

CÉDRIC GUTIERREZ

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Department of Management and Technology
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ACADEMIC APPOINTMENTS

Bocconi University: Assistant Professor (Sept. 2017 - present)

EDUCATION

Ph.D. in Strategy and Management (2017) | HEC Paris

Co-advisors: Thomas Åstebro (HEC Paris) and Mohammed Abdellaoui (HEC Paris)

Jury members: David Cooper (Florida State University), Philipp Koellinger (VU Amsterdam),
Don Moore (Berkeley Haas School of Business), Tomasz Obloj (HEC Paris)

- Best Dissertation Award, INFORMS Technology, Innovation Management and Entrepreneurship, 2018: Second place
- Best Dissertation Award, HEC Foundation, 2017: Winner

Visiting Assistant in Research (Spring 2016) | Yale School of Management

Sponsor: Florian Ederer

MBA | EM Lyon Business School

MS in Electrical Engineering | INSA Lyon (National Institute of Applied Sciences)

RESEARCH INTERESTS

Entrepreneurial/Managerial decision-making; Behavioral strategy; Market entry; Incentives; Experimental methods; Overconfidence; Temporal preference; Decision under uncertainty.

RESEARCH AND PUBLICATIONS

Papers in Refereed Journals

* Alphabetical order

- [1] Gutierrez, C., Obloj, T., Frank, D. (2021) “Better to have led and lost than never to have led at all? Lost leadership and effort provision in dynamic tournaments.” *Strategic Management Journal*
- [2] Gutierrez, C., Åstebro, T., and Obloj, T. (2020) “The impact of overconfidence and ambiguity attitude on market entry.” *Organization Science*
 - *Best Empirical Paper Award of the 2016 Academy of Management (Entrepreneurship Division)*
 - *An earlier version of this paper appeared in the 2016 Best Paper Proceedings of the Academy of Management Annual Meeting, under the title “The impact of overconfidence on market entry.”*
- [3] Di Stefano, G. and Gutierrez, C. * (2019) “Under a magnifying glass: On the use of experiments in strategy research.” *Strategic Organization*
- [4] Abdellaoui, M., Gutierrez, C., and Kemel, E. * (2018) “Temporal discounting of gains and losses of time: An experimental investigation.” *Journal of Risk and Uncertainty*

Under Review

- [5] “When the future feels further away: Temporal preferences, time investments, and entry into entrepreneurship.” (with Donal Crilly and Randolph Sloof) – Under review

[6] “Overconfidence behavior: Beliefs or ambiguity attitude?” (with Mohammed Abdellaoui and Han Bleichrodt) – R&R at *Management Science*

[7] “Measuring natural source dependence.” (with Emmanuel Kemel)

Working Papers

[8] “Why do people choose gender congruent careers: an ambiguous story?” (with Chen Li)

Research in Progress

[9] “The genesis of team familiarity: an experimental investigation.” (with Thorsten Grohsjean and Giada Di Stefano)

[10] Project on incentives and creativity (with Uzay Sezer and Pier Vittorio Mannucci)

[11] Project on biases in recruiting (with Anne Jacqueminet and Vanessa Burbano)

INVITED AND CONFERENCE PRESENTATIONS

* Paper presented by a co-author

Invited Presentations

“Why do people choose gender congruent careers: an ambiguous story?”

- Berlin Behavioral Economics Group, 2021*

“Overconfidence: Belief bias or ambiguity attitude?”

- Birmingham University, Behavioural Economics Workshop, 2019

“The impact of overconfidence and ambiguity attitude on market entry”

- Max Planck Institute, Germany, 2017; Dartmouth College - Tuck School of Business, USA, 2016; Bocconi University, Italy, 2016; Frankfurt School of Finance and Management, Germany, 2016; Erasmus University, Netherlands, 2016; IESE Business School, Spain, 2016; Copenhagen Business School, Denmark, 2016; ETH Zurich, Switzerland, 2016

“Does overconfidence affect ambiguity attitudes?”

- Workshop on Advances in Discrete Choice Models in the honor of Daniel Mc Fadden, University of Cergy-Pontoise, Paris, France, 2015

“Seeking the roots of entrepreneurship: insights from behavioral economics”

- Experimental and behavioral research methods in economics and management, Politecnico di Milano, Italy, 2014

Conference Presentations

“The genesis of team familiarity: an experimental investigation.”

- Strategic Management Society Annual Conference, Minneapolis, Virtual, 2021 - Scheduled

“When the future feels further away: Temporal preferences, time investments, and entry into entrepreneurship.”

- Strategy Research Forum, Virtual, 2021
- Academy of Management Annual Meeting, Boston, USA, 2019
- HEC SnO Research Day, Jouy-en-Josas, France, 2017

“A model of divestiture decisions with shifting focus of attention.”

- Academy of Management Annual Meeting, Boston, USA, 2019*
- Strategic Management Society Annual Conference, Minneapolis, USA, 2019*

“How learning about one’s own performance affects (over)confidence as related to beliefs and attitudes.”

- Foundations of Utility and Risk (FUR), York, UK, 2018

“Better to have led and lost than never to have led at all?”

- HEC SnO Research Day, Jouy-en-Josas, France, 2018
- Academy of Management Annual Meeting, Atlanta, USA, 2017.

The paper was part of a symposium on “Individual Preferences in Strategy”.

“To micro or too micro? On the use of experiments in strategy research.”

- HEC SnO Research Day, Jouy-en-Josas, France, 2017

“The impact of overconfidence on market entry.”

- Strategy, Entrepreneurship and Innovation (SEI) Workshop, Berlin, Germany, 2018
- Strategic Management Society Annual Conference, Berlin, Germany, 2016
- Research in Behavioral Finance Conference, Amsterdam, Netherlands, 2016
- Academy of Management Annual Meeting, Anaheim, USA, 2016
- Consortium on Competitiveness and Cooperation (CCC) doctoral workshop, Milan, Italy, 2016
- Workshop on Experimental Economics and Entrepreneurship, Tampa, USA, 2015

“The problem of horizons.”

- Strategic Management Society Annual Conference, Berlin, Germany, 2016

“Eliciting temporal preferences for gains and losses of time.”

- Foundations of Utility and Risk (FUR), Warwick University, UK, 2016
- INFORMS Annual Meeting, Philadelphia, USA, 2015
- Subjective Probability, Utility, and Decision Making Conference, Budapest, Hungary, 2015
- French Experimental Economics Association, Paris, France, 2015

Conference Activities

- Organization of a panel for the SMS Competitive Strategy Interest Group, Strategic Management Society Annual Conference, Minneapolis, 2019
- Panelist, Technology and Innovation Management Doctoral Consortium, Academy of Management Annual Meeting, Chicago, 2018
- Discussant, “Designing Incentives in Startup Teams: Form and Timing of Equity Contracting”, American Economic Association Annual Meeting, Philadelphia, 2018

Invited Participation

- Academy of Management STR Junior Faculty Paper Development Workshop, 2017-2019
- Strategic Management Society “Developing a Research Identity” Workshop, 2018
- Trans-Atlantic Doctoral Conference, London Business School, UK, 2017
- Academy of Management ENT Doctoral Consortium, Anaheim, USA, 2016
- Consortium on Competitiveness and Cooperation (CCC) doctoral workshop, Milan, Italy, 2016
- Workshop on Experimental Economics and Entrepreneurship, Florida State University, USA, 2015
- European Strategy, Entrepreneurship and Innovation (SEI) Doctoral Consortium, London Business School, UK, 2015
- Behavioral Science Group Summer School, Warwick Business School, UK, 2014

AWARDS AND SCHOLARSHIPS

iCrios Research Grant (€7.200). 2019

INFORMS Technology, Innovation Management and Entrepreneurship, Best Dissertation Award: Second place. 2018

Bocconi Junior Researchers’ Grant (€10.000). 2018

HEC Paris Foundation Best Thesis Award. 2017

Academy of Management Best Empirical Paper Award (ENT Division) for the paper “The impact of overconfidence on market entry.” 2016

Labex Ecodec Grant (€5.000) for the project “The problem of horizons.” 2016

Labex Ecodec Grant (€5.000) for the project “Does overconfidence affect ambiguity attitudes?” 2016

Labex Ecodec (Economics and Decision Sciences) Scholarship (€51.000). 2014-2017

HEC Foundation Fellowship for the PhD program, 2012-2017

TEACHING EXPERIENCE

Course Development

Bocconi University

Data analysis for managerial decision making (M.Sc.)

Behavioral perspectives on innovation and entrepreneurship (Ph.D.)

Politecnico di Milano

Experiments in entrepreneurship (Ph.D.)

Courses Taught

Bocconi University

Behavioral perspectives on innovation and entrepreneurship (Ph.D.)

Data analysis for managerial decision making (M.Sc.)

Management (B.Sc.)

Université d'Angers

Introduction to R (M.Sc. in Economics)

Executive Education – Academic Advisor

Academic advisor for the ATOS Gold Program (HEC Paris, 2013-2015)

SERVICE

Bocconi University Department Junior Hiring Committee – Team Leader (2021-Present)

Bocconi University Department Junior Hiring Committee – Member (2020-2021)

Bocconi University Management and Technology Seminar Series – Co-organizer (2018-2020)

Editorial Review Board – Strategic Management Journal (since 2020)

Ad-hoc reviewer – Organization Science, Management Science, Strategic Entrepreneurship Journal,
Entrepreneurship Theory and Practice, Journal of Management Studies

Reviewer – Strategic Management Society Annual Conference

Reviewer – Academy of Management Annual Meeting

Member of the Steering Committee of the GREGHEC-CNRS Research Laboratory (2015-2017)

Elected Ph.D. students’ representative | HEC Paris (2012-2014)

PROFESSIONAL MEMBERSHIPS

Academy of Management (since 2016); Strategic Management Society; INFORMS

PRIOR EXPERIENCE

Nokia, Madrid, Spain – Program manager for Telefonica Global Account

Novedia Consulting, Paris, France – Marketing consultant in telecommunications and new media

Altran, Rennes, France – Software project leader and software developer

EDF, Nantes, France – Electrical Engineer

OTHER SKILLS

Languages: English (fluent), French (native), Spanish (fluent), Italian (beginner)

Computer skills: R, STATA, Maple, Python, JavaScript, C++, C, HTML