

# Samuel D. Hirshman

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## EMPLOYMENT

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### Cornell University, SC Johnson College of Business, Dyson School

Assistant Professor

Ithaca, NY

July 2025- Present

### NHH Department of Economics

Associate Professor (without tenure)

Bergen, Norway

August 2021- June 2025

### Leeds School of Business, University of Colorado

Post Doctoral Research Associate

Boulder, CO

August 2020- 2021

## PUBLISHED PAPERS

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- Hirshman, Samuel D., Daniel O’Leary, Abigail B. Sussman, and Jennifer S. Trueblood. “The Effect of Job Loss on Risky Financial Decision-Making.” (PNAS, December, 2024) [link to paper](#)
- Hirshman, Samuel D., Alexander Willén. “Does Increasing the Riskiness of Choices Widen Gender Gaps?” (Management Science, November, 2024) [link to paper](#)
- 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

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- Naborn, Jay, Quentin Andre, Hannah Perfecto, Samuel D. Hirshman, and Nicholas S. Reinholtz, “Would You Use a South-Pointing Compass? Consumers Underestimate the Informativeness of Systematic Errors and Disagreement” *submitted*

## RESEARCH IN PROGRESS

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- Hirshman, Samuel D. and Alex Imas “(Mis)perceptions of Stability and Learning”.
- 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., Anna Ignatenko, and Alina Ozhegova “Competition, Consumer Biases, and Firm Pricing Strategies.”

## RESEARCH INTERESTS

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Learning and beliefs, choice under uncertainty, risk taking behavior, ownership, and financial decision making

## EDUCATION

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### 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

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- 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

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- “(Mis)perceptions of Stability and Learning”.
  - Bocconi Finance Seminar, 2024, Berlin Behavioral Economics Seminar, 2024, SJDM 2024
- “Does Increasing the Riskiness of Choices Widen Gender Gaps?”
  - Carnegie Mellon SDS, 2022, Early-Career Behavioral Economics Conference, 2023, Helsinki GSE, 2023, SJDM 2023, NTNU, 2024, Skatteetaten, 2024
- “Tests of Rank-dependent Probability Weighting in Risky Choice.”
  - ASSA, 2022, SJDM, 2022, Workshop in honor of Peter P. Wakker, 2024
- “Ownership, Learning, and Beliefs”
  - 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”
  - SJDM, 2017, BDRM, 2018, FCAC National Research Symposium on Financial Literacy, 2018, SCP, 2019, ACR, 2019

## TEACHING

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- Norwegian School of Economics
  - **Experimental Methods in Business and Economics**, Spring 2023 (5/5), Spring 2024 (4.67/5)
  - **Behavioral Economics**, Fall 2022 (4.22/5), Fall 2023 (4.16/5), Spring 2024 (4.35/5), Fall 2024 (4.36/5)
- University of Chicago Booth School of Business
  - **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

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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, Journal of Accounting Research, Experimental Economics, Games and Economic Behavior, European Economic Review

## FIELD SERVICE

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- Organizer SPSP JDM Preconference, Term 2022-2025
- SJDM Jane Beatie Award Committee, Term 2023-6
- Ad-hoc reviewer for SJDM

## OTHER RESEARCH

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- Friedberg, Mark W., Maria Orlando Edelen, Samuel Hirshman, Michaela Kerrissey, Ashley-Kay Basile, Maike 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.

## FAMILY

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- Asher, Born July 1, 2024