

JOSEPH D. MORAN

MIT Sloan School of Management
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ACADEMIC APPOINTMENTS

MIT Sloan School of Management

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

EDUCATION

The Wharton School, University of Pennsylvania

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

Bachelors of Business Administration in Accountancy, <i>Summa cum Laude</i>	2017
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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: 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

2026	Stanford Summer Camp (<i>Scheduled</i>)
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 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

2026	AAA New Faculty Consortium Columbia Junior Faculty Conference UIUC Emerging Management Accounting Scholars Symposium Harvard IMO Conference LSE Economics of Accounting Conference (<i>Scheduled</i>)
2025	Columbia Management Accounting Conference Wharton Spring Accounting Conference University of Notre Dame Fall Accounting Conference JAE 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

MIT Sloan School of Management

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

The Wharton School, University of Pennsylvania

ACCT 1020: Strategic Cost Analysis	Summer 2022
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PROFESSIONAL EXPERIENCE

PricewaterhouseCoopers

Senior Associate, Private Company Services Assurance

Chicago, IL

September 2017 – June 2020

HONORS AND AWARDS

- 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

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

Certified Public Accountant, Illinois (Inactive) 2018 – 2021

OTHER INFORMATION

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