

# Samuel D. Hirshman

[samuel.hirshman@nhh.no](mailto:samuel.hirshman@nhh.no) | NHH, Helleveien 30, 5045 Bergen, Norway | [samhirshman.com](http://samhirshman.com)

## EMPLOYMENT

---

### NHH Department of Economics

Associate Professor (without tenure)

Bergen, Norway  
August 2021- Present

### Leeds School of Business, University of Colorado

Post Doctoral Research Associate

Boulder, CO  
August 2020- 2021

## PUBLISHED PAPERS

---

- Hirshman, Samuel D. and Abigail B. Sussman. “Minimum Payments Alter Debt Repayment Strategies across Multiple Cards” (Journal of Marketing, December, 2022) [link to paper](#)
- Shen, Luxi and Samuel D. Hirshman. “As Wages Increase, Do People Work More or Less? A Wage Frame Effect”. (Management Science, November, 2022). [link to paper](#)
- Hartzmark, Samuel M., Samuel D. Hirshman, and Alex Imas. “Ownership, Learning, and Beliefs”. (The Quarterly Journal of Economics, August, 2021) [link to paper](#)
- Hirshman, Samuel, Devin Pope, and Jihong Song. “Mental Budgeting versus Relative Thinking.” AEA Papers and Proceedings, vol. 108, pp. 148-52. 2018. [link to paper](#)

## WORKING PAPERS

---

- Hirshman, Samuel D., Daniel O’Leary, Abigail B. Sussman, and Jennifer S. Trueblood. “The Effect of Job Loss on Risky Decision-Making.”
- Hirshman, Samuel D., Alexander Willén. “Does Increasing the Riskiness of Choices Widen Gender Gaps?” [link to paper](#)

## RESEARCH IN PROGRESS

---

- Hirshman, Samuel D., Abigail B. Sussman, Samuel M. Hartzmark, and Alex Imas. “Ownership Alters Learning and Beliefs about Product Attributes”
- Hirshman, Samuel D. and George Wu. “Tests of Rank-dependent Probability Weighting in Risky Choice.”
- Cappelen, Alexander W., Samuel D. Hirshman, Matthew Rabin, Erik Ø. Sørensen, Bertil Tungodden “Reference Dependent Expectations of Inequality.”
- Hirshman, Samuel D. and Alex Imas “Learning When Regimes Can Shift”.

## RESEARCH INTERESTS

---

Financial decision making, learning and beliefs, ownership, choice under uncertainty, and risk taking behavior

## EDUCATION

---

### University of Chicago Booth School of Business

PhD in Behavioral Science

Chicago, IL  
Dissertation Defense September 2020

### Swarthmore College

Bachelor of Arts in Theories of Decision Making; Minor: Mathematics and Statistics

Swarthmore, PA  
Aug 2009 - May 2013

## AWARDS AND HONORS

---

- Russell Sage Foundation Summer Institute in Behavioral Economics Attendee, Summer 2018
- Thaler-Tversky Independent Research Grant, Fall 2018
- FAIR/Rady Spring School in Behavioral Economics Attendee, Spring 2019

## REFERENCES

---

Richard H. Thaler  
Professor of Behavioral Science and Economics  
Booth School of Business  
University of Chicago  
Chicago, IL  
Email: [richard.thaler@chicagobooth.edu](mailto:richard.thaler@chicagobooth.edu)

Alex Imas  
Assistant Professor of Behavioral Science and Economics  
Booth School of Business  
University of Chicago  
Chicago, IL  
Email: [alex.imas@chicagobooth.edu](mailto:alex.imas@chicagobooth.edu)

Abigail B. Sussman  
Associate Professor of Marketing  
Booth School of Business  
University of Chicago  
Chicago, IL  
Email: [abigail.sussman@chicagobooth.edu](mailto:abigail.sussman@chicagobooth.edu)

George Wu  
John P. and Lillian A. Gould Professor of Behavioral Science  
Booth School of Business  
University of Chicago  
Chicago, IL  
Email: [George.Wu@chicagobooth.edu](mailto:George.Wu@chicagobooth.edu)

## AWARDS AND HONORS

---

- Russell Sage Foundation Summer Institute in Behavioral Economics Attendee, Summer 2018
- Thaler-Tversky Independent Research Grant, Fall 2018
- FAIR/Rady Spring School in Behavioral Economics Attendee, Spring 2019

## PRESENTATIONS

---

- Hirshman, Samuel D., Alexander Willén. “Does Increasing Risk Widen Gender Gaps?”
  - Early-Career Behavioral Economics Conference, 2023
  - Helsinki GSE, 2023
  - SJDM 2023
- Hirshman, Samuel D. and George Wu. “Tests of Rank-dependent Probability Weighting in Risky Choice.”
  - SJDM, 2022
- “Ownership, Learning, and Beliefs” (with Samuel M. Hartzmark and Alex Imas)
  - Spring School in Behavioral Economics, 2019
  - Rady School of Management, 2020
  - CREED/TI Workshop, 2020
  - NHH Economics, 2021
- “Minimum Payments Alter Debt Repayment Strategies across Multiple Cards” (with Abigail B. Sussman)
  - SJDM, 2017
  - BDRM, 2018
  - FCAC National Research Symposium on Financial Literacy, 2018
  - SCP, 2019
  - ACR, 2019
- “Waiting for a Hot Hand: A New Metric for Detecting Hot Hand effects”(with Connor Dowd and Nick Polson)
  - SJDM, 2016 Poster Presentation

## TEACHING

---

- **Experimental Methods in Business and Economics**, Spring 2023
- **Behavioral Economics**, Fall 2022, 2023
- **Managerial Decision Making**, Professor Linnea Gandhi, Spring 2017
- **Experimental Marketing**, Professor Oleg Urminsky, Summer 2017, and Spring, 2018
- **The Study of Behavioral Economics**, Professor Devin Pope, Winter 2017, Summer 2018 (Chicago 4.89/5), and Summer 2019 (Chicago 4.71/5)
- **Managerial Decision Making**, Professor George Wu, Summer 2018 (London 4.21/5)
- **Marketing Management**, Professor Pradeep Chintagunta, Spring, 2019 (Chicago 3.92/5, Hong Kong 4.69/5)

## REFEREE SERVICE

---

Econometrica, American Economic Review, Proceedings of the National Academy of Sciences, Management Science, Journal of the European Economic Association, Cognition, Journal of Economic Behavior and Organizations, Journal of Behavioral and Experimental Economics, Journal of Experimental Psychology-General, Economics of Education Review, PNAS-Nexus

## FIELD SERVICE

---

- Organizer SPSP JDM Preconference, Term 2022-2025
- SJDM Jane Beatie Award Committee 2023
- Ad-hoc reviewer for SJDM

## OTHER RESEARCH

---

- Friedberg, Mark W., Maria Orlando Edelen, Samuel Hirshman, Michaela Kerrissey, Ashley-Kay Basile, Maïke V. Tietschert, Marc N. Elliott, and Sara J. Singer. "Development and Psychometric Analysis of the Revised Patient Perceptions of Integrated Care Survey." *Medical Care Research and Review* (2019): 1077558719842951.
- Hirshman, Samuel, Soeren Mattke, and Hangsheng Liu. "Anesthesia service use and the uptake of screening colonoscopies." *Medical Care* 55, no. 6 (2017): 623-628.
- Hussey, Peter S., Peter Huckfeldt, Samuel Hirshman, and Ateev Mehrotra. "Hospital and regional variation in Medicare payment for inpatient episodes of care." *JAMA Internal Medicine* 175, no. 6 (2015): 1056-1057.