

# JOSEPH D. MORAN

MIT Sloan School of Management  
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## ACADEMIC APPOINTMENTS

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### MIT Sloan School of Management

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|------------------------------------------------------|--------|
| Class of 1958 Career Development Assistant Professor | 2026 – |
| Assistant Professor of Accounting                    | 2025 – |

## EDUCATION

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### The Wharton School, University of Pennsylvania

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| Ph.D., Accounting                                                                  | 2025 |
| Dissertation: <i>Drilldown Data Access Rates and Managerial Target Achievement</i> |      |
| Chairperson: Christopher Ittner                                                    |      |

### Mendoza College of Business, University of Notre Dame

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|-----------------------------------------------------------------------------|------|
| Bachelors of Business Administration in Accountancy, <i>Summa cum Laude</i> | 2017 |
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## RESEARCH INTERESTS

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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

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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

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*Drilldown Data Access Rates and Managerial Target Achievement: Evidence on the Use of Information for Decision Support at a Retailer.*

Awarded the 2026 American Accounting Association *Best Dissertation Award* (Management Accounting Section).

*Emissions Reduction Targets and Internal Carbon Pricing*, with Carolyn Deller and Shawn Kim.

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

## RESEARCH PRESENTATIONS

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|------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2026 | Stanford Summer Camp ( <i>Scheduled</i> )                                                                                                                                                                                                                                                                                                                                              |
| 2025 | AAA MAS Mid-Year Meeting<br>University of Notre Dame<br>Michigan State University<br>Massachusetts Institute of Technology<br>University of Chicago<br>Emory University<br>Arizona State University<br>Harvard Business School<br>London School of Economics and Political Science<br>INSEAD<br>Center for Operational Excellence in Retailing (COER) Conference<br>AAA Annual Meeting |
| 2024 | AAA MAS Mid-Year Meeting<br>The Wharton School, University of Pennsylvania<br>Wharton-INSEAD Doctoral Consortium<br>Management Accounting Workshop Series Rookie Camp                                                                                                                                                                                                                  |
| 2023 | AAA MAS Mid-Year Meeting<br>The Wharton School, University of Pennsylvania                                                                                                                                                                                                                                                                                                             |
| 2022 | The Wharton School, University of Pennsylvania                                                                                                                                                                                                                                                                                                                                         |
| 2021 | The Wharton School, University of Pennsylvania                                                                                                                                                                                                                                                                                                                                         |

## INVITED CONFERENCE DISCUSSIONS

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Discussion of “The Informed Insider: A Leading Measure of Quality”, 2026 Columbia Management Accounting Conference

Discussion of “From Restatement Risk to Reporting Rigor: Evidence from the SEC’s Clawback Mandate”, 2026 AAA MAS Mid-Year Meeting

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

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| 2026 | AAA New Faculty Consortium<br>Columbia Junior Faculty Conference<br>UIUC Emerging Management Accounting Scholars Symposium<br>Harvard IMO Conference<br>LSE Economics of Accounting Conference ( <i>Scheduled</i> ) |
| 2025 | Columbia Management Accounting Conference<br>Wharton Spring Accounting Conference<br>University of Notre Dame Fall Accounting Conference<br>JAE Conference                                                          |
| 2024 | Four School Accounting Conference<br>Wharton Spring Accounting Conference<br>University of Notre Dame Fall Accounting Conference<br>JAE Conference                                                                  |
| 2023 | Four School Accounting Conference<br>Wharton Spring Accounting Conference<br>Center for Operational Excellence in Retailing (COER) Conference<br>University of Notre Dame Fall Accounting Conference                |
| 2022 | Wharton Empirical Operations Management Workshop                                                                                                                                                                    |
| 2021 | JAE Conference                                                                                                                                                                                                      |
| 2020 | JAE Conference<br>RAST Conference                                                                                                                                                                                   |
| 2018 | University of Notre Dame Fall Accounting Conference                                                                                                                                                                 |

## TEACHING EXPERIENCE

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### MIT Sloan School of Management

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|------------------------------------------------------------|-------------|
| 15.515: Corporate Financial Accounting (MBA)               | Fall 2026   |
| 15.501/516: Corporate Financial Accounting (Undergraduate) | Spring 2026 |

### The Wharton School, University of Pennsylvania

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|------------------------------------|-------------|
| ACCT 1020: Strategic Cost Analysis | Summer 2022 |
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## PROFESSIONAL EXPERIENCE

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### **PricewaterhouseCoopers**

Senior Associate, Private Company Services Assurance

Chicago, IL

September 2017 – June 2020

## HONORS AND AWARDS

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- Best Dissertation Award, 2025, AAA Management Accounting Section
- AAA Outstanding Reviewer Awards: 2024 – 2026, MAS Mid-Year Meeting; 2026, FARS Mid-Year Meeting; 2025, 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

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

Certified Public Accountant, Illinois (Inactive) 2018 – 2021

## OTHER INFORMATION

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### **External Service**

Ad hoc journal reviewer:

Journal of Accounting and Economics

Journal of Accounting Research

The Accounting Review

Ad hoc conference reviewer:

AAA Annual Meeting

AAA Mid-Year Meetings: MAS, FARS

Hawaii Accounting Research Conference

Wharton-INSEAD Doctoral Consortium