

Samuel Hirshman

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EDUCATION

University of Chicago Booth School of Business

PhD in Behavioral Science

Chicago, IL

Expected June 2021

Swarthmore College

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

Swarthmore, PA

Aug 2009 - May 2013

PUBLISHED AND WORKING PAPERS

- Hirshman, Samuel and Abigail B. Sussman. "Paying More than the Minimum: Minimum Payments Lead to Suboptimal Debt Repayment Strategies across Multiple Cards" (R&R at JCR)
- Shen, Luxi and Samuel Hirshman. "As Wages Increase, Do People Work More or Less? A Wage Frame Effect". (Under Review at Management Science)
- Hartzmark, Samuel M., Samuel Hirshman, and Alex Imas. "Ownership, Learning, and Beliefs". (Working Paper)
- Hirshman, Samuel, Devin Pope, and Jihong Song. "Mental Budgeting versus Relative Thinking." AEA Papers and Proceedings, vol. 108, pp. 148-52. 2018.

PRESENTATIONS

- "Ownership, Learning, and Beliefs" (with Samuel M. Hartzmark and Alex Imas)
 - Spring School in Behavioral Economics, 2019
- "Paying More than the Minimum: Minimum Payments Lead to Suboptimal Debt Repayment Strategies across Multiple Cards" (with Abigail B. Sussman)
 - SJDM, 2017
 - BDRM, 2018
 - FCAC National Research Symposium on Financial Literacy, 2018
 - SCP, 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

- **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 (rating 4.89/5), and Winter 2019
- **Managerial Decision Making**, Professor George Wu, Summer 2018 (rating 4.21/5)
- **Marketing Management**, Professor Pradeep Chintagunta, Spring, 2019

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.