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## JEEVA SOMASUNDARAM

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### Academic positions

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2016-18 NATIONAL UNIVERSITY OF SINGAPORE (NUS), Singapore  
*Postdoctoral Research Fellow in Behavioral Economics.*  
(Affiliated also to the *Future resilient systems, Singapore - ETH Centre*).  
*Advisor: Teck-Hua Ho.*

### Education

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2012-16 INSEAD, France  
*Ph.D. in Management (Decision Sciences).*  
*Dissertation title: "Decision models of Anticipatory emotions: From theory to practice."*  
Committee: Enrico Diecidue (Chair), Ilia Tsetlin, Luc Wathieu, Klaus Wertenbroch, Horst Zank.

2015 MCDONOUGH SCHOOL OF BUSINESS, GEORGETOWN UNIVERSITY, USA  
*Visiting Ph.D. Student in Decision Sciences and Marketing.*  
*Hosted by Luc Wathieu.*

2012-14 INSEAD, France  
*Master of Science (M.Sc.) in Management (Decision Sciences).*

2009-11 INDIAN INSTITUTE OF MANAGEMENT (IIM), Shillong, India  
*Post Graduate Diploma in Management (P.G.D.M.) (M.B.A. equivalent).*  
*Specialization: Finance and Marketing.*

2005-09 THIAGARAJAR COLLEGE OF ENGINEERING, ANNA UNIVERSITY, India  
*Bachelors in Engineering (B.E.), Electronics & Communication.*

### Research Interests

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Decision making under risk and uncertainty (theory and experiments), Behavioral economics and field experiments, Decision making in environment and medical domains.

### Research papers

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- 1 Diecidue, Enrico, Jeeva Somasundaram, "Regret theory: A new foundation."  
**Forthcoming** at *Journal of Economic Theory*.  
*Finalist, 2014 INFORMS Decision Analysis Society Student Paper Award.*
- 2 Somasundaram, Jeeva, Enrico Diecidue, "Regret theory and Risk attitudes."  
**Forthcoming** at *Journal of Risk and Uncertainty*.

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3. Somasundaram, Jeeva, Luc Wathieu, "Demand for genetic and medical testing: The role of anticipated emotions and probability distortion."  
Working paper available.  
Results covered by *INSEAD Knowledge*.
  4. Somasundaram, Jeeva, Vincent Eli, "Risk and time preferences interaction: An experimental measurement."  
Working paper available.

### Work in progress

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5. "The role of monetary incentives in developing energy efficient habits," with Teck-Hua Ho, Ingrid Koch, and Noah Lim.  
A randomized control trial (RCT) targeting 250 residents (with individual air conditioner units) in the residential colleges of NUS. The objective is to test economic models of habit formation and to evaluate the effectiveness of monetary incentives in inducing a sustainable increase in the household air conditioner temperature. Data collection completed (Feb 8, 2017 - May 1, 2017). Analysis in progress. Preliminary results available.
6. "Role of private and public commitment in water conservation." with Teck-Hua Ho.  
A randomized control trial (RCT) targeting 6400 primary school students in Singapore (Grade II to V). The objective is to evaluate and understand the non-monetary soft commitment intervention in the context of water conservation. The project aims to reduce the school children's shower time. Phase I data collection completed. Preliminary results available. Phase II data collection between January - March 2018.
7. "Over-diagnosis Equilibrium: The Willful Marketing Of False Positives," with Luc Wathieu.  
Preliminary model and results available.

### Other Research papers

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8. Ho, Teck-Hua, Jeeva Somasundaram (2017), "Behavioural Game Theory," *Macroeconomic Review*, Monetary Authority of Singapore, Volume XVI, Issue 2, 97-103.

### Academic Awards and Achievements

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| 2016-18 | Research fellowship, Future resilient systems (Singapore - ETH Centre) and National University of Singapore.                   |
| 2014    | Finalist (runner up), INFORMS Decision Analysis Society Student Paper Award.   |
| 2012-15 | Marie Curie initial training and network (ITN) fellowship of European Union (EU) to research on consumer competence (CONCORT). |
| 2012-16 | INSEAD doctoral fellowship.  |
| 2008    | Motorola Scholar Award by Motorola Foundation, USA and Foundation for Advancement in Research (FAER), India.                   |

### Seminars and Conference Presentations

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1. **Darden School of Business, University of Virginia, USA**, Dana Clyman Seminar Series, May, 2017. Presented "Demand for genetic and medical testing: The role of anticipated emotions and probability distortion."
2. **Future Resilient Systems**, Workshop on Human Behavior, Singapore - ETH Centre, Singapore, September 2016. Presented "Introduction to behavioral economics and prospect theory."
3. **S.P.U.D.M. 25**, Subjective Probability, Utility, and Decision Making Conference, Budapest, Hungary, August 2015. Presented "Regret theory and risk attitudes: Experimental evidence."
4. **McDonough School of Business, Georgetown University, USA**, Marketing Seminar Series, April, 2015. Presented "Regret theory: A new foundation and risk attitudes."
5. **B.D.R.M. 2014**, Behavioral Decision Research in Management Conference, London Business School, London, UK, July 2014. Presented "Regret theory and risk attitudes: Experimental evidence."
6. **F.U.R. XVI**, Foundations of Utility and Risk Conference, Erasmus University, Rotterdam, Netherlands, July 2014. Presented "Regret theory: A new foundation."
7. **A.D.A. 2014**, Advances in Decision Analysis Conference, INFORMS, Georgetown university, Washington DC, USA, June, 2014. Presented "Ambiguity and time preferences."
8. **M.B.E.E.S. 2014**, Maastricht Behavioral and Experimental Economics Symposium, Maastricht University, Netherlands, June 2014. Presented "Regret theory: A new foundation."
9. **C.O.N.C.O.R.T. 2013-2015**, Consumer Competence Research Training Seminars, Marie Curie Initial Training Network.
  - INSEAD, Fontainebleau, October 2015: "Behavioral economics of medical and genetic testing."
  - Tobii technologies, Stockholm, June 2015: "Regret theory and risk attitudes: Experimental evidence"
  - University of Amsterdam, January 2015: "Prize linked savings: Experimental results."
  - ESMT, Berlin, September 2014 : "Risk and ambiguity attitudes under time pressure: Experts vs Novice."
  - University of Utrecht, March 2014 : "Ambiguity and time preferences."
  - KU Leuven, July 2013: "Regret theory: A new foundation."

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## MBA Teaching Experience

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- 2013      **Tutor** for *Prices & Markets*, MBA core course in Microeconomics.  
Prepared and delivered 7x2 lectures (2 hrs each) for a class of 50+ INSEAD MBA students. Assisted Prof. Vlad Mares in designing the exam. **Teaching Evaluation:** 4.36/5.0.
- 2014-15    **Instructor** for MBA Excel tutorial sessions.  
Prepared and delivered 4x2 lectures (2 hrs each) for 100+ INSEAD MBA students.
- 2014      **Teaching Assistant** to Prof. Jack Soll for Managerial Decision Making (INSEAD MBA elective)

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## Industry Experience

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- 2011-12    **Associate**, Project Advisory and Structured Finance, State Bank of India (SBI) Capital Markets, Ltd, India

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*Worked on project appraisal, loan syndication, restructuring and advisory assignments in different sectors like road, power, steel, and aerospace.*

2011-12    **Consultant** (part time), Yotto labs, Bangalore, India  
*Worked on developing business plan, fund raising and launching “stewot”- a digital menu card for restaurants.*

2010        **Summer Intern**, Dr. Reddy’s laboratories, India  
*Worked on the launch of a cardiac drug in Indian domestic pharmaceutical market.*

## Service

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Referee for *Decision Analysis, Theory and Decision*.

## Miscellaneous

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**Professional Certification:** Financial Risk Manager (FRM) – Certified by the Global Association of Risk Professionals, USA.

**Programming languages /Software:** C, C++, Matlab, Mathematica, R, Stata, SAS.

## Personal

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Marital status: Married.

Languages: Tamil (Mother tongue), English (Fluent), and French (Elementary).

Interests: Quizzing (National level), Chess (State level), Tennis (State level), Painting, and Entrepreneurship.

## References

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**Prof. Enrico Diecidue,**  
Professor of Decision Sciences,  
INSEAD, France.  
enrico.diecidue@insead.edu.

**Prof. Teck-Hua Ho,**  
Deputy President (Research & Technology),  
Tan Chin Tuan Centennial Professor,  
National University of Singapore.  
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**Prof. Luc Wathieu,**  
Professor of Marketing and Deputy Dean,  
McDonough School of Business,  
Georgetown University, USA  
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**Prof. Horst Zank,**  
Professor of Economics,  
University of Manchester, UK.  
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