



## Guillermo MATEU (PhD)

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### PROFESSEUR EXPERT

**DÉPARTEMENT : FINANCE, COMPTABILITÉ, DROIT**

**ÉQUIPE DISCIPLINAIRE : FINANCE GOUVERNANCE (FG)**

**AXE DE RECHERCHE : DÉCISIONS ET COMPORTEMENTS**

## FORMATION ET DIPLÔMES

- 2008 Certificado de Aptitud Pedagógica Université Politechnique de Valence, Valencia, Espagne
- 2008 Licenciatura en Economía Université de Valencia, Valencia, Espagne
- 2009 Master Economía Industrial Université de Valencia, Valencia, Espagne
- 2011 Doctorat en Sciences économiques Université de Valencia, Valencia, Espagne, France

## EXPÉRIENCE PROFESSIONNELLE

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- 2009 - 2012 Ingénieur de Recherche (Université de Valence)
- 2007 - 2008 Caissier du Banque (Bankia & La Caixa)
- 2016 - ... Professeur expert (Burgundy School of Business)
- 2013 - 2016 Professeur associé en Finance (Burgundy School of Business)

### AUTRES ACTIVITÉS

- 2011 - 2012 Professeur Visitant (Université de Valence)
- 2014 - ... Co-director du MSc Advance Corporate Finance (Burgundy School of Business)

## ENSEIGNEMENTS

### ÉQUIPE DISCIPLINAIRE

- Finance Gouvernance (FG)

## LANGUES D'ENSEIGNEMENT

- Anglais

## ACTIVITÉS SCIENTIFIQUES

### AXE DE RECHERCHE

- Décisions et Comportements

### DIRECTION / CO-DIRECTION / JURY DE DOCTORAT-PHD

- 2015 - ... Co-director d'une thèse de doctorat

### ACTIVITÉS DE RECHERCHE

#### Projets de recherche internationaux, nationaux ou régionaux

- 2013 - 2016 An Experimental Analysis of Bargaining Process

### PARTICIPATION AUX ACTIVITÉS DE REVUES ACADÉMIQUES

#### Révision d'articles

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

### AUTRE

- 2012 - ... LESSAC

## CONTRIBUTIONS INTELLECTUELLES

#### Articles dans des revues à comité de lecture

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, vol. 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, vol. 201. **CNRS 1, FNEGE 2, HCERES A**

Mateu, G., Innovative education management: an empirical study. *TEC Empresarial*, 2021, vol. 15, n°3, p. 2-17.

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

Mateu, G., Sanz, A., Public Policies to Promote Sustainable Transports: Lessons from Valencia. *Sustainability*, 2021, vol. 13, n°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, vol. 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, vol. 29, n°3, p. 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, vol. 8, p. 6-15.

Sutan, A., Grolleau, G., Mateu, G., Vranceanu, R., Facta non verba: an experiment about pledging and giving. *Journal of Economic Psychology*, 2018, n°65, p. 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, vol. 98, n°1-2, p. 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., Zylbersztejn, 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, vol. 68, n°5, p. 941-953. **CNRS 2, HCERES A**

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

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

Fatas, E., Mateu, G., Antisocial punishment in two social dilemmas. *Frontiers in Behavioral Neuroscience*, 2015, vol. 9, n°107, p. 1-12.

Mateu, G., Molina, A., Monzani, L., Muñoz-Navarro, R., Racionalidad y emociones: Investigación en Neuroeconomía. *Investiga Tec*, 2014, vol. 20, p. 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, vol. 15, n°1, p. 163-181.

## Chapitres d'ouvrages

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, p. 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, p. 131-140.

### **Conférences académiques**

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)*, 25-26 mai 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*, 3-7 juillet 2023, Valence, Espagne.

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*, 31 août-3 septembre 2022, Bologne, Italie.

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)*, 30 juin-1er juillet 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)*, 2-3 septembre 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)*, 6-8 février 2020, Naples, Italie.

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

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

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*, 8-10 mars 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*, 7-8 juin 2016, Barcelone, Espagne.

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

Mateu, G., "Facta non verba": an experiment on pledging and giving. *6th Annual Meeting of the French Experimental Economics Association*, 15-16 juin 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*, 5-7 février 2015, Gran Canaria, Espagne.

Mateu, G., An experiment exploring gender and leadership differences in collaboration between Managers and Small and Medium Enterprise owners. *London Experimental Workshop*, 1er-3 juin 2015, Londres, Royaume-Uni.

Alia, H., Mateu, G., Behavioral Microfinance: Evidence from a Field Experiment in Cairo. *2nd PhD Workshop Experimental Development Economics: Lab in the Field*, 31 mai 2014, Londres, Royaume-Uni.

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*, 26-29 août 2014, Ljubljana, Slovénie.

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

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

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

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

Mateu, G., La Economía Experimental como herramienta para tomar decisiones empresariales. *Congreso Anual de Investigación*, 22 novembre 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*, 30 janvier-1er février 2014, Lisbonne, Portugal.

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

Mateu, G., An experiment on Pricing to Market and money illusion. *4th Southern Europe Experimentalists Meeting*, 31 janvier-2 février 2013, Tenerife, Espagne.

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

Mateu, G., The effect of Philips curve experiment on acquisition of theoretical knowledge by students. *4th Joint Research Conference*, 24 juin 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*, 29-31 mai 2013, Chicago, Etats-Unis.

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

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

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

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

Mateu, G., Professional competencies: an experimental research approach. *College Economists*, 14 mars 2012, Valence, Espagne.

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

Mateu, G., Give ideology a second chance, an experimental analysis. *North-American ESA Conference*, 12-14 novembre 2009, Tucson, Etats-Unis.

### **Cahiers de recherche**

Chen, X., Mateu, G., Bounded Rationality in Financial Markets: Experimental Evidence of Social Dominance Oriented Agents. *Cahiers du CEREN*, 2016, n°48, p. 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, n°1512, p. 1-28.

### **Tribunes de presse**

Mateu, G., Monzani, L., Qu'est-ce qui pousse les entrepreneurs à adopter des comportements frauduleux ?. *The Conversation*, 26 avril 2022, [theconversation.com](http://theconversation.com)

Sutan, A., Cabrales, A., Branas, P., Mateu, G., Sanchez, A., Around a table: Social facilitators for negotiations. *Vox CEPR Policy Portal*, 22 mai 2019, [voxeu.org](http://voxeu.org)

### **Séminaires de recherche**

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*, 29 septembre 2023, Malaga, Espagne.

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)*, 1er décembre 2020, Lyon, France.

Sutan, A., Mateu, G., Branas, P., Cabrales, A., Sanchez, A., Does Pre-play Social Interaction Improve Negotiation Outcomes?, 6 février 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*, 22 janvier 2015, Dijon, France.

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

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

### **Conférences professionnelles**

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

### **Autres contributions**

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