



STEFAN J. REICHELSTEIN

CONTACT

Graduate School of Business
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[Faculty Profile](#)

EDUCATION

Ph.D. in Managerial Economics
Kellogg School of Management, Northwestern University, 1984
M.S. in Managerial Economics
Kellogg School of Management Northwestern University, 1980
Pre-Diploma in Economics, University of Bonn, Germany, 1977

ACADEMIC POSITIONS

2002 - Present	William R. Timken Professor of Accounting Graduate School of Business, Stanford University
1996 - 2001	Michael N. Chetkovich Professor of Accounting, Haas School of Business, University of California at Berkeley
1994 - 1996	Professor, Institut für Betriebswirtschaftslehre, University of Vienna
1993 - 1996	Professor, Haas School of Business, University of California at Berkeley
1990 - 1993	Associate Professor, Haas School of Business, University of California at Berkeley
1986 - 1990	Assistant /Associate Professor, Graduate School of Business, Stanford University
1982 - 1986	Assistant Professor, School of Business Administration, University of California at Berkeley

PROFESSIONAL AFFILIATIONS

Senior Fellow, Woods Institute for the Environment, Stanford University (2011-Present).

Distinguished Affiliate Professor, European School of Management and Technology, Berlin, (2010-Present).

Affiliate Faculty, Emmett Interdisciplinary Program in Environment and Resources, Stanford University (2010-Present).

Affiliate Faculty, Precourt Institute for Energy, Stanford University (2010-Present).

Research Fellow, CESifo Institute, Munich, Germany (2000 – Present).

HONORS, AWARDS and PRIZES

Honorary Doctorate, Faculty of Business Administration, University of Mannheim, Germany, November, 2011.

Bob and Marylin Jaedicke *Faculty Fellow*, Graduate School of Business, Stanford University, 2011-2012.

Honorary Doctorate, Faculty of Economic and Social Sciences, University of Fribourg, Switzerland, November, 2008.

Honorary Professor, Faculty of Business Administration, University of Vienna, Austria, July 2007.

Best Paper Award for: "Conservatism, Growth and Return on Investment", Review of Accounting Studies Conference, INSEAD, September 2006.

Best Paper Award for: "Conservatism, Growth and Return on Investment", Journal of Accounting, Auditing and Finance Conference, New York, September 2006.

Best Paper Award for: "Controlling Investment Decisions: Depreciation- and Capital Charges", Review of Accounting Studies Conference, Cornell University, September 2001.

Best Paper Award for: "Integrating Managerial- and Tax Objectives in Transfer Pricing", Chazen Institute for International Business, New York, April 2004.

Distinguished Visiting Lecturer, Graduate School of Industrial Organization, Carnegie Mellon University, December 2003- January 2004.

Best Paper Award for: "Asset Valuation and Performance Measurement in a Dynamic Agency Setting", Review of Accounting Studies Conference, Stanford University, June 1999.

RESEARCH GRANTS

Research Grant by the Precourt Institute for Energy at Stanford University for a study of "*Market-Based Valuation of Ecosystem Services for Competitive Large-Scale Solar Power Generation*" (with M. Lepech, D. Freyberg and J. Weyant), September 2011- August 2013.

Stanford Business School Trust Faculty Fellow, July 2006 - June 2007.

Research Grants by the Committee on Research, U.C. Berkeley, July 1996 - June 1997 and July 1997 - June 1998.

Research Grant by the Austrian Ministry of Science for a study of "*The European Semiconductor Industry*", July 1994 - December 1995.

NSF grant for a study of "*Authority, Responsibility and Incentives in Hierarchies*" (with D. Mookherjee), August 1992 - December 1995.

Sloan Foundation grant for a study of "*Competitive Semiconductor Manufacturing*" (faculty co-investigator), June 1991 - September 1994.

Stanford Business School Trust Faculty Fellow, July 1989 - June 1990.

NSF grant for a study of "*Network Mechanisms and Informationally Efficient Hierarchies*" (with T. Marschak), August 1987 - February 1990.

NSF grant for a study of "*Incentive and Information Issues in Iterative Allocation Procedures*" (with T. Marschak), November 1983 - April 1986.

PUBLISHED RESEARCH PAPERS

"Dynamics of Rate of Return Regulation," (with A. Nezlobin and M. Rajan), Management Science, forthcoming.

"Transfer Pricing in Multinational Firms: An Integrated Management- and Tax Perspective," (with M. Hiemann), Fundamentals of International Transfer Pricing in Law and Economics, edited by K. Konrad and W. Schoen, Springer Publishers, 2011.

"Discretion in Managerial Bonus Pools," (with M. Ederhof and M. Rajan), Foundations and Trends in Accounting, July 2011.

"Carbon Capture by Fossil Fuel Power Plants: An Economic Analysis" (with O. Islegen), Management Science, January 2011.

"Decentralized Capacity Management and Internal Pricing"(with S. Dutta), Review of Accounting Studies, September 2010.

"The Economics of Carbon Capture" (with O. Islegen), The Economists' Voice, December, 2009.

"Depreciation Rules and the Relation between Marginal- and Historical Cost" (with M. Rajan), Journal of Accounting Research, June, 2009.

"Objective versus Subjective Indicators of Managerial Performance" (with M. Rajan), The Accounting Review, January 2009.

"Conservatism, Growth and Return on Investment" (with M. Rajan and M. Soliman), Review of Accounting Studies, September 2007.

"Capital Budgeting: The Role of Cost Allocations," (with I. Gow), in Operations Research Proceedings 2006, March 2007.

"Cost Allocation for Capital Budgeting Decisions", (with T. Baldenius and S. Dutta), The Accounting Review, July 2007.

"Managerial Accounting," (with T. Baldenius), Handwoerterbuch der Betriebswirtschaft, edited by H. Koehler et al., June 2007.

"Subjective Performance Indicators and Discretionary Bonus Pools" (with M. Rajan), Journal of Accounting Research, June 2006.

"External and Internal Pricing in Multidivisional Firms" (with T. Baldenius), Journal of Accounting Research, March 2006.

"Accrual Accounting for Performance Evaluation," (with S. Dutta), Review of Accounting Studies, December 2005.

"Stock Price, Earnings and Book Values in Managerial Performance Measures" (with S. Dutta), The Accounting Review, October 2005.

"Incentives for Efficient Inventory Management: The Role of Historical Cost" (with T. Baldenius), Management Science, July 2005.

"Market-based Transfer Pricing: A Synthesis of Recent Studies" (with T. Baldenius and N. Bastian), in Internationalisierung des Controlling, edited by J. Weber, DUV, 2005.

"A Perspective on "Asymmetric Information, Incentives and Intrafirm Resource Allocation" " (with M. Rajan), Management Science, December 2004.

"Integrating Managerial-and Tax Objectives in Transfer Pricing", (with T. Baldenius and N. Melumad), The Accounting Review, July 2004.

"Leading Indicator Variables, Performance Measurement and Long-Term versus Short-Term Contracts" (with S. Dutta), Journal of Accounting Research, December 2003.

"Controlling Investment Decisions: Depreciation-and Capital Charges" (with S. Dutta), Review of Accounting Studies, September 2002.

"Responsibility Accounting" Handwoerterbuch fuer Controlling, Poeschel Verlag, H.-U. Kuepper and A. Wagenhofer (eds.), 2002.

"Incentives and Coordination in Hierarchies", (with D. Mookherjee), Advances in Economic Theory, The B.E. Press, May 2001.

"Providing Managerial Incentives: Cash Flows versus Accrual Accounting", Journal of Accounting Research, Autumn 2000.

"Comparative Statics of Monopoly Pricing", (with T. Baldenius), Economic Theory, 2000.

"Asset Valuation and Performance Measurement in a Dynamic Agency Setting", (with S. Dutta), Review of Accounting Studies, December 1999.

"Performance Measurement in a Multiperiod Agency Setting" (with S. Dutta), Journal of Theoretical and Institutional Economics, March 1999.

"Return to EVA" (with T. Baldenius and G. Fuhrmann), in German: "Zurueck zu EVA" Betriebswirtschaftliche Forschung and Praxis, January 1999.

"Negotiated versus Cost-Based Transfer Pricing" (with T. Baldenius and S. Sahay), Review of Accounting Studies, June 1999.

"Alternative Methods for Determining Transfer Prices"(with T. Baldenius), in German: "Alternative Verfahren zur Bestimmung von Verrechnungspreisen", Zeitschrift fuer Betriebswirtschaftliche Forschung, March 1998.

"Network Mechanisms, Informational Efficiency and Hierarchies" (with T. Marschak), Journal of Economic Theory, March 1998.

"Budgeting and Hierarchical Control", (with D. Mookherjee), Journal of Accounting Research, Fall 1997.

"Contract Complexity, Incentives and the Value of Delegation" (with N. Melumad and D. Mookherjee), Journal of Economics and Management Strategy, Summer 1997.

"Investment Decisions and Managerial Performance Evaluation", Review of Accounting Studies, Vol. 2 (2) 1997.

"Holdups, Standard Breach Remedies and Specific Investment," (with A. Edlin), American Economic Review, June 1996.

"Hierarchical Decentralization of Incentive Contracts" (with N. Melumad and D. Mookherjee), RAND Journal of Economics, December 1995.

"Specific Investment under Negotiated Transfer Pricing: An Efficiency Result" (with A. Edlin), The Accounting Review, April 1995.

"The Communication Requirements for Individual Agents in Networks and Hierarchies" (with T. Marschak), The Economics of Informational Decentralization: Complexity, Efficiency and Stability, J. Ledyard (ed.), Kluwer Press, June 1995.

"The Revelation Approach to Nash Implementation" (with D. Mookherjee), Economics Letters, October 1992.

"Constructing Incentive Schemes for Government Contracts: An Application of Agency Theory," The Accounting Review, October 1992, (reprinted in Essays in the Economics of Procurement, A. Bower and J. Dertouzos, eds., Rand, 1994).

"A Theory of Responsibility Centers" (with N. Melumad and D. Mookherjee), Journal of Accounting and Economics, November 1992.

"Dominant Strategy Implementation of Bayesian Incentive Compatible Allocation Rules" (with D. Mookherjee), Journal of Economic Theory, April 1992.

"Participation, Slack and Budget Based Performance Evaluation" (with A. Kirby, P.K. Sen and Tae-Young Paik), Journal of Accounting Research, Spring 1991.

"Implementation via Augmented Revelation Mechanisms" (with D. Mookherjee), Review of Economic Studies, July 1990.

"Value of Communication in Agencies" (with N. Melumad), Journal of Economic Theory, April 1989.

"Game Forms with Minimal Message Spaces" (with S. Reiter), Econometrica, May 1988 (reprinted in 35 Years of MEDS and Management Theory, Kellogg School of Management, 2003).

"Centralization versus Delegation and the Value of Communication" (with N. Melumad), Journal of Accounting Research, 1987.

"A Note on Feasible Implementations," Economics Letters, 25, 1987.

"Information-Eliciting Compensation Schemes" (with K. Osband), Journal of Public Economics, August 1985.

"Smooth versus Discontinuous Mechanisms," Economics Letters, Fall 1984.

"Incentives in Government Contracts" (with K. Osband), Journal of Public Economics, July 1984.

"Incentive Compatibility and Informational Requirements," Journal of Economic Theory, October 1984.

"A Note on Allocations Attainable through Nash-Equilibria," Journal of Economic Theory, April 1984.

OTHER PUBLICATIONS

"REI's Solar Energy Program", (with D. Hoyt), Stanford, Graduate School of Business, Case Number BE-17, October 2011.

"Sustainability at REI", (with D. Hoyt), Stanford, Graduate School of Business, Case Number BE-196, October 2011.

"Transfer Pricing at Timken", (with N. Bastian), Stanford, Graduate School of Business, Case Number A-190, March 2005.

"Measuring Managerial Performance" (in German), Neue Zuercher Zeitung, June 2003 (reprinted in NZZ Fokus, Zurich, March, 2004).

"Sub-Micron Devices" (with T. Baldenius), Stanford, Graduate School of Business, Case Number A-170, Fall 2001.

Book Review of "An Introduction to the Economics of Information" Journal of Economics, 1997.

"Agency," The New Palgrave Dictionary of Money and Finance, Mac-Millan Press, London, November 1992.

"Performance Incentives in Government Contracts", (with H.E. Reichelstein), in German: "Leistungsanreize bei öffentlichen Aufträgen" Wehrtechnik, March 1987.

WORKING PAPERS and WORK IN PROGRESS

"Prospects for Cost Competitive Solar P.V. Power", (with Michael Yorston), October 2011.

"Decomposition of the Market-to-Book Ratio" (with M. McNichols and M. Rajan), August 2011.

"Economic Rates of Return and the Competitive Market Hypothesis", August 2011.

"Stability Properties of the Rate-of-Return Regulation Process," (with A. Nezlobin and M. Rajan), July 2011, <http://gsbapps.stanford.edu/researchpapers/detail1.asp?DocumentID=3311>.

"Managerial Performance Evaluation for Capacity Investments," (with A. Nezlobin and Y. Wang), June 2011.

"Learning Effects in Semiconductor Manufacturing" (with N. Hatch), September 2006.

EDITORIAL SERVICE

- Managing Editor:** *Review of Accounting Studies* (1998-2002)
Foundations and Trends in Accounting (2006- Present)
- Editor:** *German Economic Review* (1999 - 2005)
Review of Accounting Studies (1995- Present)
- Department Editor:** *Management Science* (2003- 2010)

EDITORIAL and ADVISORY BOARDS

- Editorial Board:** *The Accounting Review* (1993-1996)
German Economic Review (2006- Present)
Management Accounting Research (1996- 2006)
Journal fuer Betriebswirtschaft (2004- Present)
Review of Managerial Science (2006- Present)
Die Unternehmung (2006- Present)
Die Betriebswirtschaft (2007- Present)
Business Research (2008- Present)
- Advisory Board:** Graduate School of Economic and Social Sciences,
University of Mannheim (2007- Present)
- European School of Management and Technology,
Berlin (2007- 2011)
- European Research Council;
Panel for Humanities and Social Sciences (2008- Present)

REVIEWER (2006-2011)

American Economic Review, Rand Journal of Economics, Econometrica, Review of Economic Studies, Journal of Political Economy, Journal of Law, Economics and Organization, European Accounting Review, The Accounting Review, Management Science, Journal of Accounting Research, Review of Financial Studies, International Review of Law and Economics, Social Sciences and Humanities Research Council in Canada.

INVITED SEMINAR PRESENTATIONS (2006-2011)

University of Toronto, University of Chicago, University of Alberta, Simon Fraser University, University of Minnesota, Northwestern University, Michigan State University, University of Munich, University of Vienna, INSEAD, Ohio State University, European School of Management and Technology (Berlin), University of California at Berkeley, Harvard University, Stockholm School of Economics, University of Texas at Austin, University of Fribourg, Duke University, Humboldt University (Berlin), University of Bonn, Cass School of Business (London),

INVITED CONFERENCE PRESENTATIONS (2006-2011)

Speaker, *Energy@Stanford* Conference, Stanford University, September 2011.
Presenter, *Faculty Research Colloquium*, Department of Business Administration, Ludwigs-Maximilian Universität München, July 2011.
Lecturer, Summer School “*Dynamic Performance Measurement*”, Institute for Management Studies, University of Vienna, July 2011.
Speaker, *Interdisciplinary Conference in Accounting*, Copenhagen, June 2011.
Speaker, “*Fundamentals of International Transfer Pricing in Law and Economics*,” Max Planck Institute, München, December 2010.
Invited Session, *Decision Sciences Institute*, San Diego, November 2010.
Panelist, “*Meet the Editors*” *American Accounting Association*, San Francisco, August 2010.
Speaker, *NYU Summer Camp*, New York University, May 2010.
Speaker, *Burton Workshop*, Columbia University, November 2009.
Speaker, *Accounting Research Conference*, Yale University, October 2009.
Speaker, *Review of Accounting Studies Conference*, Tilburg, October 2009.
Speaker, *3d Toronto Accounting Research Conference*, Toronto, September 2009.
Panelist, Forum on: “*Managing in Turbulent Times*”, European School of Management and Technology, Berlin, June 2009
Plenary Lecture “*Economic Uses of Accounting Information*”, University of Fribourg, Switzerland, November 2008.
Lecturer, Summer School “*Economic Analysis of Accounting Information*”, Institute for Management Studies, University of Vienna, June 2008.
Speaker, *Russia Forum*, European School of Management and Technology, Berlin, June 2008.
Keynote Speaker, Inauguration Ceremony, Graduate School of Economic & Social Sciences, University of Mannheim, October 2007.
Speaker, *Interdisciplinary Conference in Accounting*, Copenhagen, July 2007.
Plenary Speaker, *Global Management Accounting Research Symposium*, June 2007.
Speaker, “*The Sixth Annual Utah Winter Conference*”, Salt Lake City, February 2007.
Speaker, *Review of Accounting Studies Conference*, INSEAD, October 2006.
Semi-Plenary Speaker, *Operations Research 2006*, Karlsruhe, September 2006.

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