

ORIE SHELEF

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CURRENT POSITION

University of Utah, Assistant Professor, July 2016 to Current
Department of Entrepreneurship and Strategy

PAST POSITIONS

Stanford University, Postdoctoral Fellow, June 2013-May 2016
Stanford Institute for Economic Policy Research

EDUCATION

University of California, Berkeley, Berkeley, CA.
Ph.D., Business Administration. May 2013
Masters of Science, Business Administration Dec 2009

University of Pennsylvania, Philadelphia, PA.
Wharton School, Bachelor of Science in Economics, *Summa Cum Laude*. May 2003
College of Arts and Sciences, Bachelor of Arts, *Summa Cum Laude*. May 2003

WORKING PAPERS

“Competing for Labor through Contracts: Selection, Matching, Firm Organization and Investments” Orië Shelef and Amy Nguyen-Chyung. *Under Revision*

“Bad Bets: Non-Linear Incentives, Risk and Performance” Rui J. P. de Figueiredo, Evan Rawley, and Orië Shelef. Previously circulated as “Incentive Thresholds, Risk-Taking, and Performance.” *Revised and Resubmitted, SMJ*

“Relational Influence Buying” Orië Shelef, *Under Revision*

PUBLICATIONS

“The Demand for Energy-Using Assets among the World's Rising Middle Classes,” 2016. *American Economic Review* June 106(6) Paul Gertler, Orië Shelef, Catherine Wolfram, and Alan Fuchs.

“Democratic Inclusion and Religious Nationalists in Israel,” 2013. *Political Science Quarterly*. Summer 128(2): 289-316. Nadav G. Shelef and Orië Shelef.

“How Will Energy Demand Develop in the Developing World?” 2012. *Journal of Economic Perspectives*, 26(1): 119–38. Catherine Wolfram, Orië Shelef, and Paul Gertler.

WORKS IN PROGRESS

“Experiments that Change the World” With Robert Wuebker

“Not the Superstar: Heterogeneous Spillovers within Firms” with Amy Nguyen-Chyung
“Agent Driven Matching Surplus – Client Loyalty and Finding the Right Match” with Amy Nguyen-Chyung
“The Contingent Agency Problem: Incentive Alignment and Market Conditions.” with Amy Nguyen-Chyung
“Retaining High Quality Talent by Providing Generalizable Human Capital: Training and Learning by Doing” with Amy Nguyen-Chyung
“Worker Reputations: Highly Able or Highly Responsive?”
“Multi-tasking Through the Firm: Internal Divisions?”

PRESENTATIONS

“Bad Bets: Non-Linear Incentives, Risk and Performance”
2012: Consortium for Competitiveness and Cooperation; Western Economic Association Meeting; University of California, Berkeley, Haas School of Business; Columbia, Graduate School of Business.
2013: Dartmouth University, Tuck School of Business; University of Western Ontario; Ivey School of Business; Stanford University, Stanford Institute for Economic Policy Research; Georgetown University, McDonough School of Business; Northwestern University, Kellogg School of Management; University of Toronto, Rotman School of Management; University of Rochester, Simon Graduate School of Business; NBER Organizational Economics.
2014: CRES @ Washington University
2018: UU-BYU

“Relational Influence Buying.”
2013: Strategy and the Business Environment Conference, UT Austin.
2014: International Society for New Institutional Economics

“Competing for Labor through Contracts and Investments.”
2015: University of California, Berkeley (x2); Stanford University (x2); Society for Institutional & Organizational Economics; Society of Labor Economists; NBER Summer Institute; Academy of Management; Strategic Management Society Annual Conference; CIREQ; NBER Organizational Economics; University of Utah, Eccles School of Business; University of Maryland.
2016: Harvard School of Business; Johns Hopkins University; University of Southern California; University of British Columbia; BYU-UU.
2018: Academy of Management

Discussions

2014: American Economic Association; NBER Organizational Economics.
2015: Berkeley-Paris Organizational Economics Workshop; CRES @ Washington University
2017: American Economic Association
2018: Winter Business Economic Conference

TEACHING

University of Utah	
STRAT 5700: Strategic Management,	Spring 2017, Spring 2018, Spring 2019
Stanford University	
ECON 160: Game Theory,	Winter 2014, Winter 2015
University of California, Berkeley	
MBA 201: Economics for Business Decision Making (MBA core), Graduate Student Instructor,	Fall 2009
University of Pennsylvania	
CSE 100: Information Technology and Its Impact on Society, Teaching Assistant,	Fall 2002
PPMT 250: Managerial Economics, Undergraduate Teaching Assistant,	Spring 2001
FNCE 103: Business Economics, Undergraduate Teaching Assistant,	Fall 2000

FELLOWSHIPS AND AWARDS

Academy of Management Showcase Symposium	2018
Applications and Contributions of Matching Methods to Strategy Research	
SIOE (Society for Institutional & Organizational Economics) Coase Dissertation Award	2015
SIEPR Postdoctoral Fellowship	2013-2016
White Dissertation Fellowship	2012-2013
Coleman Fung Risk Management Research Center Grant “Managing Risk and Exerting Productive Effort: Incentives and Job Design” (with Steven Tadelis)	2011-2012
UC Berkeley Haas School of Business Hayase Award for Service to PhD Students	2011
Sasakawa Foundation Research Funding	2007-2012
Intel Foundation Robert Noyce Memorial Fellowship	2008-2011
Institute for Management, Innovation, and Organization Research Award	2007-2010
Bradley Foundation Research Stipend	2008-2009

RESEARCH POSITIONS

Graduate Student Researcher for Professors Ernesto Dal Bó, Rui J de Figueiredo, Steven Tadelis, and Catherine Wolfram.

SERVICE

Strategy 3700, University of Utah	2018
Winter Strategy Conference, University of Utah	2017, 2019
Faculty Recruiting, Entrepreneurship and Strategy, University of Utah	2016-2019
Junior Faculty Workshop, Stanford, Economics Department	2014-2015
Postdoctoral Fellowship Recruiting, Stanford, SIEPR	2013-2015
Computer Representative, UC, Berkeley, Haas, PhD Program	2009-2012
Peer Advisor, UC, Berkeley, Haas, Business & Public Policy PhD Students	2009-2010

Referee for: *American Economic Review*, *Management Science*, *Strategic Management Journal*, *Journal of Labor Economics*, *Organization Science*, *Strategic Entrepreneurship Journal*, *Journal of Law Economics and Organizations*, *Journal of the European Economic Association*, *Journal of the Association of Environmental and Resource Economists*, *Development Engineering*