

Sophie Clot

Professor · Department of Finance · Edhec Business School

I. Education and qualifications

2017 Fellow of the Higher Education Academy, University of Reading, UK

2011-2014 Ph.D., Economics – University of Montpellier (with highest distinction)

Dissertation: Insights from Behavioural Economics for better Policy Design.

Supervisors: Pr. Gilles Grolleau and Dr. Lisette Ibanez. Defense on December 18th.

Committee: Pr. Pablo Branas-Garza, Pr. Marc Willinger, Pr. David Masclet, Pr. Angela Sutan.

(Maternity leave: April 2014 – June 2014 & January 2019 – August 2019)

2005 M.S., Development Economics – U.V.S.Q (Université de Versailles Saint-Quentin en Yvelines)/

University of Paris III Sorbonne

(Gap year: 2001- Study Abroad Programme in New Zealand and Mexico)

2000 B.A., Economics – University of Tours

II. Previous appointments

2019-24 Associate Professor - University of Reading, UK.

2017 Tenured Lecturer – University of Reading, UK.

2015 Probationary Lecturer – University of Reading, UK.

2011-15 Teaching assistant – University of Montpellier, France

Professional experience before joining academia.

2009-2010 Research Associate, Experimental Economics – Innovation for Poverty Action – *Bolivia* – Role: Leading a Randomized Control Trial to assess the impact of a Payment for Ecosystem Services program.

2008-2009 Consultant, Ecotourism - Ecotourism / Wilderness Safari - *Namibia*. Role: Monitoring operations of a Community Based Natural Resources Management program funded by the European Union.

2005-2008 Project Manager, Microfinance - MicroCred Holding - *Mexico, Madagascar, Senegal, China*. Role: Implementing an Information System worldwide to manage microfinance operations: leading gap analysis between national institutions and the global Information System; developing effective solutions; defining and following development specifications; recruiting, training and managing teams.

2005 Consultant, Microfinance - Planet Finance – Paris, *France*. Role: Writing proposals and developing training materials for microfinance institutions.

III. Research

A. Publications in peer-reviewed journals

Clot, S., and Grolleau, G. **2024**. No organization if perfect: The positive effect of acknowledging the negative. **Review of Behavioural Economics**. In Press.

Mahmoodi Kahriz B, Snuggs S, Sah A, **Clot S**, Lamport D, Forrest J, Helme-Guizon A, Wilhelm MC, Caldara C, Anin C, Vogt J. **2023**. Unveiling Consumer Preferences and Intentions for Co-Created Features of a Combined Diet and Physical Activity App: A Cross-Sectional Study in Four European Countries **JMIR Human Factors**. 24/08/2023:44993

Clot, S., Grolleau, G. and Ibanez, L. **2022**. The Reference Point Bias in Judging Cheaters. **Journal of Economic Psychology**. 89 ISSN: 0167-4870. doi: <https://dx.doi.org/10.1016/j.joep.2022.102485>

Clot, S., Grolleau, G. and Ibanez, L. **2022**. Projection bias in environmental beliefs and behavioural intentions - an application to solar panels and eco-friendly transport. **Energy Policy**. 160 ISSN: 0301-4215 | doi: <https://dx.doi.org/10.1016/j.enpol.2021.112645>.

Clot, S., Della Giusta, M. and Jewell, S. **2021**. Once good, Always Good? Testing Nudge's Spillovers on Pro Environmental Behaviour. **Environment and Behaviour**. 54 (3). ISSN: 1552-390X. doi:<https://dx.doi.org/10.1177/00139165211060524>

Clot, S., Grolleau, G. and Ibanez, L. **2018**. Shall we pay all? An experimental test of Random Incentivized Systems. **Journal of Behavioral and Experimental Economics**. 73. pp. 93-98. ISSN 2214-8043 doi: <https://doi.org/10.1016/j.socec.2018.01.004>.

Clot, S., Grolleau, G. and Ibanez, L. **2017**. Moral self-licencing and social dilemmas: an experimental analysis from a taking game in Madagascar. **Applied Economics**. ISSN 1466-4283 doi: <https://doi.org/10.1080/00036846.2017.1412083>

Clot, S., Grolleau, G. and Méral, P. **2017**. Payment vs. compensation for ecosystem services: do words have a voice in the design of environmental conservation programs? **Ecological Economics**. 135. pp. 299-303. ISSN 0921-8009 doi: 10.1016/j.ecolecon.2016.12.028.

Clot, S., Stanton, C., Willinger, M. **2017**. Are risk-preferences and time-preferences related? New evidence from a field experiment in rural Uganda. **Applied Economics**. 49 (2). pp. 156-169. ISSN 1466-4283 doi: 10.1080/00036846.2016.1192277.

Clot, S., Grolleau, G., Ibanez, L. **2016**. Do Good Deeds Make Bad People? **European Journal of Law and Economics**. 42 (3). pp. 491-513. ISSN 0929-1261 doi: 10.1007/s10657-014-9441-4. [CNRS 2, ABS 1]

Clot, S., Andriamahefazafy, F., Grolleau, G., Ibanez, L., Méral, P. **2015**. Compensation and Rewards for Environmental Services (CRES) and efficient design of contracts in developing countries. Behavioural insights from a natural field experiment. **Ecological Economics**. 113: 85-96, DOI:10.1016/j.ecolecon.2015.02.021.

Clot, S., Stanton, C. **2014**. Present Bias Predicts Participation in Payments for Environmental Services: Evidence from a Behavioral Experiment in Uganda. **Ecological Economics**. 108: 162-170, DOI:10.1016/j.ecolecon.2014.07.026.

Clot, S., Grolleau, G., Ibanez, L., Ndodjang, P. **2014**. L'effet de compensation morale, ou comment les 'bonnes actions' peuvent aboutir à une situation indésirable. **Revue Économique** 65(3) Presses de Sciences-Po DOI:10.3917/reco.653.0557. [

Clot, S., Grolleau, G., Ibanez, L. **2014**. Smug Alert! Exploring self-licensing behaviour in a cheating game. **Economics Letter**, 123(2): 194-194, DOI:10.1016/j.econlet.2014.01.039. [

Clot, S., Grolleau, G., Ibanez, L. **2013**. Self-Licensing and Financial Rewards: Is Morality For Sale? **Economics Bulletin**. 33(3): 2298-2306, <http://EconPapers.repec.org/RePEc:eb:ecbull:eb-13-00385>.

B. Papers under review

Snuggs, S., Clot, S., Lamport, D., Sah, A., Forrest, J., Helme-Guizon, A., Iqbal, Z., Caldara, C., Wilhelm, M., Caldara, C., Anin, C., and Vogt, J., A mixed-methods approach to understanding barriers and facilitators to healthy eating and exercise from five European countries: Combining consumer science, behavioural economics, and psychology, In Revision with *The Journal of Behavioural Nutrition and Physical Activity*.

C. Work in progress

'Poverty and seasonal scarcity: Investigating the impact of unbalanced cashflow on decision making in the context of a conservation programme in Madagascar.' With Laure Kuhfuss, Nick Hanley, Moritz Drupp and Emile Mahery. To be submitted to the American Journal of Agricultural Economics.

'Gender gaps in competition: new experimental evidence from UK professionals'. With Marina Della Giusta and Giovanni Razzu. To be submitted to Journal of Behavioral and Experimental Economics.

'Take the good with the bad, and the bad with the good? An experiment on pro-environmental compensatory behaviour'. With Gilles Grolleau and Lisette Ibanez. To be submitted to Ecological Economics.

'Using Choice Experiment to assess behavioural preferences.' With Laure Kuhfuss, Nick Hanley, Moritz Drupp and Emile Mahery.

'Keep Calm and Carry On: Gender differences in Endurance'. With Marina Della Giusta and Amalia Di Girolamo.

'DIY or Ask Someone Nice?'. With Steven Bosworth and Marina Della Giusta.

'Dynamic of cooperation for common pool resources under the diversity and inclusion angle across four european cities using field experiments' with Florent Dubois, Rachel McCloy and Marina Della Giusta.

'Exploring stakeholders' willingness to adopt new high fibre bread via the assessment of risk preferences and a multi scenario choice experiment to account for external factors such as climatic events'. With Marcus Tindall and Omotuyole Ambali.

D. PhD Supervision

2021 - ... Albert Chongo - The impact of Climate shocks and risk exposure on cooperative behaviour – experimental investigations.

2020 - ... Winnie Muangi - Trust and cash transfer, experimental evidence from Tanzania.

2019 - ... Ifeatu Uzodinma – Exposure to conflict and intrahousehold bargaining, risk and time preferences.

2018 - ... Ruqayya Aljifri - Behavioral Finance, exploring the role of overconfidence in stock markets.

E. Research grants & contracts

2022-2025. UK Research and Innovation. Transforming the UK Food System for Healthy People and a Healthy Environment SPF Programme. Increasing UK Dietary Fibre. The Case for the Great White British Loaf. Co-Investigator. WP2 leader. Study stakeholders' willingness to adopt new high fibre bread via the assessment of risk preferences and a multi scenario choice experiment to account for external factors such as climatic events.

2020-2025. Horizon2020 INHABIT. INclusive Health And wellBeing In small and medium size ciTies. Co-Investigator. Enabling behaviour change with a focus on gender and diversity in four peripheral

small and medium size cities - Cordoba (Spain), Riga (Latvia), Lucca (Italy) and Nitra (Slovakia) – IN-HABIT visionary solutions consist on the innovative mobilization of existing undervalued resources to increase Integrated Health & Wellbeing. Investigate the dynamic of cooperation for common pool resources under the diversity and inclusion angle across the four cities using field experiments.

2020-2023. Economic and Social Research Council. Relative Poverty and decision-making. Principal Investigator. Design a new tool to elicit preferences and investigate the role of resource scarcity on decision-making.

2020-2021. European Institute of Innovation & Technologie. Food4Health. Co-creating and evaluating strategies to help people change behaviour with respect to nutrition and physical activity. Co-Investigator. *Completed.*

2018 – Global Challenges Research Fund. Behavioural Economics and Innovative Instruments for Environmental Policy Design in Developing Countries. Principal Investigator. With Pr. Nick Hanley (University of Glasgow), Dr Rachel McCloy (University of Reading) and Dr. Laure Kuhfuss (University of Saint Andrews/ James Hutton Institute). *Completed.*

2017 - Tearfund - Studying the impact of cash-transfers on Self Help Groups in Ethiopia. Research contract. *Completed.*

2015 - Institute for Research and Development - Studying the impact of framing on the evaluation of environmental projects in Madagascar. Research contract. *Completed.*

2014 - University of Stanford. Eliciting individual preferences in the field. Co-Investigator. *Completed.*

2013 - French National Research Agency / Agency for the Environment and Energy Management. Payments for ecosystem services and sustainable development. Principal Investigator. *Completed.*

2012 –French Ministry of Research. PhD fellowship (Ranked first). *Completed.*

V. Academic citizenship and professional development

A. Academic role

2016 – 2023 *Study Abroad Coordinator, Department of Economics, University of Reading.*

- Coordinate all incoming and outgoing study abroad activities within the department.
- Act as primary academic advisor and de facto Personal Tutor within the department to students participating on student mobility programmes.
- Be the primary academic liaison with partner institutions and Erasmus & Study Abroad Office to maintain the efficient operation of all study abroad programmes owned by the department.
- Maintain and review of partnerships, as well as the development and enhancement of all student mobility activities within the department.

B. Training and Personal Development

2017 - An Introduction to Teaching and Research synergies at the UoR, CQSD, UoR, UK.

2016 - Developing Academic Practice – CQSD, University of Reading, UK

2015 - Introduction to Academic Practice – CQSD, University of Reading, UK

2015 - Using Turnitin for E-Assessment - University of Reading, UK

2013 - Technesthesie training - Institut Universitaire de Formation des Maitres, France

2012 - Speaking to large audience - Institut Universitaire de Formation des Maitres, France

2010 - Randomized Control Trial Method - Massachusetts Institute of Technology, U.S.A.

2009 - Evaluating Social Programs - The Abdul Latif Jameel Poverty Action Lab, Chile

2007 - Training for Advanced users - Microfinance software - Temenos, Cape Town, RSA

2006 - Training for Advanced users - Microfinance software - Craft Silicon, Nairobi, Kenya

C. Journal articles review

La Revue Economique, Journal of Behavioral and Experimental Economics , Ecological Economics, PLoS ONE, Journal of Environmental Economics and Management, World Development, La Revue Economique.