

September 2016

CURRICULUM VITAE DR. PAUL SMEETS

Assistant Professor in Finance at Maastricht University

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Positions and Affiliations

June 2012 – present	Assistant Professor in Finance at Maastricht University
Fall 2016	Visiting Scholar at the University of California Los Angeles
2012, 2013, 2014	Visiting Scholar at the University of California San Diego (UCSD) Rady School of Management
2013	Visiting Scholar at the University of Toulouse

Research Interests

- ▶ Social Finance
- ▶ Behavioral Finance
- ▶ Experimental Economics

Publications

- ▶ “Giving Behavior of Millionaires”, *Proceedings of the National Academy of Sciences*, August 2015 (with Rob Bauer and Uri Gneezy)
- ▶ “Social Identification and Investment Decisions”, *Journal of Economic Behavior and Organization*, Vol. 117, September 2015, 121–134 (with Rob Bauer)
 - ▶ Best paper award by the United Nations PRI

Working Papers (among others)

- ▶ “Why Do Investors Hold Socially Responsible Mutual Funds?” (with Arno Riedl)
 - ▶ Revise and resubmit at *The Journal of Finance*
 - ▶ Best paper award 2014 Geneva Summit on Sustainable Finance
- ▶ “Testosterone and overconfidence of investment managers” (with Pim van Vliet)
 - ▶ Submitted
- ▶ “Millionaires Turn Time Into Happiness By Keeping Busy” (with Ashley Whillans, Rene Bekkers & Michael Norton)
- ▶ “Measuring Risk and Time Preferences for Pension Savings Decisions” (with Jan Potters and Arno Riedl)
 - ▶ Netspar Methods paper
- ▶ “Promoting Truthful Communication Through Ex-Post Disclosure” (with Adam Eric Greenberg and Lilia Zhurakhovska)
 - ▶ Presented at AEA Boston, January 2015
- ▶ “Trust and Trading” (with Nicolas Salamanca)

Publications in Dutch

- ▶ “Van Vermogen naar Verandering” Philanthropy report (with ABN AMRO MeesPierson), September 2014
- ▶ “Sociaal Gedrag Linkse en Rechtse Kiezers”, *Economische en Statistische Berichten* (ESB), August 2012

Awards and Funding

2016	NWO Veni , personal research grant (€250,000)
2016	IAST Multidisciplinary Prize 2016 (€40,000)
2014	Best paper award 2014 Geneva Summit on Sustainable Finance (\$1,500)
2014	Netspar topicality project grant (€20,000)
2014	BPf Detailhandel Pension Fund (Funding for two PhD students and joint research)
2014	ABN AMRO MeesPierson (Funding for joint research)
2012	GSBE Small scale research grant (€4,000)
2010	Best student paper award from the United Nations Principles of Responsible Investments (UNPRI) (\$4,000)
2010	MISTRA Research grant for the paper “Why do investors hold socially responsible mutual funds?” (€50,000)

Recent Academic Presentations

2017

- ▶ Seminar at Carnegie Mellon University (planned for April 2017)
- ▶ Society for Personality and Social Psychology, San Antonio (planned for January)*
- ▶ American Finance Association, *discussant* (planned for January 2017)

2016

- ▶ Seminar at the Choice Lab, Norwegian School of Economics (planned for December)
- ▶ Seminar at Harvard Business School (planned for November)
- ▶ Seminar at the University of California Los Angeles (planned for November)
- ▶ Society for Judgement and Decision Making SJDM, poster (planned for November)*
- ▶ Advances in Field Experiments Conference, University of Chicago (planned for September)*
- ▶ Research in Behavioral Finance Conference (planned for September)
- ▶ European Finance Association, *discussant* (Oslo)
- ▶ TIBER XV Tilburg
- ▶ Behavioral Insights in Research and Policy Making (Wageningen)
- ▶ Seminar at the University of Munich
- ▶ Invited as speaker at the London School of Economics
- ▶ Geneva Summit on Sustainable Finance
- ▶ Seminar Radboud University (Nijmegen)
- ▶ Netspar International Pension Workshop (Leiden)

2015

- ▶ Seminar at Copenhagen Business School
- ▶ Seminar at the University of Heidelberg
- ▶ Seminar at Tilburg University
- ▶ Brown bag seminar at Radboud University (Nijmegen)
- ▶ Guest lecture at Erasmus University (Rotterdam)
- ▶ Science of Philanthropy Initiative (University of Chicago)
- ▶ TIBER XIV (Tilburg)
- ▶ European Finance Association (Vienna), *discussant*
- ▶ American Economic Association 2015 (Boston)

2014

- ▶ Seminar at the University of Washington (Seattle)
- ▶ Seminar at the Wissenschaftszentrum Berlin
- ▶ Seminar at the Rady School of Management (University of California, San Diego)
- ▶ Geneva Summit on Sustainable Finance*
- ▶ Science of Philanthropy Initiative (University of Chicago)

- ▶ Research in Behavioral Finance conference Rotterdam
- ▶ TIBER XIII (Tilburg)
- ▶ Society for Experimental Finance (Zurich)

() indicates presentation by co-author*

Recent Knowledge Utilization

2016

- ▶ ABN AMRO event for release of new philanthropy report (planned for November)
- ▶ Authority Financial Markets (AFM) of the Netherlands (planned for Fall)
- ▶ Parcours of Art and Sciences in Maastricht (audience: general public)
- ▶ Keynote speaker at private banking event Rabobank Sittard-Geleen (audience: high net worth individuals)

2015

- ▶ Keynote speaker at the Ministry of Foreign Affairs Sustainability Department, The Hague (audience: policy advisors)
- ▶ Rabo College Day TED talk (audience: students)
- ▶ Event 'Giving in the Netherlands', VU Amsterdam (audience: charitable fundraisers)
- ▶ Keynote speaker at ABN AMRO International Sustainability Day (audience: bankers)
- ▶ Science of Philanthropy Initiative Chicago (audience: scholars and charitable fund raisers)
- ▶ Robeco seminar on hormones and financial decision making (audience: investment managers)
- ▶ Executive Teaching, 'de Geluksfabriek' (Erasmus University Rotterdam, audience: professionals with various backgrounds)

2014

- ▶ Science of Philanthropy Initiative Chicago (audience: scholars and charitable fund raisers)
- ▶ ABN AMRO, Sustainability Department (audience: bankers)
- ▶ ABN AMRO, Charity Department (audience: bankers and charitable fund raisers)
- ▶ Science Slam (audience: general public)
- ▶ Parcours of Art and Sciences in Maastricht (audience: general public)

Joint Academic Projects with Banks and Financial Institutions

2016 – present	ABN AMRO MeesPierson (Philanthropy and responsible investments of millionaires)
2015 – present	Robeco (Paper on the effect of testosterone on financial decisions of investment managers)
2015 – present	BpF Detailhandel (Field experiments on pension communication)
2015 – present	Capgemini (Field experiments on pension communication)
2013 – 2014	ABN AMRO MeesPierson (Philanthropy of millionaires)
2011 – present	Robeco (Several papers on investment behavior of clients)
2009 – present	ASN Bank (Several papers on socially responsible investment behavior)
2009	Triodos Bank (Paper: “Social Identification and Investment Decisions”)
2009	Deutsche Bank (Survey on investment decisions of private banking clients)
2008	Loyalis (Pre-test for paper: “Social Identification and Investment Decisions”)

Teaching

Supervision

2015 – present	PhD student Lidwien Sol
2014 – present	PhD students Inka Eberhardt and Tobias Ruof
2013 – present	Supervising Honor students (Bsc)
2007 – present	Supervising Master Theses (ongoing 6 students)

Courses

2014 – present	Sustainable and Responsible Investments (Msc, Course Coordinator)
2012 – 2016	Corporate Finance (Bsc, Course Coordinator)
2014, 2008-2011	Behavioral Finance (Msc, Tutor)
2013	PhD course at the University of Toulouse (Course Coordinator)
2007 – 2011	Financial Risk Management (Msc, Tutor)
2007	International Financial Management (Bsc, Tutor)

Educational development

2015 – present	Behavioral economics lab meetings (organizer)
2015 – 2016	Organizer Brown Bottle PhD seminars
2015	Course Sustainable and Responsible Investments (MSc)
2014 – 2016	Coordinator Ethics, Responsibility and Sustainability for School of Business and Economics, Maastricht University
2014	Committee for development of a Bachelor program in Emerging Markets, Maastricht University
2012	Course Corporate Finance (BSc) for liberal arts students

Other Professional Activities

2012 – present	Library Committee School of Business and Economics, Maastricht University
2007 – present	Researcher for the European Center for Corporate Engagement (ECCE)
2013	PhD Committee member Marco Heimann, University of Toulouse
2012	Organized a mini conference on Risk, Social Preferences and Investor Behavior at Maastricht University
2009 – 2011	Chairman of the PhD Colloquium at Maastricht University

Referee

Review of Economic Studies
Management Science
Journal of Banking and Finance
Journal of Economic Behavior and Organization
Journal of Behavioral and Experimental Economics
Environmental and Resource Economics
Business and Society
Systems
Sustainability

Education

Oct. 2007 – June 2012	PhD in Finance at Maastricht University <i>Promotors:</i> Rob Bauer and Piet Eichholtz <i>Evaluation committee:</i> John Beshears (Harvard Business School), Stephan Meier (Columbia Business School), Thomas Dohmen (University of Bonn), Dennis Bams (Maastricht University)
Sept. 2006 – Sept. 2007	Master of Science (MSc) in International Economic Studies Maastricht University (<i>cum laude</i>)
Sept. 2003 – Sept. 2006	Bachelor of Science (BSc) in International Economic Studies Maastricht University
Exchange	Study abroad at the University of California Santa Barbara (UCSB)