



EVENTS TO COME

- July 1-2: 24th Journées **Louis-André Gérard-Varet** (LAGV).
- July 3: Workshop '**Technological change in the COVID-19 era**: impacts on working conditions and well-being at work'.
- September 1: **Pre-entry and Induction Day**.
- September 11-12: Conference 'Recent Advances in **Optimization, Utility and Fluctuations** (RAOUF)'
- September 26: Allez-Savoir Festival - roundtable '**Public debate and migration issues**'.
- September 19 : **Welcome Day** for newcomers
- October 10: **Graduation** ceremony.
- October 11: AMSE at the **Science Festival**.
- November 28: **Career Day**.

**24th JOURNÉES
LOUIS-ANDRÉ
GÉRARD-VARET**



July 1-2, 2025 | Marseille (France)



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Visiting researchers



Giuliana PARDELLI

New York University Abu Dhabi

Giuliana Pardelli is an Assistant Professor of Political Science at New York University Abu Dhabi. Her research interests lie in political economy, taxation, state capacity, public goods provision, and inequality.

Date of visit: 16/06/2025 to 13/07/2025

Site: IBD



Rabeh MORRAR

An-Najah National University, Palestine

Rabeh Morrar is an Associate Professor of Knowledge Economics at An-Najah National University. His research interests include the knowledge economy and innovation, public policy, conflict, and development and environmental economics.

Date of visit: 16/06/2025 to 25/07/2025

Site: MEGA



Etienne LALÉ

York University, Canada

Etienne Lalé is an Associate Professor of Economics at York University. His research interests lie in macroeconomics and labor economics.

Date of visit: 01/09/2025 to 30/09/2025

Site: IBD



Harutaka TAKAHASHI

Meiji Gakuin University, Japan

Harutaka Takahashi is a Professor Emeritus of Economics at Meiji Gakuin University and a Research Fellow at the Graduate School of Economics at Kobe University. His research interests lie in economic growth and structural change.

Date of visit: 01/09/2025 to 30/11/2025

Site: IBD



Claire PALANDRI

Harris School of Public Policy, University of Chicago

Claire Palandri is a Postdoctoral Fellow at the Harris School of Public Policy, University of Chicago. She holds a PhD from Columbia University's program in sustainable development. Her research interests lie in environmental economics, animal farming systems, and applied statistics.

Date of visit: 06/01/2025 to 28/02/2026.

Site: MEGA



Edith SAND

Bank of Israel

Edith Sand is a Researcher in the Macroeconomics and Policy Division at the Bank of Israel.

Her research interests lie in labor economics, economics of education, public economics and political economy.

Date of visit: 01/09/2025 to 30/06/2026

Site: MEGA



Daniel VENTOSA-SANTAUÀRIA

Center for Economic Research and Teaching, Mexico

Daniel Ventosa-Santaulària is a Professor at the Center for Economic Research and Teaching (CIDE) in Mexico.

His research interests lie in time-series econometrics.

Date of visit: 01/09/2025 to 30/06/2026

Site: MEGA



Orsolya TOMPA

Hungarian Academy of Sciences

Orsolya Tompa is a Research Associate at the Hungarian Academy of Sciences.

Her research interests lie in sustainable nutrition, econometrics, and behavioural economics.

Date of visit: 01/09/2025 to 31/08/2027

Site: MEGA

Successes



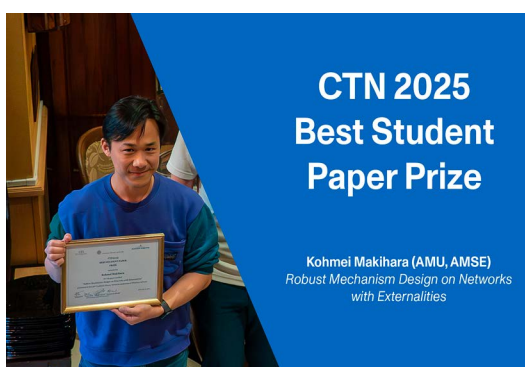
CECILIA GARCÍA PEÑALOSA HAS BEEN AWARDED THE CNRS 2025 SILVER MEDAL

Cecilia García Peñalosa, a Research Professor at CNRS, Director of Studies at EHESS, and an AMSE member «explores the complex interactions between growth, income distribution, and gender inequality» (cf. CNRS Humanities & Social Sciences). The Silver Medal recognizes researchers for the originality, quality, and importance of their work, which has garnered national and international recognition.



MARC SANGNIER HAS BEEN APPOINTED A JUNIOR MEMBER OF THE INSTITUT UNIVERSITAIRE DE FRANCE

Marc Sangnier, a Professor at Aix-Marseille University and an AMSE member, has been appointed a junior member of the Institut Universitaire de France (IUF), starting October 1st, 2025. He is appointed to the IUF for 5 years, in recognition of the quality of his scientific work and ongoing research. IUF members are appointed by the Minister of Higher Education and Research.



KOHMEI MAKIHARA RECEIVED THE BEST STUDENT PAPER PRIZE AT THE 28TH COALITION THEORY NETWORK CONFERENCE

Kohmei Makihara received the Best Student Paper Prize for his paper «Robust Mechanism Design on Networks with Externalities» at the 28th Coalition Theory Network Conference (CTN 2025) held in Paris on May 22-23, 2025.

Kohmei Makihara is a PhD student at AMSE under the supervision of Sebastian Bervoets and Mathieu Faure.



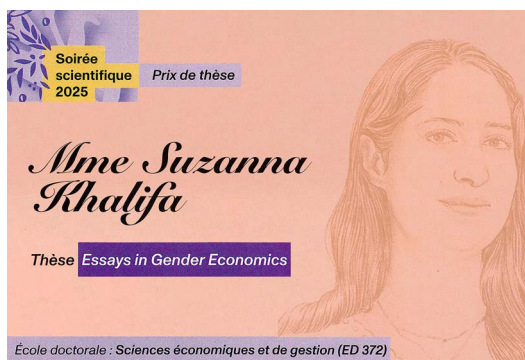
CARINE NOURRY 2025 THESIS PRIZE HAS BEEN AWARDED TO ANTOINE FERÉY

The Carine Nourry Thesis Prize, reaffirming AMSE's commitment to promoting high-level research in the field of economics has been awarded to Antoine Ferey (Sciences Po Paris) for his paper entitled «Sufficient Statistics for Nonlinear Tax Systems with General Across-Income Heterogeneity». The laureate received a €3,000 prize, awarded by a jury composed of researchers from Aix-Marseille University, CNRS, and other French academic institutions.



AFSE 2025 PRIZE AWARDED TO SÉGAL LE GUERN HERRY

An AFSE 2025 “Special Mention” was awarded to Ségal Le Guern Herry for his thesis “Essays on Behavioral Responses to Taxation” completed at Sciences Po under the supervision of Jean-Marc Robin (Sciences Po Paris) and Gabriel Zucman (Paris School of Economics, UC Berkeley). He joined AMSE as an Assistant Professor in 2024



AMSE ALUMNA SUZANNA KHALIFA RECEIVED THE AIX-MARSEILLE UNIVERSITY THESIS PRIZE

Suzanna Khalifa, a PhD student at AMSE from 2018 to 2023, under the direction of Patricia Augier and Marion Dovis, received the AMU thesis prize for her research thesis entitled «Essays in Gender Economics». She is now Assistant Professor at Sciences Po Paris.



GARANCE GENICOT AWARDED THE TITLE OF DOCTOR HONORIS CAUSA

On April 4, 2025, Aix Marseille University honored 16 new doctors and 3 leading scientists who have long and fruitful collaborations with our research units. Garance Genicot, Professor at Georgetown University, member of the AMSE Scientific Committee, was awarded the title of Doctor Honoris Causa.



CHRISTELLE LECOURT APPOINTED TO THE SUPERVISORY BOARD OF THE 'AUTORITÉ DE CONTRÔLE PRUDENTIEL ET DE RÉOLUTION'

Christelle Lecourt, a Professor at Aix-Marseille University, and an AMSE member, has been appointed to the Supervisory Board of the Autorité de contrôle prudentiel et de résolution (ACPR) on March 12, 2025. It is the administrative authority operationally attached to the Banque de France that supervises the banking and insurance sectors and ensures financial stability.



ARTHUR GUILLOUZOUIC HAS BEEN AWARDED THE 2024 ADRES PRIZE

Arthur Guillouzouic, a CNRS Research Fellow at AMSE, has been awarded the 5th prize of the *Association pour le Développement de la Recherche en Économie et en Statistiques* (ADRES) for his paper «Proximity of Firms to Scientific Production», co-authored with Antonin Bergeaud (HEC Paris) published in the *Annals of Economics and Statistics*.

News and firm entry: the role of the waiting option

Anastasiia Antonova, Mykhailo Matvieiev, 2025, *Journal of Economic Dynamics and Control*, vol.171, pp. 105034



Anastasiia Antonova

Anastasiia Antonova is a fourth-year Ph.D candidate at Aix-Marseille School of Economics who will be joining the Bank of Canada in the Fall of 2025. Her research interests lie in monetary economics, focusing on price distortions in production networks.



Mykhailo Matvieiev

Mykhailo Matvieiev is a fifth-year Ph.D candidate at Aix-Marseille School of Economics who will be joining the Bank of Canada in the Fall of 2025. His research interests lie in macroeconomics and monetary policy.

RESEARCH QUESTION

When the economy booms or busts, some types of investment swing dramatically - especially capital investment in things like machinery or buildings. But another key vehicle of economic investment, the creation of new firms, responds much less sharply. Why is that? For standard macroeconomic models, incorporating both capital investment and firm entry, this pattern is puzzling - these models struggle to replicate the observed business cycle volatilities and often predict that new business formation should be even more volatile than capital investment. This paper explores the idea that firm entry is less sensitive to broader economic forces because would-be entrepreneurs can choose to delay entering the market - an option that may dampen their response to changing conditions.

PAPER'S CONTRIBUTIONS

The main contribution of this paper is to show that the option to wait - when combined with the role of expectations about the future - helps explain why firm entry is less volatile than capital investment over the business cycle. We begin with an empirical analysis documenting that capital investment and firm entry respond similarly to actual, realized productivity changes - these kinds of shifts are traditionally seen as the main drivers of economic fluctuations. However, when it comes to anticipated productivity changes, or "news shocks", firm entry reacts only about half as much as capital investment. This suggests that the striking difference in their overall volatilities may be driven not by how they respond to actual shocks, but by how differently firm entry and capital investment react to expectations about the future.

We then analyze how firm entry responds to news about the future in two steps. First, we build a simple framework based on the idea of real options, where "would-be" entrepreneurs can choose to delay entering the market. This option to wait allows them

to weigh the benefits of getting in early against the value of holding off until conditions improve. We then identify two opposing forces that shape how positive news about the future affects entry decisions. On the one hand, the firm-value effect encourages immediate entry by raising expected future profits. On the other hand, the waiting-option effect encourages delay, as would-be entrepreneurs prefer to hold off in anticipation of better conditions. As illustrated in the Figure, this second force – the value of waiting – reduces the incentive to enter, leading to a lower number of equilibrium entrants compared to the standard free-entry condition that rules out waiting. Dynamically, the waiting option dampens the response of firm entry to news shocks; yet this effect does not arise in response to actual productivity changes – only to anticipated ones.

As a second step in our analysis, we incorporate this idea into a real business cycle model driven by both actual productivity changes and news about the future. We show that combining news with

the option to wait brings the model's volatilities to realistic values – the model can produce the lower volatility of firm entry compared to capital investment.

FUTURE RESEARCH

Many models – such as those of firm entry or labor market search and matching frameworks – routinely rely on a free-entry condition, which effectively rules out the option to wait. This does not reflect actual short-run behavior, but rather a methodological choice to simplify the analysis. In reality, however, free entry is better understood as a long-run condition, not one that governs short-run decisions. But if short-run behavior matters for understanding business cycles, shouldn't our models take waiting more seriously?

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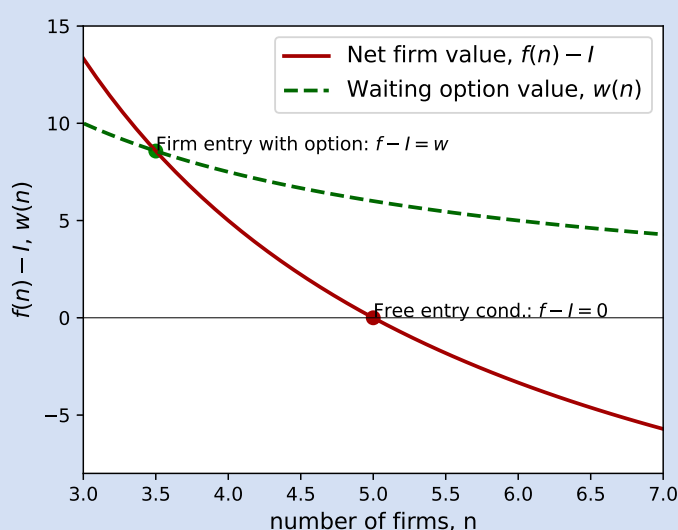


Figure: Equilibrium firm entry with the option to delay entry versus the free-entry condition (no waiting)

The percolation of knowledge across space

Pierre Cotterlaz, **Arthur Guillouzouic**, 2025, *Journal of International Economics*, vol. 153, pp.104026

Despite vast improvements in search technologies, inventors are still significantly more likely to cite geographically proximate patents.

RESEARCH QUESTION

A central question in the economics of innovation is whether geographic proximity continues to shape knowledge diffusion in the digital age. A rich literature that started in the 1990s documented the localized nature of knowledge spillovers, notably through the analysis of patent citations. These studies showed that inventors are more likely to cite nearby patents, even after accounting for technological similarity, suggesting that physical proximity facilitates informal exchange, trust, and the transfer of tacit knowledge. Subsequent research showed that inventor networks likely underscore this effect, highlighting the enduring role of face-to-face interactions, labor mobility, and regional clusters in fostering innovation.

However, much of this literature predates or only partially overlaps with the rise of digital technologies - search engines, online databases, and global communication platforms - that dramatically reduced the cost of accessing distant information. This raises a fundamental question: Has the digital transformation weakened the role of geography in knowledge flows? Are localized spillovers still a relevant feature of innovation systems, or have digital tools flattened the spatial distribution of ideas by making localized innovation networks a secondary channel to access knowledge?

In our article, Pierre Cotterlaz and I revisit this question using a long-run dataset on patent citations and propose a new conceptual lens for understanding how firms form knowledge links.



Arthur Guillouzouic

Arthur Guillouzouic obtained his PhD in 2019 from Sciences Po Paris. He joined Aix-Marseille School of Economics as a CNRS researcher in 2024. He is the co-head of the "Firms" division at the Institut des politiques publiques (IPP). His research interests lie in economics of innovation and public economics.

PAPER'S CONTRIBUTION

We present both empirical evidence and a conceptual framework that challenge the idea that the internet has made geography irrelevant. First, we show that the relationship between distance and citation flows has remained remarkably stable from 1980 to 2017. Despite vast improvements in search technologies, we find that inventors are still significantly more likely to cite geographically proximate patents.

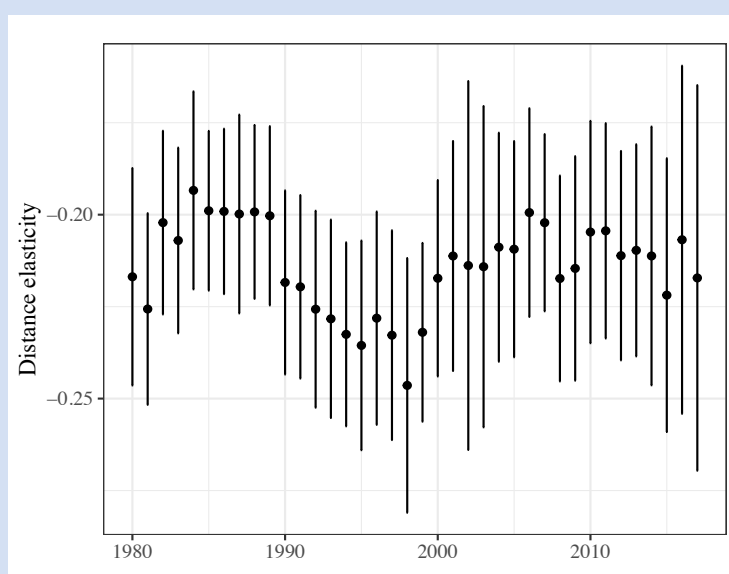
Second, we find that firms tend to form new knowledge connections through existing citation paths, rather than exploring randomly or purely relying on proximity. This pattern - where links emerge via existing networks - resembles a percolation process, suggesting that knowledge spreads primarily through structured relational pathways.

To interpret these findings, we build a simple model where firms begin with local knowledge sources and expand their networks by leveraging their existing ties. This model generates two key predictions. First, there is a Pareto distribution of firms' sizes, basically meaning that there are considerably more small firms than large firms. Second, there is a systematic relationship between firm size and the distance at which firms are able to cite knowledge. Overall, because new

innovative firms enter constantly, and these firms tend to have more spatially clustered knowledge sources, digital technologies cannot eradicate the impact of geography. We relate the model predictions to global shifts - such as the rise of East Asian innovators with more localized networks - and show that they help maintain this stability, even as other regions become less spatially constrained with the rise of the internet. We hypothesize that language proximity might be a key determinant of this phenomenon.

IMPLICATIONS AND PERSPECTIVES

Our findings suggest that digital technologies have not eliminated the role of geography in innovation. Geography still matters, both because young and small firms tend to have sources clustered in space and because their pool of knowledge expands through these local connections. For policymakers, this means that fostering innovation ecosystems remains crucial. However, cluster policies aimed at grouping innovators in the same places are insufficient, and should be accompanied by ambitious network creation programs. Moreover, while digital tools are valuable, they appear to complement rather than replace the benefits of proximity in the innovation process.



Note: We estimate yearly distance elasticities of patent citation flows using a PPML estimator. The sample pools patent applications from all patent offices. Bars display the 95% confidence interval for each estimate.

Figure: Evolution of the distance elasticity ζ over time

The evolution of partner preferences: Evidence using matrimonial ads from Canada, France, India and the United States

Quentin Lippmann, Khushboo Surana, 2025, *Journal of Economic Behavior & Organization*, vol. 233, pp. 106950

Stated preferences for economic traits declined sharply in Canada and France, while they increased in India.



Quentin Lippmann

Quentin Lippmann obtained his PhD in 2019 from Paris School of Economics. He was previously an Assistant Professor at the University of Essex and Paris-Panthéon-Assas University. He joined Aix-Marseille School of Economics in 2024 as a Professor. His research interests lie in public economics, political economy and family economics with an emphasis on gender issues.

RESEARCH QUESTION

What do people value in a potential partner, and how have these preferences changed over time and across societies? While prior research has established that people care about economic status, personality, physical appearance, and hobbies when choosing a partner, it often focuses on one point in time and one specific location. This paper addresses a broader and largely unexplored question: how have partner preferences evolved across the second half of the 20th century in different cultural contexts?

To answer this, we analyze over one million matrimonial ads published between 1950 and 1995 in major newspapers from Canada, France, India, and the US. These ads describe the advertiser and the desired partner. They offer a unique lens through which to study stated partner preferences before the digital dating era, allowing us to track their evolution over time and space.

PAPER'S CONTRIBUTION

We document a striking difference in the evolution of partner preferences between Western countries and India. In Canada and France, stated preferences for economic traits declined sharply from the late 1960s on, while personality traits gained importance, especially in ads written by women. In contrast, Indian ads show a stable or rising demand for economic criteria, with no similar increase in personality traits.

Figure 1 illustrates these diverging trends. Among women, the share of economics-related words fell by about 30 percentage points in France and 18 in Canada (from respectively 48% and 28% in 1955). In India, the same share increased by about 24 points (from 33%). Men's preferences followed similar though less pronounced trajectories.

Using 1995 data from 46 regional newspapers in the US and Canada, we find that personality traits were consistently the most desired, while economic criteria were mentioned least. These findings hold regardless of newspaper readership, circulation, or political leaning.

We explore potential explanations. Changes in who was writing the ads or parental matchmaking do not account for the shift. There is also little evidence that social norms pushed people to hide economic preferences: proxies for wealth (e.g., specific tastes or traits) did not rise and economics-related language remained stable in general usage. The timing actually aligns with major changes in Western societies such as the rise of female labor force participation, shifting marital roles, and growing post-materialist values. These changes likely supported a redefinition of marriage as companionship instead of economic alliance.

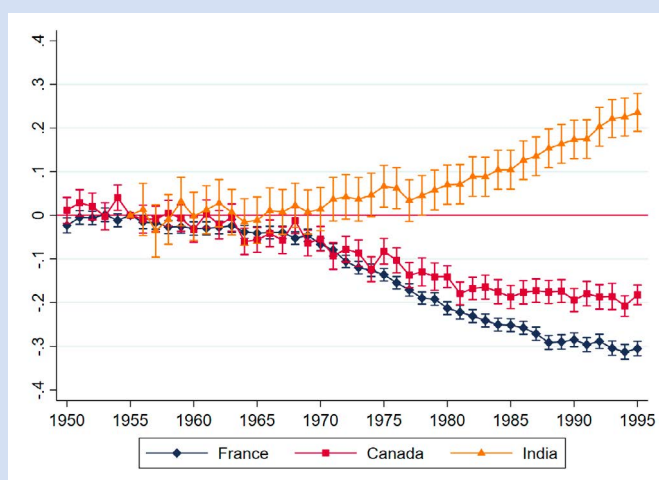
We also contribute methodologically by introducing a large dataset of historical matrimonial ads and applying text analysis to quantify long-run changes in stated partner preferences. This approach complements existing studies focused on actual couples and opens up new perspectives on assortative mating and cultural change.

FUTURE RESEARCH

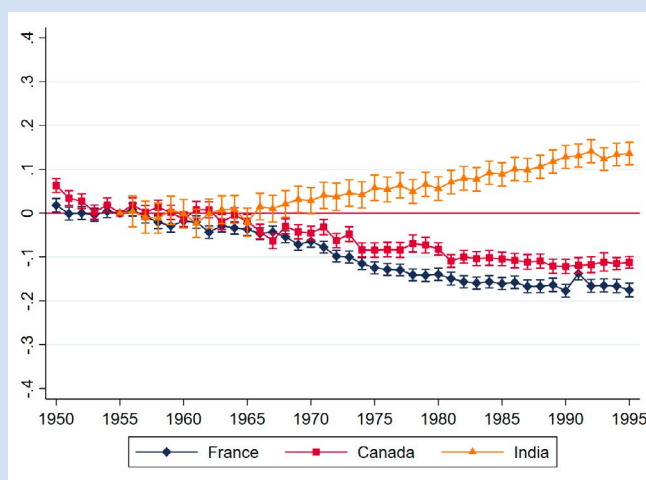
Our findings suggest that partner preferences evolve with broader societal transformations, but more work is needed to identify causal mechanisms. Future research could expand the dataset to additional countries and regions, especially in the Global South, to explore how cultural, institutional, and economic contexts shape preferences.

A second direction involves investigating the role of public policy, such as access to family planning or labor market opportunities, in shaping these trends. Third, studying the evolution of preferences using other types of ads, such as job listings or housing offers, could offer new insights into how social norms and economic conditions shape human behavior over time.

More generally, this research opens the door to treating partner preferences as cultural traits that adapt to material and institutional changes. This is an area where economics, demography, and cultural sociology could intersect more closely.



(a) Women



(b) Men

Figure 1: Evolution of the demand for economic criteria

The impact of parents' health shocks on children's health behaviors

Sylvie Blasco, **Eva Moreno-Galbis**, Jeremy Tanguy, 2025, *Journal of Population Economics*, vol. 38, n° 42

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**Parental diagnoses of lung
 or other smoking related cancers
 significantly reduce the
 likelihood of offspring beginning
 and continuing smoking.**
 ”

RESEARCH PROGRAM

While intergenerational income or wealth transmission has been extensively studied in economics, intergenerational health transmission remains underexplored. This research contributes to understanding how parental health shocks - particularly smoking-related cancers - affect offspring health behaviors. Smoking, a major cancer risk factor, remains a global public health concern. Parental experiences, especially health shocks due to smoking-related illnesses, may influence children's health behaviors through informational, emotional, and behavioral pathways.

Prior research suggests parental health events can act as “teachable moments,” potentially motivating children to avoid smoking. However, few studies have quantified timing-dependent effects or distinguished between cancer types (e.g., lung vs. other smoking-related cancers). This paper fills that gap using detailed longitudinal data from a nationally representative French cohort: the Constances study.

PAPER'S CONTRIBUTIONS

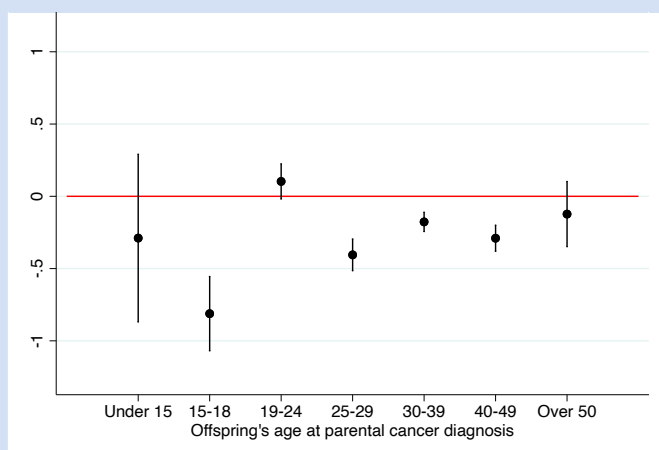
The study examines how parental smoking-related cancers influence offspring smoking, focusing on timing effects. Using the French Constances cohort - a representative sample of ~200,000 adults aged 18–69 - we exploit health examinations, questionnaires, and administrative data. We construct a retrospective panel of individual smoking histories, using individual fixed effects to control for the endogeneity of the timing of diagnosis and to neutralize the intergenerational transmission effect on smoking behaviors. This method enables robust identification of the informational impact of parental diagnoses on children's smoking decisions over the life cycle.

A key contribution is precisely measuring how parental health shocks shape smoking behaviors at

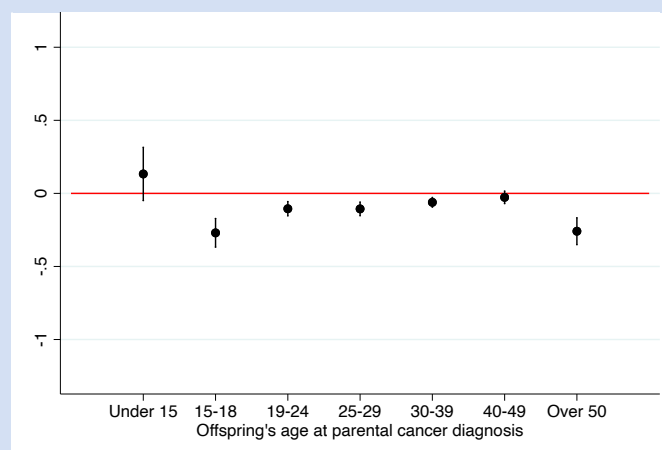


Eva Moreno Galbis

Eva Moreno Galbis obtained a PhD in economics in 2004 from the Catholic University of Louvain. In 2005 she was recruited as Assistant Professor by the University of Maine (France) and in 2010 she became Professor at the University of Angers. She joined Aix-Marseille School of Economics in September 2016. Her research fields cover labor economics and migration economics.



Lung cancer



Other smoking-related cancer

Figure 1: Average influence of parental cancer diagnosis on offspring's probability of smoking according to offspring's age at diagnosis. Source: Constances (2012–2019)

Note: Estimated coefficients and 95%-confidence intervals from fixed-effect logit models. Robust standard errors clustered at the individual level. Estimations include controls for age, own diagnosis, and year fixed effects

different life stages. The study finds that parental diagnoses of lung or other smoking related cancers significantly reduce the likelihood of offspring beginning and continuing smoking. The effect's magnitude depends on offspring age at diagnosis, supporting the idea that influence peaks during key decision-making.

The strongest negative effect is produced by parental diagnoses at offspring's ages 15–18, the period when smoking typically begins and when offspring are especially receptive to health signals. The effect weakens but persists as offspring age, indicating long-term behavioral influence. Lung cancer diagnoses have a stronger effect than other smoking-related cancers, likely due to greater public awareness and targeted campaigns. The study also finds gender differences: male offspring are more responsive to parental health shocks. While both maternal and paternal diagnoses influence behavior, paternal effects are generally stronger

FUTURE RESEARCH

While the study shows that parental diagnoses influence offspring smoking, the mechanisms remain unclear. Are changes driven by increased awareness, emotional reactions, or both? The stronger impact of lung cancer points to an

amplifying role of public health campaigns. Future research could explore how media and messaging shape responses to parental illness.

This approach could be applied to other health behaviors - alcohol use, diet, physical activity - potentially shaped by parental health experiences. Replicating this research in different countries could shed light on how cultural norms and health systems mediate effects.

Finally, examining variation by socioeconomic status could clarify whether parental health shocks reduce or exacerbate health inequalities.

The Good Wife? Reputation and risk in household decision-making

Nina Buchmann, Pascaline Dupas, **Roberta Ziparo**, 2025, *American Economic Review*, 115 (2): 525–70

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We ask whether a woman’s perceived investment acumen within the household—the way she is viewed by her husband—can affect her access to resources and, in turn, her economic decisions.

”

RESEARCH PROGRAM

In many low-income countries, women rely on financial transfers from their husbands to autonomously manage the household budget. But little is known about how these discretionary transfers are determined—and how the fear of losing them may shape women’s financial behavior. While the dominant view in economics attributes intra-household transfers to bargaining and outside options, our study sheds light on a different mechanism: reputation. Specifically, we ask whether a woman’s perceived investment acumen within the household—the way she is viewed by her husband—can affect her access to resources and, in turn, her economic decisions.

How do women navigate household decision-making when financial support depends not just on need or on negotiating power, but on sustaining a reputation for “wise spending”? And what are the efficiency costs of doing so?

CONCEPTUAL CONTRIBUTION

We develop a signaling model of intra-household transfers in which wives - who enjoy comparative advantages in taking care of the needs of the household - receive regular, discretionary transfers from their husbands. Wives can be either expert or non-expert depending on their ability to judge the quality of the products on the market. Transfers are conditional: the husband chooses whether to provide them based on his beliefs about his wife’s ability. Crucially, the husband cannot directly observe the quality of the goods bought. In this setup, wives may have an incentive to distort their behavior to maintain a good reputation. For example, they may:

1. **Under-invest in new goods**, especially if those goods are risky (i.e., returns are unknown or variable).
2. **Over-use low-return goods** (lemons) after purchasing them, in order to hide their low productivity. We refer to this second behavior as the **intra-household sunk cost effect**.

Both behaviors reduce efficiency—either by neglecting high-return innovations or by persisting in the use of ineffective goods. Yet both may be rational, if they help



Roberta Ziparo

Roberta Ziparo obtained her PhD in Economics in 2013 from the University of Namur (Belgium), where she conducted her research within the Center for Research in the Economics of Development (CRED). She was a post-doctoral fellow at the Paris School of Economics before joining Aix-Marseille School of Economics in 2015 as an Assistant Professor.

preserve the wife's reputation and future access to funds.

EVIDENCE FROM MALAWI

We conducted a series of field experiments with over 2,600 married individuals in rural Malawi to test our model's predictions.

- **In the transfer experiment**, we manipulated the salience of wives' past investment decisions. When husbands were reminded of examples that highlighted their wife's poor market judgment, they reduced the transfer amount by 13%—but only if they rated her as having low market expertise to begin with. This supports the model's key premise that husbands condition transfers on wives' perceived expertise.
- **In the signaling experiment**, wives were asked to decide whether to share their performance on a product-quality quiz with their husbands, given that it would affect how they were seen. We found that "non-expert" wives (those expecting a low score) often chose to hide their score—even at the cost of substantial lost earnings. When hiding their mistakes was cheap, nearly a quarter paid to do so, and another 30% chose not to share their score at all.
- **In the market experiment**, wives had the option to purchase a high-return, unfamiliar good using spousal transfers. When husbands could not easily verify the good's quality, non-expert wives were 25% less likely to buy the good than expert wives. But when we attached a sticker certifying the product's effectiveness or declaring it as donated (thus mitigating blame for a bad purchase), the gap disappeared. This shows that opportunities to

acquire even high-return goods may be passed up due to reputation risks.

POLICY IMPLICATIONS

Our results indicate that intra-household dynamics—particularly reputation concerns—can generate significant distortions in financial decision-making. These dynamics help explain the persistent puzzle of low adoption rates for promising technologies in developing contexts.

Programs that target women as agents of change (e.g., through health or agricultural interventions) must consider the reputational costs women may face when investing in unfamiliar goods. Reducing these costs—by making product quality observable or framing purchases as externally recommended—could improve take-up and reduce efficiency losses.

FUTURE RESEARCH

This study contributes to broader debates on intra-household economics and empowerment of women. While our experiments focused on married couples in Malawi, the underlying mechanism could be relevant in other domains—such as parents' interactions with children, or migrants' remittance decisions. Future work will aim at further understanding how individuals in a subordinate position or financially dependent may engage in strategic behavior—manipulating information about preferences or behaviors—to optimize individual welfare when norms or stereotypes impose constraints to first-order efficiency. It would also be interesting to investigate how such stereotypes arise.

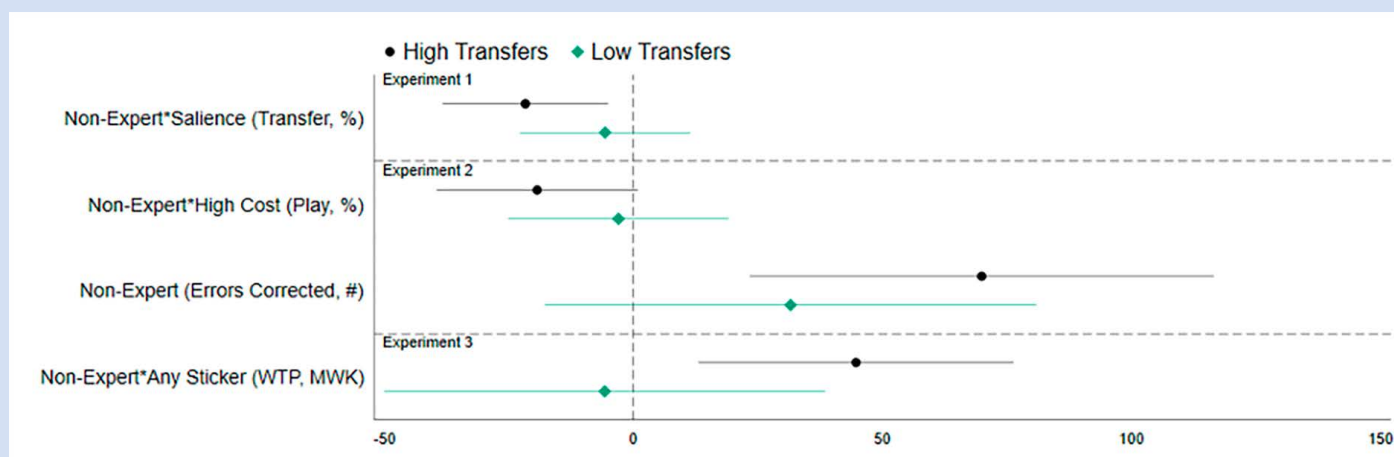


Figure: Heterogeneity by level of household transfers

Legend: The figure presents the main coefficient of interest from the three experiments estimated separately on the sample of households in which transfers are either high or low. We observe significant estimates only in households in which the wife's reputation is still above the threshold and she continues to receive discretionary transfers. In the transfer experiment, only husbands who transfer to their wives for non-necessity investments (high transfers) reduce their transfers in the salience treatment if their wife has a low MER. In the signaling experiment, only non-expert wives who still receive transfers from their husbands reduce their participation in the high hiding cost treatments or hide mistakes to avoid sending a signal. Finally, only non-expert wives who still receive transfers from their husbands increase their willingness to pay for the unfamiliar goods in the sticker treatments in the market experiment. Coefficients are presented as percentage point deviations from the control means.

From AMSE to the Metropole: Hana's Career Journey

By **Elisabeth Barthélemy**, Head of communication

Let's start with a quick introduction – who are you, Hana?

My name is Hana Ayed. I completed my Master's degree in Economic Policy Analysis in October 2024. My academic journey began in 2018 with a MIASHS degree (Mathematics and Computer Science Applied to the Humanities and Social Sciences). From 2022 to 2024, I pursued a double degree in Economic Policy Analysis at AMSE and Economics at the University of Konstanz in Germany. I now work as a bio-waste project manager at the Aix-Marseille-Provence Metropole.

What does your job involve?

As a bio-waste project manager, I work on finding solutions for sorting and recycling inhabitants' bio-waste in the Aix-Marseille-Provence Metropole to make it more economically efficient but also more environmentally friendly. There is also a social aspect, since we work with companies of the social and solidarity economy. So it allows us to find work for people needing to be integrated or give work to companies which have a real social vocation. In concrete terms, this requires a lot of coordination between municipalities, companies and we try to mobilise not only people in-house but also stakeholders in the economic aspects of the region.

What skills have been valuable in your work?

What set me apart from the crowd, according to my manager, were my experiences of living abroad. It brings open-mindedness but also adaptability. I think this went down very well. Also, having a university education of several years, this always works well when looking for a job. And then what's very good with economics – and this is why I studied economics – is that it applies to everything. It applies to the environment – economics is broad, and I think it's well-received in the labour market.

Why did you choose AMSE?

My goal when I chose my training for my Master's degree, was to have the opportunity to study abroad. That's what I was able to do thanks to the double degree. It was also the fact of being able to study economics, more applied to social realities, with the course in Economic Policy Analysis. But above all, it was to be able to have professional experience during these years of Master's study through work-study programs. And during my second year, the teaching team was just great. The people were really listening always helping and they accompanied us throughout. So, yes, I felt fully supported in my studies and in my professional project.

What advice would you give to future students?

I would advise doing the double degree because we will not have a thousand opportunities in our lives to study abroad, to live abroad and to

be supported financially too, because there is the Erasmus grant, and the CIVIS grant or the «double degree» scholarship, I don't know what it's called when you do the double degree. So that's really... my number one piece of advice: to get at least one experience of life abroad. I would also say «Good luck!» to those who are currently in the process of doing a work-study program and their Master's degree, because it's a difficult thing to do. But at the same time, in the end, it's great to have had a year's experience in a company, especially if we enjoyed it.

The M2 track «Economic Policy Analysis» was renamed at the start of the 2025 academic year. It is now called **Data, Analysis, Decision and Economic Evaluation (DADEE)**.

“In both her academic journey and what she will undoubtedly continue to pursue in her future career, Hana truly embodies the spirit of the DADEE track: a deep understanding of economic mechanisms and behaviors, grounded in cutting-edge data analysis methods that are essential for describing, explaining, and anticipating the world as it unfolds.”

Alain Paraponaris,
Professor of Economics, co-Head of DADEE M2 track



Hana took part in the 2024 Career Day organized by the school. She spoke in front of nearly 400 students, presenting her academic journey and current role as an alumna of the Economics Master's program.

Portrait of Morgane Laouenan

CNRS researcher at the Centre d'Économie de la Sorbonne and co-director of the Research Group "Discrimination and Social Inequalities" at LIEPP Sciences Po

By Léa Dispa

CAN YOU DESCRIBE YOUR CAREER TRAJECTORY SINCE YOUR TIME AT AMSE?

I defended my PhD at Greqam (now AMSE) in 2012, entitled *Essays in Ethnic Discrimination in Labor Markets*. I worked under the supervision of Alain Trannoy and Bruno Decreuse. Pierre-Philippe Combes also informally co-supervised me, as his PhD student Benoit Schmutz-Bloch and I were involved in the same projects (DARES and ANR). In practice, we formed a small team.

I joined AMSE for the second year of my Master's, drawn by the "Public Economics" track. I had studied macroeconomics at Paris 1 University and was already interested in redistribution and inequality issues. It was through discussions with Alain Trannoy, starting in M2, that the topic of discrimination took shape.

After my thesis, I spent two years as a postdoctoral researcher at the Catholic University of Louvain on an ARC-funded project (similar to France's ANR) lead by Bruno Van der Linden. The goal was to examine the match between residential mobility and labor market outcomes. Although not directly related to ethnic discrimination, the project extended the themes of my research.

Then I joined Sciences Po Paris for a second postdoc of one year at the Laboratory for Interdisciplinary Evaluation of Public Policies (LIEPP). My first task was to help set up a new research group, "Discrimination and Categorical Policies," alongside sociologists Anne Revillard and Mirna Safi – a research group that I still co-lead today.



My second mission focused on a project launched with Étienne Wasmer in 2015. We built a database of leading public figures using data from Wikipedia. The notable people database covers 2.3 million individuals and spans a period from the year -3500 to 2020. [Our scientific article, published in 2022](#), highlights important trends in the growth of this population, their lifespan, gender ratios, and regional and historical patterns.

Since 2016, I have been a CNRS researcher at the Centre d'Économie de la Sorbonne. I was also a member of Section 37 of the CNRS National Committee, where I was involved in evaluating researchers' careers and applicants to CNRS.

I'm a member of the research commission at Paris 1 too. Being a CNRS researcher also means taking on collective responsibilities and getting involved in academic life.

WHAT ARE YOU WORKING ON CURRENTLY?

My current work is a continuation of my thesis. I'm still working on discrimination. I'm trying to evaluate and measure discrimination, to understand its sources, its persistence, etc. At the time of my thesis, I was focusing on the labor market. Now I'm focusing on collaborative platforms such as Airbnb and Blablacar.

In a project with five colleagues, following on from [a report originally funded by the Défenseur des droits in France](#), we studied economic behavior on Blablacar in relation to the perception of risk according to gender. We combined several methodological approaches: scraping, testing (experimentation with fake accounts), and "vignette studies".

The results show that female drivers receive more booking requests, but do not earn more money. Why not? Because they refuse more passengers

- out of concern for safety. Their perception of risk is higher, due in particular to the fear of inappropriate behavior. This mechanism helps to explain gendered economic differences, over and above direct discrimination.

We consider this an important result that can be transposed to other contexts. For example, fields where women are in the minority or exposed to environments considered hostile - such as certain engineering schools - may be less attractive to women, with consequences for career paths.

HOW DO YOU FEEL ABOUT YOUR TIME AT AMSE?

At AMSE, we were not isolated. The fact that we had funding and collective projects with our thesis supervisors provided for excellent teamwork and introduced us to the practical side of research work, with regular meetings, deliverables, and deadlines - it was formative and motivating. What's more, our work was of direct interest to institutions such as the Ministry of Labor and INSEE, so we got to see first-hand how research was applied in the field.

Finally, there was a great atmosphere among the doctoral students, with cohesion and solidarity between the generations. I still have lasting ties with my former colleagues and supervisors from that time.



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Genius is one percent
inspiration and
ninety-nine percent
perspiration.

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Thomas A. Edison



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