
JEEVA SOMASUNDARAM

Centre for Behavioral Economics, National University of Singapore.
Singapore - ETH Centre, Future Resilient Systems, 138602 Singapore.
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Academic positions

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

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

Decision models of anticipated emotions, Risk and Time preferences, Decision theory applications in Environment and Medical domains.

Research papers

- 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 anticipatory emotions and probability distortion."
Under review at *Management Science*.
Results covered by *INSEAD Knowledge*.

Work in progress

4. "Risk and time preferences interaction: An experimental measurement," with Vincent Eli. Manuscript available.
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 condition 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 condition 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. Experimental design and research instruments ready. Data collection in progress.
7. "Over-diagnosis Equilibrium: The Willful Marketing Of False Positives," with Luc Wathieu. Preliminary model and results available.

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

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 anticipatory 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."

MBA Teaching Experience

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| 2013 | Tutor for <i>Prices & Markets</i> , 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 Evaluations: 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) |

Industry Experience

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| 2011-12 | Associate , Project Advisory and Structured Finance, State Bank of India (SBI) Capital Markets, Ltd, India
<i>Worked on project appraisal, loan syndication, restructuring and advisory assignments in different sectors like road, power, steel, and aerospace.</i> |
| 2011-12 | Consultant (part time), Yotto labs, Bangalore, India
<i>Worked on developing business plan, fund raising and launching "stewot"- a digital menu card for restaurants.</i> |

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

Service

Referee for *Decision Analysis, Theory and Decision*.

Miscellaneous

Professional Certification: Financial Risk Manager (FRM) certification from Global Association of Risk Professionals (GARP), USA.

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

Personal

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

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.
dprhoth@nus.edu.

Prof. Luc Wathieu,
Professor of Marketing and Deputy Dean,
McDonough School of Business,
Georgetown University, USA
lw324@georgetown.edu.

Prof. Horst Zank,
Professor of Economics,
University of Manchester, UK.
horst.zank@manchester.ac.uk.