Cédric Gutierrez

ASSISTANT PROFESSOR
Organization Design

CEDRIC.GUTIERREZ@UNIBOCCONI.IT

Biography

Cédric Gutierrez is an Assistant Professor in the Department of Management and Technology at Università Bocconi.

His research primarily focuses on understanding the behavioral mechanisms underlying market entry and dynamics. In one line of inquiry, he investigates how temporal preferences and attitudes toward ambiguity affect (entrepreneurial) entry and financiers' decisions to invest in startups. In a related research stream, he examines the impact of incentive systems and organizational practices on job applicants' decision-making and employee productivity. To analyze these phenomena, he uses a behavioral perspective, with a particular emphasis on the role of uncertainty, time, and social preferences. Empirically, his work primarily employs methodologies and models drawn from experimental economics and decision sciences. His research has been published in Management Science, Organization Science, the Strategic Management Journal, the Journal of Risk and Uncertainty and Strategic Organization. It has been recognized by the 2016 Best Empirical Paper Award of the Entrepreneurship Division at the Academy of Management and the 2018 Best Dissertation Award (2nd place) at INFORMS Technology, Innovation Management and Entrepreneurship. He also serves on the editorial review board of Strategic Management Journal, Organization Science and Strategy Science.

He got a Ph.D. in Strategy and Management from HEC Paris and in 2022 he was Visiting Scholar at the Olin Business School, Washington University.

ARTICLES IN SCHOLARLY JOURNALS

GUTIERREZ C., SLOOF R., CRILLY D.
Time Is Not Money! Temporal Preferences for Time Investments and Entry into Entrepreneurship
Organization Science, 2023

GUTIERREZ C., OBLOJ T., FRANK D. H.
Better to have led and lost than never to have led at all? Lost leadership and effort provision in dynamic tournaments
Strategic Management Journal, 2021, vol.42, no. 4, pp.774-801

GUTIERREZ C., ÅSTEBRO T., OBLOJ T.
The Impact of Overconfidence and Ambiguity Attitude on Market Entry
Organization Science, 2020, vol.31, no. 2, pp.308-329

DI STEFANO G., GUTIERREZ C.
Under a magnifying glass: On the use of experiments in strategy research
Strategic Organization, 2019, vol.17, no. 4, pp.497-507

ABDELLAOUI M., GUTIERREZ C., KEMEL E.
Temporal discounting of gains and losses of time: An experimental investigation
Journal of Risk and Uncertainty, 2018, vol.57, no. 1, pp.1-28

PROCEEDINGS/PRESENTATIONS

SEZER A., GUTIERREZ C.
Playing for Keeps: CEO Incentive Horizon and Executive Departure
83rd Annual Meeting of the Academy of Management, 4-8 August, 2023, Boston, United States of America

CRILLY D., GUTIERREZ C., JEONG K. W.
Temporality and Social Entrepreneurship: The Role of Temporal Distance for Money and Social Outcomes
83rd Annual Meeting of the Academy of Management, 4-8 August, 2023, Boston, United States of America

SEZER A., GUTIERREZ C., MANNUCCI P. V.
A Time for Carrots and a Time for Sticks: Examining the Effects of Incentive Framing on Creativity
82nd Annual Meeting of the Academy of Management - August 5-9, 2022, Seattle, WA, United States of America

ABDELLAOUI M., BLEICHRODT H., GUTIERREZ C.
Unpacking Overconfident Behavior: Revisiting the Hard-Easy Effect
82nd Annual Meeting of the Academy of Management - August 5-9, 2022, Seattle, WA, United States of America

Grants & Honors

Best Reviewer Award, Strategic Management Journal , 2022

Bocconi Department of Management and Technology Research Grant , 2021

Bocconi Junior Researchers' Grant , 2020

iCrios Research Grant , 2019

Bocconi Junior Researchers' Grant , 2018