



Associate Professor Jérémy CELSE

Academic Department: Economics, Law and Society

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RESEARCH INTERESTS

- Ethics
- Organizational Behavior
- Experimental Economics
- Behavioural Economics

TEACHING DOMAINS

- Macroeconomics
- Statistics
- Business ethics

EDUCATION

Highest degree :

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| 2011 | Doctorate/PhD, Economics, Université de Montpellier, France
« <i>Inégalités et décisions de destruction : quatre essais sur l'envie.</i> » <i>Félicitations du Jury (summa cum laude).</i> |
| 2005 | Master, Public and Industrial Economics, Université de Montpellier, France |
| 2004 | Master, Finance, Université de Montpellier, France |

PROFESSIONAL EXPERIENCE

Academic experience and positions

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| Since 2023 | Behavioral and Experimental Laboratory Steering Committee, ESSCA School of Management, France |
| Since 2020 | PhD thesis examiner of Matthew Kensen : "Climate change and unethical behaviours: four essays", University of the South Pacific, Fiji |
| Since 2020 | Associate Professor, ESSCA School of Management, France |
| 2011 - 2020 | Associate Professor, Burgundy School of Business - BSB, France |
| 2014 - 2014 | Visiting Research Fellow, SDA Bocconi School of Management, Italy |
| 2012 - 2014 | Visiting Research Fellow, Fondazione Eni Enrico Mattei (FEEM), Italy |
| 2010 - 2011 | Visiting Research Fellow, Basque Centre for Climate Change (BC3), Spain |
| 2010 - 2011 | Post-doctoral Researcher, Burgundy School of Business - BSB, France |
| 2006 - 2007 | Head of Lab, Laboratory for Experimental Economics - Montpellier (LEEM), France |

PROFESSIONAL EXPERIENCE

Academic experience and positions

2005 - 2006 Research assistant, Laboratoire montpelliérain d'économie théorique et appliquée (LAMETA), France

INTELLECTUAL CONTRIBUTIONS

Peer-reviewed Articles

CELSE, J. and GROLLEAU, G. (2025). The influence of street name gender on perceptions of location quality and rental decisions. *Review of Behavioral Economics*, 12(3), pp. 291-310.

CELSE, J. (2025). Athletes vs. Musicians: Perceptions and Preferences in Workplace Social Programs. *Managerial and Decision Economics*, 46(2), pp. 1029-1039.

BALAFOUTAS, L., CELSE, J., KARAKOSTAS, A. and UMASHEV, N. (2025). Incentives and the Replication Crisis in Social Sciences: A Critical Review of Open Science Practices. *Journal of Behavioral and Experimental Economics*, 114, pp. 102327.

CELSE, J. and CHANG, K. (2024). Athletic participation brings more job opportunities, true or false? *International Journal of Human Resource Management*, 35(7), pp. 1225-1249.

CELSE, J. and GROLLEAU, G. (2023). Too much of a good thing? Drawbacks of stressing measurement of impact investing. *Journal of Alternative Investments*, 26(2), pp. 9-27.

CELSE, J. and GROLLEAU, G. (2023). Fare evasion and information provision: what information should be provided to reduce fare-evasion? *Transport Policy*, 138, pp. 119-128.

CELSE, J., KARAKOSTAS, A. and ZIZZO, D.J. (2023). Relative Risk Taking and Social Curiosity. *Journal of Economic Behavior and Organization*, 210, pp. 243-264.

CELSE, J. and KENSEN, M. (2023). Can positional concerns be a threat to disaster management? Assessing the prevalence of positional concerns among socially vulnerable populations in Trinidad & Tobago. *Environmental Hazards*, 22(2), pp. 152-176.

CHANG, K., MAX, S. and CELSE, J. (2022). Employee's lying behavior and the role of self-awareness. *International Journal of Organizational Analysis*, 30(6), pp. 1538-1553.

CELSE, J. and DARGNIES, M.P. (2022). An experimental investigation of the impact of exogenous matching methods on contribution to public goods: do people cooperate more with same-spirit partners or same performing partners? *Revue d'Economie Politique*, 132(6), pp. 1013-1035.

CELSE, J., FREY, B., GROLLEAU, G. and MZOUGH, N. (2022). The unexpected power of negative awards. *Kyklos*, 75(3), pp. 385-393.

CELSE, J., GROLLEAU, G. and MAX, S. (2022). « Le » Covid-19 est-il plus grave que « la » Covid-19 ? Impact du genre grammatical attribué à la maladie sur sa perception et sur les mesures de protection prises pour s'en prémunir. *Revue d'Economie Politique*, 132(4), pp. 679 à 695.

STEINEL, W., VALTCHEVA, K., GROSS, J., CELSE, J., MAX, S. and SHALVI, S. (2022). (Dis)honesty in the face of uncertain gains or losses. *Journal of Economic Psychology*, 90.

AYAL, S., CELSE, J. and HOCHMAN, G. (2021). Crafting messages to fight dishonesty: A field investigation of the effects of social norms and watching eye cues on fare evasion. *Organizational Behavior and Human Decision Processes*, 166, pp. 9-19.

CELSE, J. (2021). Disadvantageous inequalities, effort and money burning: are people willing to pay to reduce others' income when inequalities are based on individual performance or based on arbitrary decisions? *Economics Bulletin*, 41(3), pp. 1719-1726.

- CELSE, J. and GROLLEAU, G. (2021). Keeping up with the Joneses: Examining relative concerns in health related domains. *Journal de Gestion et d'Economie de la Santé*, 1(1), pp. 21-44.
- CELSE, J. and CHANG, K. (2019). Politicians lie, so do I. *Psychological Research*, 83(6), pp. 1311-1325.
- CELSE, J., MAX, S., STEINEL, W., SORAPERRA, I. and SHALVI, S. (2019). Uncertain lies: How payoff uncertainty affects dishonesty. *Journal of Economic Psychology*, 71(C), pp. 117-125.
- CELSE, J. (2018). Do You Enjoy Having More Than Others or More Than Another? Exploring the Relationship Between Relative Concerns and the Size of the Reference Group. *Social Indicators Research*, 138(3), pp. 1089-1118.
- CELSE, J., NICOLAS, M. and SCHILLING, P. (2017). Are athletes more cooperative than nonathletes? A laboratory experiment. *Managerial and Decision Economics*, 38(8), pp. 1248-1261.
- CELSE, J. (2017). An Experimental Investigation of the Impact of Absolute and Relative Inequalities on Individual Satisfaction. *Journal of Happiness Studies*, 18(4), pp. 939-958.
- CELSE, J., GALIA, F. and MAX, S. (2017). Are (negative) emotions to blame for being positional? An experimental investigation of the impact of emotional states on status preferences. *Journal of Behavioral and Experimental Economics (formerly "Journal of Socio-Economics")*, 67, pp. 122-130.
- CELSE, J., CHANG, K., MAX, S. and QUINTON, S. (2016). The reduction of employee lying behaviour. *Journal of Strategy and Management*, 9(2), pp. 118-137.
- CELSE, J. (2016). Will Joe the plumber envy Bill Gates? The impact of unflattering social comparisons on individual satisfaction and behaviour. *Revue d'Economie Politique*, 126(2), pp. 257.
- HEINTZ, C., CELSE, J., GIARDINI, F. and MAX, S. (2015). Facing expectations: Those that we prefer to fulfil and those that we disregard. *Judgement and Decision Making*, 10(5), pp. 442-455.
- CELSE, J. (2012). Is the positional bias an artefact? Distinguishing positional concerns from egalitarian concerns. *Journal of Socio-Economics*, 41(3), pp. 277-283.

Chapters in book

- CELSE, J. (2016). The behavioural economics of envy and its implications in the workplace. In: U. Merlone, M. Duffy, M. Perini, & R. Smith eds. *Envy at Work and in Organizations: Research, Theory, and Applications*. 1st ed. Oxford University Publishing.
- CELSE, J. and GIORDANA, G.A. (2012). Enhancing optimal exploitation of renewable common-pool resources with ex-ante simulations: an experimental investigation, Sec. 7.5. In: C. N. Murray, T. Do Chi and J. M. Zaldivar eds. *Towards Sustainable Management of Southern European Lagoons (DITTY project)*. 1st ed. Berlin: Springer, Cham.

Conference proceedings

- CELSE, J. and EVON, J. (2025). Discrimination Against Distance Learning Graduates in the Job Market. In: *AOM Annual Meeting*. Copenhagen: Proceedings - Academy of Management (AOM).

Conference paper (with selection committee)

- CELSE, J. and EVON, J. (2025). Discrimination against distance learning graduates in the job market. In: EURAM 2025, Managing with purpose. Università degli Studi di Firenze.
- AMADIEU, T., CELSE, J. and SINAPI, C. (2025). Preventing Exam Fraud through Behavioral Ethics: A Natural Field Experiment of Behavioral Interventions on Exam Cheating. In: 4th International Colloquium for Research and Action on Academic Integrity "How to Implement a Culture of Integrity in Higher Education Institutions?" (IRAFPA). Universidade de Coimbra.

CELSE, J. (2024). Tax and Choice: Choice architecture to foster tax compliance. In: Workshop on Experiments in Corporate Finance and Accounting. ESSCA School of Management, Aix-en-Provence.

CELSE, J. and EVON, J. (2024). Distance learning and job discrimination: examining the impact of distance learning graduation on job market outcomes ? In: 4e édition des journées de recherche en éthique : Le monde professionnel à l'heure du management éthique. ESSCA School of Management, Bordeaux.

MAX, S., CELSE, J. and ASHTA, A. (2022). Sharing for a greener earth or sharing for higher profits: what motivates millenials to engage in the Sharing Economy? In: 17th International Research Conference in Service Management. La Londe Service Conferenece, Île de Porquerolles.

CELSE, J. (2021). Nudges et autres stratégies comportementales pour promouvoir des comportements vertueux. In: Colloque EBEN - CEA : « L'agir responsable : tout un programme ! ». ESSCA, School of Management, Paris.

Presentation in a research seminar

CELSE, J., KRUPKA, E. and NDODJANG NGANTCHOU, P. (2023). Social Norms Experiments. In: Séminaire de recherche sur le thème des méthodes expérimentales, ESSCA School of Management.

Practice-oriented contributions

CELSE, J. (2023). Le vélotaf : tendance ou véritable outil de management ? Monde des grandes écoles et universités.

CELSE, J. (2022). Bordeaux : Économie sous influence. *Echos Judiciaires - Girondins* March.

CELSE, J. (2022). Tous Fraudeurs ? Avec son labo dédié aux nudge, l'ESSCA explore nos comportements. *La Tribune* March.

CELSE, J. (2020). Les leçons des sciences comportementales pour assurer un confinement efficace. *The Conversation* March.

RESEARCH ACTIVITIES

Editorial activities

Reviewer for an academic or professional publication

Since 2015	Ad-hoc reviewer, Journal of Economic Psychology
Since 2015	Ad-hoc reviewer, Journal of Economic Behavior and Organization
Since 2015	Ad-hoc reviewer, Nature Human Behaviour
Since 2015	Ad-hoc reviewer, International Journal of Organizational Analysis
Since 2015	Ad-hoc reviewer, Journal of Management Development
Since 2015	Ad-hoc reviewer, Social Indicators Research
Since 2015	Ad-hoc reviewer, Journal of Happiness Studies
Since 2015	Ad-hoc reviewer, Journal of Behavioral and Experimental Economics
Since 2015	Ad-hoc reviewer, Managerial and Decision Economics
Since 2015	Ad-hoc reviewer, Review of Social Economy
Since 2015	Ad-hoc reviewer, Philosophical Psychology

Service to the academic discipline

Active member of a recognised scientific or academic association

2012 - 2016 Board member: Member of the Communication Commission and Member of the Standing Committee on Pedagogy, Association Internationale de Management Stratégique (AIMS), France

Service to the institution

Active participation in an event organised by the institution

2024 - 2024 Discussant: Work-Life Balance in the Auditing Profession Presenter: Marco Heimann. Experiments in Corporate Finance and Accounting Workshop, ESSCA School of Management, France

Service to professional community

Activities in direct contact with business leaders or public decision-makers

2023 - 2023 Promouvoir les comportements Moraux, KEOLIS Group, France

2023 - 2023 Lutter contre la fraude avec des nudges, KEOLIS Group, France