperative Behavior In A Bargaining Process. *First International Meeting on Experimental and Behavioral Social Sciences*, April 10th-12th 2014, Oxford, United Kingdom.

Mateu, G., An experimental analysis of gender in bargaining processes. *XIX Congreso Internacional de Contaduría, Administración e Informática*, October 8th-10th 2014, Mexico, Mexico.

Mateu, G., An Experimental Analysis of Giving in a Dictator Game. *5th Annual Meeting of the French Experimental Economics Association*, May 22nd-23rd 2014, Besançon, France.

Mateu, G., Experimental Methods' and 'Research though publication: the way to be salient'. *Encuentros de Investigación de Administración de Empresas*, December 1st 2014, Cartago, Costa Rica.

Mateu, G., La Economía Experimental como herramienta para tomar decisiones empresariales. *Congreso Anual de Investigación*, November 22nd 2014, Costa Rica.

Mateu, G., The impact of collectivism on the negotiation behaviour and the negotiation outcome. Cultural or individual factor?. *5th Southern Europe Experimental Team's Meeting*, January 30th-February 1st 2014, Lisbonne, Portugal.

Bouhdaoui, Y., Aïmar, T., Mateu, G., Sutan, A., Entrepreneurial Discovery and Complexity: an Experimental Approach to the Exploitation/Exploration Dilemma. *ASFEE*, June 20th-21st 2013, Lyon, France.

Mateu, G., An experiment on Pricing to Market and money illusion. *4th Southern Europe Experimentalists Meeting*, January 31st-February 2nd 2013, Tenerife, Spain.

Mateu, G., An experiment on Pricing to Market and money illusion. *International Meeting in Experimental and Behavioral Economics*, April 11th-13th 2013, Madrid, Spain.

Mateu, G., The effect of Philips curve experiment on acquisition of theoretical knowledge by students. *4th Joint Research Conference*, June 24th 2013, Dijon, France.

Mateu, G., The effect of Philips curve experiment on acquisition of theoretical knowledge by students. *Conference on teaching and Research in Economic Education*, May 29th-31st 2013, Chicago, United States.

Mateu, G., Grolleau, G., Sutan, A., Does implementing an hypothetical intention increase giving?. *ASFEE*, June 20th-21st 2013, Lyon, France.

Mateu, G., Educational Innovation at the lab: improving academic results. *III JIDERE, Conference on Educational Innovation in Statistics*, July 16th-17th 2012, Valence, Spain.

Mateu, G., No crime, no punishment. *International Meeting in Experimental and Behavioral Economics*, March 8th-10th 2012, Castellón, Spain.

Mateu, G., No crime, no punishment: an experimental analysis of social sanctions in coordination games. *European Sociological Association Conference*, September 12th-15th 2012, Köln, Germany.

Mateu, G., Professional competencies: an experimental research approach. *College Economists*, March 14th 2012, Valence, Spain.

Mateu, G., Give ideology a second chance, an experimental analysis. *International Meeting in Experimental and Behavioral Economics*, April 8th-10th 2010, Bilbao, Spain.

Mateu, G., Give ideology a second chance, an experimental analysis. *North-American ESA Conference*, November 12th-14th 2009, Tucson, United States.

Working papers

Chen, X., Mateu, G., Bounded Rationality in Financial Markets: Experimental Evidence of Social Dominance Oriented Agents. *Cahiers du CEREN*, 2016, 48: 109-130.

Sutan, A., Grolleau, G., Mateu, G., Vranceanu, R., Facta non verba: an experiment on pledging and giving. *Documents de recherche du Centre de recherche de l'ESSEC*, 2015, 1512: 1-28.

Press tribunes

Mateu, G., Monzani, L., Qu'est-ce qui pousse les entrepreneurs à adopter des comportements frauduleux ?. *The Conversation*, April 26th 2022, theconversation.com

Sutan, A., Cabrales, A., Branäs, P., Mateu, G., Sanchez, A., Around a table: Social facilitators for negotiations. *Vox CEPR Policy Portal*, May 22nd 2019, voxeu.org

Research seminars

Mateu, G., De La O, D., Caballero, J.P., The effect of internal and external audit on ethics: a cheating experiment with scratch lotteries, *Research seminar at the University of Malaga*, September 29th 2023, Malaga, Spain.

Sutan, A., Brañas-Garza, P., Cabrales, A., Mateu, G., Sánchez, A., Does pre-play social interaction improve negotiation outcomes?, *Behavioral Research in Organizations (BRiO) External Research (EM Lyon) (online)*, December 1st 2020, Lyon, France.

Sutan, A., Mateu, G., Branäs, P., Cabrales, A., Sanchez, A., Does Pre-play Social Interaction Improve Negotiation Outcomes?, February 6th 2019, Bordeaux, France.

Alia, H., Mateu, G., Sutan, A., Lending or Training the Poor: An Experimental Study on Trust and Risk, *Microfinance Sandwich Writers Club Meeting*, January 22nd 2015, Dijon, France.

Alia, H., Mateu, G., Sutan, A., Behavioral Microfinance: Evidence from a Field Experiment in Cairo, *Microfinance Sandwich Writers Club Seminar*, February 12th 2014, Dijon, France.

Mateu, G., Research using Experimental Economics, *Technological University of Costa Rica*, December 19th 2013, Cartago, Costa Rica.

Professional conferences

Mateu, G., 'Conflict resolution and bargaining'. November 25th 2014, Cartago, Costa Rica.

Other contributions

Alia, H., Bonescu, M., Mateu, G., La Grande expérience participative, *La Nuit Européenne des Chercheurs*, 2015, France.