

## CURRICULUM VITAE

### Zoran Ivković

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### Education

- Ph.D. in Management (Finance), Yale University, 2002
- Ph.D. in Computer and Information Sciences, University of Delaware, 1995
- B.S. in Computer Science, University of Zagreb, 1988

### Academic Appointments

- MSU Federal Credit Union Endowed Chair in Financial Institutions and Investments, Department of Finance, Michigan State University, 2011-present
- Professor, Department of Finance, Michigan State University, 2010-present
- Associate Professor (with tenure), Department of Finance, Michigan State University, 2007-2010
- Assistant Professor, Department of Finance, University of Illinois at Urbana-Champaign, 2002-2007
- Lecturer, Department of Finance, University of Illinois at Urbana-Champaign, 2001-2002

### Research Interests

- **Financial institutions** (mutual funds: pricing, performance evaluation, flows; analysts)
- **Investments** (investor behavior, asymmetric information, information diffusion, peer effects)

### Publications

- J. Brown, Z. Ivković, and S. Weisbenner, 2015, Empirical Determinants of Intertemporal Choice. *Journal of Financial Economics* 116(3), 473-486.
- B. Becker, Z. Ivković, and S. Weisbenner, 2011, Local Dividend Clienteles. *Journal of Finance* LXVI (2), 655-683.
- Z. Ivković and S. Weisbenner, 2009, Individual Investor Mutual Fund Flows. *Journal of Financial Economics* 92 (2), 223-237.

## Publications (continued)

- J. Brown, Z. Ivković, P. Smith, and S. Weisbenner, 2008, Neighbors Matter: Causal Community Effects and Stock Market Participation. *Journal of Finance* LXIII (3), 1509-1531.
- Z. Ivković, C. Sialm, and S. Weisbenner, 2008, Portfolio Concentration and the Performance of Individual Investors. *Journal of Financial and Quantitative Analysis* 43 (3), 613-656.
- Z. Ivković and S. Weisbenner, 2007, Information Diffusion Effects in Individual Investors' Common Stock Purchases: Covet Thy Neighbors' Investment Choices. *Review of Financial Studies* 20 (4), 1327-1357.
- Z. Ivković, J. Poterba, and S. Weisbenner, 2005, Tax-Motivated Trading by Individual Investors. *American Economic Review* 95 (5), 1605-1630.
- Z. Ivković and S. Weisbenner, 2005, Local Does as Local Is: Information Content of the Geography of Individual Investors' Common Stock Investments. *Journal of Finance* LX (1), 267-306.  
     ➤ *Nominated for the Smith Breeden Prize in 2005.*
- Z. Ivković and N. Jegadeesh, 2004, The Timing and Value of Forecast and Recommendation Revisions. *Journal of Financial Economics* 73 (3), 433-463.
- W. Goetzmann, Z. Ivković, and G. Rouwenhorst, 2001, Day Trading International Mutual Funds: Evidence and Policy Solutions. *Journal of Financial and Quantitative Analysis*, 36 (3), 287-309.
- W. Goetzmann, J. Ingersoll, and Z. Ivković, 2000, Monthly Measurement of Daily Timers. *Journal of Financial and Quantitative Analysis* 35 (3), 257-290.

## Working Papers

- Strategic Performance Allocation in Institutional Asset Management Firms (with R. Chaudhuri and C. Trzcinka). *Revise and Resubmit, Review of Financial Studies*.
- Capital Gains Lock-In and Governance Choices (with S. Dimmock, W. Gerken, and S. Weisbenner). *Revise and Resubmit, Journal of Financial Economics*.
- PhDs in Institutional Money Management: A Tangled Tale of Talent and Training (with R. Chaudhuri, J. Pollet, and C. Trzcinka).

## Work in Progress

- Groomed for Sale (with A. Simonov and E. Inozemtsev).
- All About the Word of Mouth, no Fundamentals: A Study of Intra-Ethnic Lottery Purchase Spillovers (with H. Yun)
- Swimming with the Sharks: A Study of Determinants of Entrepreneurial Success in Direct Communication with Venture Capitalists (with X. Huang , J. Jiang, and I. Wang).
- Trading Frequency and Information Efficiency: Theory and Evidence from U.S. and Chinese markets (with Z. Li)B
- Birth Order Matters: A Study of Siblings' Ability and Measurable Investment Outcomes (with R. Chaudhuri, J. Pollet, and A. Simonov).
- Individuals' Investment in the Face of Changing Longevity Expectations (with R. Chaudhuri and A. Simonov).

## Academic Awards and Honors

- *Best Paper Award* for the paper “Capital Gains Lock-In and Governance Choices” (with S. Dimmock, W. Gerken, and S. Weisbenner). Melbourne, Australia, Finance Down Under Conference, March 2014.
- *The Talk of the Town Award* for the paper “What a Difference a Ph.D. Makes: More than Three Little Letters” (with R. Chaudhuri, J. Pollet, and C. Trzcinka). Melbourne, Australia, Finance Down Under Conference, March 2013.
- *The BSI Gamma Foundation Annual Award* for the paper “Portfolio Concentration and Performance of Individual Investors” (with C. Sialm, and S. Weisbenner). Zürich, Switzerland, December 2005.
- *Nomination for the Smith Breeden Prize in 2005* as best paper published in The Journal of Finance for the paper “Local Does as Local Is: Information Content of the Geography of Individual Investors' Common Stock Investments” (with S. Weisbenner).
- *2<sup>nd</sup> Place Award at the 11<sup>th</sup> Annual Chicago Quantitative Alliance Junior Scholar Academic Competition* for the paper “Portfolio Concentration and Performance of Individual Investors” (with C. Sialm, and S. Weisbenner). Chicago, IL, September 2004.

## Seminars and Conference Presentations

- Cross-Subsidization in Institutional Asset Management Industry. *University of Arizona Finance Seminar Series*, April 29, 2016.
- Capital Gains Lock-In and Governance Choices. *3rd Asian Bureau of Finance and Economic Research (ABFER) Conference*, Singapore, May 25-28, 2015 (presented by coauthor).
- What a Difference a Ph.D. Makes: More than Three Little Letters. *The 2015 MFA Annual Conference*, Chicago, IL, March 5-7, 2015 (presented by coauthor).

**Seminars and Conference Presentations (continued)**

- Capital Gains Lock-In and Governance Choices. *The Ninth Annual Conference on Asia-Pacific Financial Markets (CAFM) of the Korean Securities Association (KSA)*, Seoul, Korea, December 6, 2014 (presented by coauthor).
- What a Difference a Ph.D. Makes: More than Three Little Letters. *DePaul University Finance Seminar Series*, December 3, 2014.
- What a Difference a Ph.D. Makes: More than Three Little Letters. *Texas A&M Finance Seminar Series*, September 26, 2014.
- Capital Gains Lock-In and Governance Choices. *The 2014 European Finance Association Meeting*, Lugano, Switzerland, August 27-30, 2014 (presented by coauthor).
- Capital Gains Lock-In and Governance Choices. *The 2014 Financial Intermediation Research Society*, Quebec City, Canada, June 1-4, 2014 (presented by coauthor).
- What a Difference a Ph.D. Makes: More than Three Little Letters. *The 7<sup>th</sup> Conference on Professional Asset Management*, Rotterdam, Netherlands, May 26-27, 2014 (presented by coauthor).
- Cross-Subsidization in Institutional Asset Management Firms. *The SFS Cavalcade*, Washington D.C., May 19-21, 2014 (presented by coauthor).
- Capital Gains Lock-In and Governance Choices. *The Finance Down Under: Building on the Best from the Cellars of Finance Conference*, University of Melbourne March 6-8, 2014 (presented by coauthor).
- What a Difference a Ph.D. Makes: More than Three Little Letters. *The 2014 AFA Annual Meeting*, Philadelphia, PA, January 3-5, 2014 (presented by coauthor).
- Capital Gains Lock-In and Governance Choices. *The 2014 AFA Annual Meeting*, Philadelphia, PA, January 3-5, 2014 (presented by coauthor).
- What a Difference a Ph.D. Makes: More than Three Little Letters. *Stockholm School of Economics Finance Seminar Series*, December 12, 2013.
- Capital Gains Lock-In and Governance Choices. *Singapore Scholars Symposium*, Singapore, November 29, 2013 (presented by coauthor).
- Capital Gains Lock-In and Governance Choices. *AIM Investment Center Conference on Institutional Investment*, Austin, TX, November 21-22, 2013 (presented by coauthor).
- What a Difference a Ph.D. Makes: More than Three Little Letters. *University of Oregon Finance Seminar Series*, November 8, 2013.
- What a Difference a Ph.D. Makes: More than Three Little Letters. *University of Kansas Finance Seminar Series*, November 8, 2013.
- What a Difference a Ph.D. Makes: More than Three Little Letters. *Colorado State University Finance Seminar Series*, October 30, 2013.
- Empirical Determinants of Intertemporal Choice. *The 2013 Financial Intermediation Research Society*, Dubrovnik, Croatia, May 29-June 1, 2013.

## Seminars and Conference Presentations (continued)

- What a Difference a Ph.D. Makes: More than Three Little Letters. *The SFS Cavalcade*, Miami, May 13-15, 2013 (presented by coauthor).
- What a Difference a Ph.D. Makes: More than Three Little Letters. *The Finance Down Under: Building on the Best from the Cellars of Finance Conference*, University of Melbourne March 7-9, 2013 (presented by coauthor).
- Strategic Performance Allocation in Institutional Asset Management Firms: Behold the Power of Stars and Dominant Clients. *George Washington University Finance Seminar Series*, March 1, 2013.
- Strategic Performance Allocation in Institutional Asset Management Firms: Behold the Power of Stars and Dominant Clients. *University of Texas at Dallas Finance Seminar Series*, February 1, 2013.
- Strategic Performance Allocation in Institutional Asset Management Firms: Behold the Power of Stars and Dominant Clients. *The 2013 AFA Annual Meeting*, San Diego, CA, January 3-5, 2013 (presented by coauthor).
- Empirical Determinants of Intertemporal Choice (Former Title: Attitudes Toward Government as Determinants of Intertemporal Choice). *The 2012 Financial Research Association Annual Meeting*, Las Vegas, NV, December 16, 2012 (presenter/discussant: Andrew Samwick).
- Strategic Performance Allocation in Institutional Asset Management Firms: Behold the Power of Stars and Dominant Clients. *University of Illinois at Urbana-Champaign Finance Seminar Series*, September 6, 2012.
- Strategic Performance Allocation in Institutional Asset Management Firms: Behold the Power of Stars and Dominant Clients. *The Finance Down Under: Building on the Best from the Cellars of Finance Conference*, University of Melbourne March 15-17, 2012 (presented by coauthor).
- Strategic Performance Allocation in Institutional Asset Management Firms: Behold the Power of Stars and Dominant Clients. *National University of Singapore Finance Seminar Series*, March 9, 2012.
- Strategic Performance Allocation in Institutional Asset Management Firms: Behold the Power of Stars and Dominant Clients. *Nanyang Technological University Finance Seminar Series*, March 8, 2012.
- Strategic Performance Allocation in Institutional Asset Management Firms: Behold the Power of Stars and Dominant Clients. *University of Hong Kong Finance Seminar Series*, March 7, 2012.
- Strategic Performance Allocation in Institutional Asset Management Firms: Behold the Power of Stars and Dominant Clients. *Victoria University of Wellington Finance Seminar Series*, November 10, 2011.
- Strategic Performance Allocation in Institutional Asset Management Firms: Behold the Power of Stars and Dominant Clients. *Massey University Finance Seminar Series*, November 9, 2011.

**Seminars and Conference Presentations (continued)**

- Strategic Performance Allocation in Institutional Asset Management Firms: Behold the Power of Stars and Dominant Clients. *Massey University at Auckland Finance Seminar Series*, November 8, 2011.
- Attitudes Toward Government as Determinants of Intertemporal Choice. *University of New South Wales Finance Seminar Series*, November 7, 2011.
- Attitudes Toward Government as Determinants of Intertemporal Choice. *University of Melbourne Finance Seminar Series*, November 4, 2011.
- Attitudes Toward Government as Determinants of Intertemporal Choice. *The 2011 EFA Annual Meeting*, Stockholm, Sweden, August 17-20, 2011.
- Political Risk and Discount Rates: Evidence from the Croatian Pension System. *University of Sydney Finance Seminar Series*, March 10, 2011.
- Political Risk and Discount Rates: Evidence from the Croatian Pension System. *Nanyang Technological University Finance Seminar Series*, March 8, 2011.
- Political Risk and Discount Rates: Evidence from the Croatian Pension System. *Singapore Management University Finance Seminar Series*, March 7, 2011.
- Local Dividend Clienteles. *University of Toronto Finance Seminar Series*, December 4, 2009.
- Local Dividend Clienteles. *The Florida State University SunTrust Beach Conference*, April 2-4, 2009 (presented by coauthor).
- Individual Investor Mutual Fund Flows. *The 2009 AFA Annual Meeting*, San Francisco, CA, January 3-5, 2009.
- Individual Investor Mutual Fund Flows. *The 2008 ICI Academic and Practitioner Conference on Mutual Funds*, Baltimore, MD, October 23-24, 2008.
- Local Dividend Clienteles. *Temple University Finance Seminar Series*, September 19, 2008.
- Local Dividend Clienteles. *FIRS Finance Conference*, Fairbanks, AK, June 5-8, 2008 (presented by coauthor).
- Everything is Relative: The Disposition Effect and Households' Stock Trades. *The 2007 EFA Annual Meeting*, Ljubljana, Slovenia, August 22-25, 2007.
- "Old" Money Matters: The Sensitivity of Mutual Fund Redemption Decisions to Past Performance. *The 2007 WFA Annual Meeting*, Big Sky, MT, June 22-27, 2007.
- "Old" Money Matters: The Sensitivity of Mutual Fund Redemption Decisions to Past Performance. *Indiana University Finance Seminar Series*, February 9, 2007.
- "Old" Money Matters: The Sensitivity of Mutual Fund Redemption Decisions to Past Performance. *Florida State University Finance Seminar Series*, January 10, 2007.

**Seminars and Conference Presentations (continued)**

- “Old” Money Matters: The Sensitivity of Mutual Fund Redemption Decisions to Past Performance. *Arizona State University Finance Seminar Series*, December 11, 2006.
- “Old” Money Matters: The Sensitivity of Mutual Fund Redemption Decisions to Past Performance. *Purdue University Finance Seminar Series*, December 1, 2006.
- Everything is Relative: The Disposition Effect and Households’ Stock Trades. *The 17<sup>th</sup> Financial Economics and Accounting Conference*, Atlanta, GA, November 17-18, 2006.
- “Old” Money Matters: The Sensitivity of Mutual Fund Redemption Decisions to Past Performance. *University of Wisconsin Finance Seminar Series*, November 9, 2006.
- “Old” Money Matters: The Sensitivity of Mutual Fund Redemption Decisions to Past Performance. *Michigan State University Finance Seminar Series*, October 6, 2006.
- “Old” Money Matters: The Sensitivity of Mutual Fund Redemption Decisions to Past Performance. *The 2006 EFA Annual Meeting*, Zürich, Switzerland, August 23-26, 2006.
- Portfolio Concentration and Performance of Individual Investors. *The 2006 AFA Annual Meeting*, Boston, MA, January 6-8, 2006.
- Individual Investors’ Mutual Fund Share Selling Decisions. *University of Münster Finance Seminar Series*, December 5, 2005.
- Individual Investors’ Mutual Fund Share Selling Decisions. *Queens University Finance Seminar Series*, February 4, 2005.
- Portfolio Concentration and the Performance of Individual Investors. *The 2004 Financial Research Association Meeting*, Las Vegas, NV, December 18, 2004.
- Portfolio Concentration and the Performance of Individual Investors. *The 2004 Chicago Quantitative Alliance Fall Meeting*, Chicago, IL, September 23, 2004.
- The Geography of Stock Market Participation: The Influence of Communities and Local Firms. *The 2004 WFA Annual Meeting*, Vancouver, Canada, June 23-26, 2004.
- Information Diffusion Effects in Individual Investors’ Common Stock Purchases: Covet Thy Neighbors’ Investment Choices. *University of Florida Finance Seminar Series*, February 13, 2004.
- The Timing and Value of Forecast and Recommendation Revisions. *The 2004 AFA Annual Meeting*, San Diego, CA, January 3-5, 2004.
- Local Does as Local Is: Information Content of the Geography of Individual Investors’ Common Stock Investments. *The 2003 WFA Annual Meeting*, Los Cabos, Mexico, June 18-21, 2003.
- Day Trading International Mutual Funds: Evidence and Policy Solutions. *The 2001 AFA Annual Meeting*, New Orleans, LA, January 5-7, 2001.
- Monthly Measurement of Daily Timers. *The 1999 WFA Annual Meeting*, Santa Monica, CA, June 22-25, 1999.

## Research Grants and Contracts

- Cash Now or More Cash Later: An Analysis of Retiree Debt Repayment Choices in Croatia (with J. Brown and S. Weisbenner). U.S. Social Security Administration Grant, \$57,100, September 2009.
- Individual Investors' Mutual Fund Share Selling Decisions. Co-Principal Investigator (with S. Weisbenner). UIUC Campus Research Board, \$27,250, January 2005.
- Mutual Fund Investments: A First Look at the Individual Investors' Purchases, Redemptions, and Diversification. UIUC Campus Research Board, \$24,960, May 2002.

## Other Scholarly Activities

- **Conference Organizer:** MSU Federal Credit Union Annual Conference on Financial Institutions and Investments, 2011-present
- **Panelist:** *Performance Measurement & Fund Management Industry*. Theory of Financial Decision-Making Conference in Honor of Jonathan Ingersoll, Jr., Yale School of Management (October 16, 2014)
- **Associate Editor:** *Quarterly Journal of Finance*
- **A “Mini-Keynote” Speaker:** 2013 European Financial Management Association, Reading, U.K.; Special Session on Behavioral Finance (June 28, 2013)
- **Program Committee Member:** WFA (2009-2016), EFA (2013), Finance Down Under: Building on the Best from the Cellars of Finance (2011, 2013, 2014, 2015, 2016)
- **Ad-hoc Referee:** *American Economic Review*, *The Journal of Finance*, *Journal of Financial and Quantitative Analysis*, *The Journal of Financial Markets*, *Management Science*, *Review of Corporate Finance Studies*, *Review of Economics and Statistics*, *Review of Finance*, *Review of Financial Studies*
- **Panel Chair:** AEA (2009), EFA (2014), WFA (2009), SFS Cavalcade (2011), CFEA (2011), FIRS (2013, 2014)
- **Discussant:** 7<sup>th</sup> Conference on Professional Asset Management (2014), AFA (2004, 2006), EFA (2006, 2007, 2011, 2015), Federal Reserve Bank of Cleveland Household Economics and Decision-Making Conference (2015), Finance Down Under (2011, 2012, 2013, 2014), FIRS (2013), Florida State SunTrust Beach Conference (2012), Kentucky Finance Conference (2016), Miami Behavioral Finance Conference (2012), Mitsui Symposium (2014), SFS Cavalcade (2013), UC Berkeley Fraud and Misconduct Conference (2013), WFA (2001, 2012)
- **Program Track Chair:** FMA (2009, 2013)
- **MSU Finance Seminar Coordinator** (2007-2010)
- **UIUC Finance Seminar Coordinator** (with Murillo Campello, 2003-2006)



## Citations

- **Press:** *Barron's*, *Champaign News-Gazette*, *Chicago Tribune*, *Financial Times*, *Forbes*, *New York Times*, *Philadelphia Inquirer*, *Smart Money*, *Thomson Media*, *Wall Street Journal*, *Wall Street Week with Fortune* (online)
- **SSCI (Web of Science; April 2016):** 575
- **Scopus (April 2016):** 737

## References

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