

JOSEPH D. MORAN

MIT Sloan School of Management
100 Main Street, E62-669, Cambridge, MA 02142
Website: www.josephdmoran.com | Email: jdmoran@mit.edu

ACADEMIC APPOINTMENTS

MIT Sloan School of Management
Assistant Professor of Accounting

2025 –

EDUCATION

The Wharton School, University of Pennsylvania
Ph.D., Accounting

2025

Mendoza College of Business, University of Notre Dame
Bachelors of Business Administration in Accountancy, *Summa cum Laude*

2017

RESEARCH INTERESTS

I am interested in the interplay between information, incentives, and decision-making, both inside and outside the firm. I use a wide set of research methods including field experiments, surveys, and archival analyses both within a firm and in broad-sample settings.

PUBLICATIONS

Casas-Arce, Pablo, Asís Martínez-Jerez, and Joseph Moran. 2025. Motivating from the Heights: A Field Experiment on Top Managers Visiting the Front Line. *Review of Accounting Studies* 30 (2): 1099-1135. <https://doi.org/10.1007/s11142-024-09847-3>.

Media Coverage: [Forbes](#), [Cornell Chronicle](#)

WORKING PAPERS

Drilldown Data Access Rates and Managerial Target Achievement. Job Market Paper.

Bout of Sales: Impact of Alignment between Leadership Style and Incentive Systems, with Pablo Casas-Arce and Asís Martínez-Jerez.

Emissions Targets and Internal Carbon Pricing Usage and Design: International Evidence, with Carolyn Deller and Shawn Kim.

WORK IN PROGRESS

Moderators of Control System Cascade Effects, with Pablo Casas-Arce, Christopher Ittner, and Asís Martínez-Jerez.

RESEARCH PRESENTATIONS

- | | |
|------|--|
| 2025 | AAA MAS Mid-Year Meeting
University of Notre Dame
Michigan State University
Massachusetts Institute of Technology
University of Chicago
Emory University
Arizona State University
Harvard Business School
London School of Economics and Political Science
INSEAD
Center for Operational Excellence in Retailing (COER) Conference
AAA Annual Meeting |
| 2024 | AAA MAS Mid-Year Meeting
The Wharton School, University of Pennsylvania
Wharton-INSEAD Doctoral Consortium
Management Accounting Workshop Series Rookie Camp |
| 2023 | AAA MAS Mid-Year Meeting
The Wharton School, University of Pennsylvania |
| 2022 | The Wharton School, University of Pennsylvania |
| 2021 | The Wharton School, University of Pennsylvania |

INVITED CONFERENCE DISCUSSIONS

Discussion of “The Influence of Online Reviews and Hotel Digital Responsibility on ESG Practices and Sustainability Performance”, 2025 AAA Annual Meeting

Discussion of “Employer and Employee Responses to Generative AI: Early Evidence”, 2025 AAA MAS Mid-Year Meeting

Discussion of “Optimal Contracting or Managerial Power: Evidence from the Role of Independent Directors in Adjusting CEO Inside Debt”, 2024 AAA MAS Mid-Year Meeting

Discussion of “Upward Influencers in Teams”, 2023 AAA MAS Mid-Year Meeting

CONFERENCE ATTENDANCE

- | | |
|------|---|
| 2025 | Columbia Management Accounting Conference
Wharton Spring Accounting Conference |
| 2024 | Four School Accounting Conference |

Wharton Spring Accounting Conference
University of Notre Dame Fall Accounting Conference
JAE Conference

- 2023 Four School Accounting Conference
 Wharton Spring Accounting Conference
 Center for Operational Excellence in Retailing (COER) Conference
 University of Notre Dame Fall Accounting Conference
- 2022 Wharton Empirical Operations Management Workshop
- 2021 JAE Conference
- 2020 JAE Conference
 RAST Conference
- 2018 University of Notre Dame Fall Accounting Conference

TEACHING EXPERIENCE

The Wharton School, University of Pennsylvania

Instructor – Strategic Cost Analysis

Summer 2022

PROFESSIONAL EXPERIENCE

PricewaterhouseCoopers

Senior Associate, Private Company Services Assurance

Chicago, IL

September 2017 – June 2020

HONORS AND AWARDS

- Outstanding Reviewer Award, 2024 and 2025, MAS Mid-Year Meeting; 2025, AAA Annual Meeting
- Winkelman Fellowship, 2022 – 2025, The Wharton School
- The Wharton School Fellowship for Doctoral Studies, 2020 – 2025, The Wharton School
- George James Doctoral Fellowship, 2020, The Wharton School
- Elmer Layden Award for Excellence in Accounting Studies, 2017, University of Notre Dame
- Elijah Watt Sells Award, 2017, American Institute of CPAs
- ICPAS Silver Award, 2017, Illinois CPA Society

PROFESSIONAL MEMBERSHIPS AND CERTIFICATIONS

Member, American Accounting Association (Management Accounting Section) 2022 – *Present*

Member, American Institute of CPAs 2018 – 2021

Certified Public Accountant, Illinois (Inactive) 2018 – 2021

OTHER INFORMATION

External Service

Ad hoc reviewer:

AAA Annual Meeting

AAA Mid-Year Meeting, Management Accounting Section

Hawai'i Accounting Research Conference

Wharton-INSEAD Doctoral Consortium

Programming Skills

Stata, R, Python, LaTeX