

# BÉATRICE BOULU-RESHEF

Université Paris 1 Panthéon-Sorbonne

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## Academic positions

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2015-Present	Maître de Conférences (eq. Associate Professor) in economics, Université Paris 1 Panthéon-Sorbonne, Centre d'Economie de la Sorbonne
2017-2018 and 2018-2019	CNRS Délégation (part-time), Centre d'Economie de la Sorbonne
2012-2015	Behavioral Research Associate, University of Virginia Darden School of Business (50%) et University of Virginia Department of Economics (50%)
2010-2011	ATER, Université Paris Nord
2009-2010	ATER, Institut National des Sciences Appliquées de Lyon
2006-2009	Allocation de Recherche, Ministère de la Recherche Scientifique, Université Lumière Lyon II

## Research Fields and Topics

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*Fields:* Managerial economics, management, strategy, experimental economics, behavioral economics, economics and psychology. (*Topics:* Managerial decision-making, investment and corporate financing, entrepreneurship, economics-marketing interface, human resources, leadership, cooperation, identity).

## Education et qualifications

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2018	Habilitation (“Qualification”) to apply to Professor position in management (CNU 06)
2017	Habilitation (“Qualification”) to apply to Professor position in economics (CNU 05)
2016	Habilitation à Diriger des Recherches, Université Paris 1 Panthéon-Sorbonne: “Essais en économie expérimentale et en économie managériale”. Distinction: With a unanimous vote Committee: Rodolphe Durand, HEC Paris (jury member), Nicolas Jacquemet, Université Paris 1 Panthéon-Sorbonne (president), Georg Kirchsteiger, Université Libre de Bruxelles, ECARES, Belgique (referee), Jérôme Pouyet, Ecole Normale Supérieure Ulm (referee), Angelo Secchi, Université Paris 1 Panthéon-Sorbonne (referee), Jean-Christophe Vergnaud, Université Paris 1 Panthéon-Sorbonne (guarantor)
2015	Habilitation (“Qualification”) to apply to Associate Professor position in economics and management
2011	PhD in economics, Université Lumière Lyon II. Title: “Identity, Cooperation and the Boundaries of the Firm”. Distinctions: Very Honorable with Congratulations and the European Doctorate Label Committee: Bernard Baudry, Université Lumière Lyon II (co-advisor), Pablo Branas-Garza, University of Granada, Spain (referee), John B. Davis, University of Amsterdam, the Netherlands and Marquette University, United states (referee), Geoffrey M. Hodgson, University of Hertfordshire Business School, United-Kingdom (co-advisor), Olivier Weinstein, Université Paris 13 (president)
2006	Master in Economics and Management, Université Lumière Lyon II, Mention très bien, joint with the EM Lyon Business School
2004	Licence in Economics and Management, Université Lumière Lyon II, Mention assez bien

## Visits

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2011-2012	Postdoctoral Visiting Scholar, The Wharton School, University of Pennsylvania, The Sol C. Snider Entrepreneurial Research Center
Spring 2008 and Fall 2008	Short-Term Scholar, Brown University, Economics Department
Spring 2007 and Spring 2009	Visiting Researcher, University of Hertfordshire Business School

## Publications

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Béatrice Boulu-Reshef, Samuel H. Brott and Adam Zylbersztein (2017) “Does Uncertainty Deter Provision to the Public Good?”, *Revue économique*, 5: 16-23. Special issue on recent advances in experimental and behavioral economics. [CNRS GEN: Rang 2; HCERES: Rang A]

Le Lec F., Alexopoulos T., Boulu-Reshef B., Fayant M-P, Zenasni F., Lubart T., Jacquemet N. (2017) “Courtship behavior: The Out-of-my-league effect”, *Behavioral and Brain Sciences*, 40. [Liste CNRS: Psychologie Ethologie Ergonomie]

Béatrice Boulu-Reshef, Irene Comeig, Robert Donze and Gregory Weiss, (2016) “Risk Aversion in Prediction Markets: A Framed-Field Experiment”, *Journal of Business Research*, 69(11): 5071-5075. Special Section on Turning Kurt Lewin on his head: Nothing is so theoretical as a good practice. Best Paper Award at 2016 GIKA Annual Conference. [CNRS MKG: Rang 2; FNEGE: Rang 2; HCERES: Rang A]

Graciela Kuechle, Béatrice Boulu-Reshef and Sean D. Carr (2016) “Prediction- and Control-Based Strategies in Entrepreneurship: The Role of Information”, *Strategic Entrepreneurship Journal*, 10(1): 43-64. Special Issue on the Theories of Entrepreneurship. [CNRS Innov: Rang 2; FNEGE: Rang 2; HCERES: Rang A]

Béatrice Boulu-Reshef (2015) “Towards a Personal Identity Argument to Combine Potentially Conflicting Social Identities”, *Review of Social Economy*, 73(1): 1-18. (Lead article) [Liste CNRS GEN: Rang 3; HCERES: Rang B]

Béatrice Boulu-Reshef (2013) “Economics of the Firm and Economics of Identity: Why and How their Main Questions Overlap”, *Journal of Institutional Economics*, 9(3): 363-379. [Liste CNRS GEN: Rang 2; HCERES: Rang A]

Anton S. Ovchinnikov, Béatrice Boulu-Reshef and Phillip E. Pfeifer (2014) “Balancing Acquisition and Retention Spending for Firms with Limited Capacity”, *Management Science*, 60(8): 2002-2019. [CNRS GEN: Rang 1eg; FNEGE: Rang 1\*; HCERES: Rang A]

Béatrice Boulu-Reshef (2013), Book review of Individuals and Identity in Economics. By John B. Davis. Cambridge, UK: Cambridge University Press, 2011, *Review of Social Economy*, 71(4): 543-546. [Liste CNRS GEN: Rang 3; HCERES: Rang B]

## Working papers

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Béatrice Boulu-Reshef, Charles A. Holt (Department of Economics, University of Virginia) and Melissa Thomas-Hunt (Owen Graduate School of Management, Vanderbilt University), (2015) “Organization Style, Leadership Strategy and Free-Riding”, Darden Business School Working Paper No. 2595318. *Revise and Resubmit at Leadership Quarterly* for the Special issue on the economics of leadership. [CNRS GRH: Rang 2; FNEGE: Rang 1; HCERES: Rang A]

Béatrice Boulu-Reshef, (2016) “Cooperation and the Boundaries of the Firm: A Framed-Field Experiment”, Darden Business School Working Paper No. 2512374.

Béatrice Boulu-Reshef, Graciela Kuechle (University of Heilbronn, Allemagne) and Luise Rohland (Université Paris 1 Panthéon-Sorbonne) “Signaling Trustworthiness in Investments: An Experimental Study”, (*Note: Ce projet est financé par un financement qui n’a pas été obtenu par les auteurs, mais par le Projet DOLFINS de l’Union Européenne (le financement est accordé par Antoine Mandel)*).

Béatrice Boulu-Reshef and Constance Monnier-Schlumberger “Une évaluation expérimentale des dispositifs de lutte contre les cartels”.

Béatrice Boulu-Reshef and Jonah Schulhofer-Wohl (Department of Politics, University of Virginia) “Combined high in- and out-group social distance causes parochial altruism.”

Béatrice Boulu-Reshef, Aïda Diallo (Veltys), Soffia Mun (Université Paris 1 Panthéon-Sorbonne, Paris School of Economics) and Nina Rapoport (Inter-American Development Bank) “Does Social influence in Field Fundraising Schemes Increase Donations?”

### **Work in Progress**

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“Leadership Effectiveness: Communication, Transparency, and Skin-in-the-Game”, with Jeremy Hutchison-Krupat (Darden School of Business, University of Virginia)

“When to Hire the First Employee? Behavioral Evidence and Insights”, with Charles Corbett (UCLA Anderson School of Management) and Anton Ovchinnikov (Smith School of Business, Queen’s University, Canada and INSEAD, Paris)

“Inventory Management with Carryover in a Laboratory Setting: Going Beyond the Newsvendor Paradigm”, with Charles A. Holt (Department of Economics, University of Virginia)

“Expected Return vs Affordable Loss: An Experimental Analysis of Entrepreneurial Decision-Making”, with Sean Carr (Darden School of Business, University of Virginia) et Graciela Kuechle (University of Heilbronn, Allemagne)

“Donations in Cascades: An Experimental Study”, with Nina Rapoport (Université Paris 1 Panthéon-Sorbonne)

“The Trust-to-Investment Game: An Experimental Framework for Entrepreneurship Research”, with Adrian Calmettes (Université Paris 1 Panthéon-Sorbonne), Klodiana Istrefi (Université Paris 1 Panthéon-Sorbonne et Banque de France), Sofia Mun (Université Paris 1 Panthéon-Sorbonne, Paris School of Economics), Romain Pfau (Université Paris 1 Panthéon-Sorbonne) et Luise Rohland (Université Paris 1 Panthéon-Sorbonne)

“Qui sont les ‘têtes brûlées’ dans les contextes de cartels?”, avec Constance Monnier-Schlumberger (Université Paris 1 Panthéon-Sorbonne)

“Une analyse des questionnaires MiFID II” with Julia Bertin (Université Paris 1 Panthéon-Sorbonne), Geneviève Helleringer (Essec Business School-Paris and University of Oxford) and Pierre Jacquél (Université Paris 1 Panthéon-Sorbonne)

“Leading in the Shadow of Expectations: An Experimental Study”

“Combining the Atomistic and Socially Embedded Conceptions of Corporate Culture: Personal Identity to the Rescue”

### **New projects**

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“What are Control Strategies in Entrepreneurship? An Economic and Experimental Approach”, with Graciela Kuechle (University of Heilbronn, Allemagne)

“Which Sanctions and Moral Costs Can Stop Managers from Forming Cartels?”, with Constance Monnier-Schlumberger (Université Paris 1 Panthéon-Sorbonne)

“The Effect of Private and Public Returns on Donations: A Field Experiment”, with Aïda Diallo (Université Paris 1 Panthéon-Sorbonne)

### **Teaching**

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#### At the Sorbonne

- 2015-2016, 2016-2017, 2017-2018, 2018-2019: Behavioral finance, Master 2. Taught in English. Evaluation in 2015-2016: 8.33/10. Evaluation in 2016-2017: 98,84% “very good” and “excellent” (with the new 5

point Likert scale system)

- 2015-2016, 2016-2017, 2017-2018, 2018-2019: Applied microeconomics, Master 1. Taught in English.
- 2015-2016: Tutorials, Introduction to Economics, Bachelor (1st year). Taught in French.
- 2015-2016: Tutorials, Microeconomics, Bachelor (1st year). Taught in French.
- 2015-2016: Tutorials, Applied microeconomics, Master 1. Taught in English.

#### Previous teaching

- Courses (taught in English): Experimental economics (Evaluations: 4.4/5 in 2013, 4.5/5 in 2014 and 4.5/5 in 2015) (University of Virginia), Case studies in organizational economics (INSA of Lyon), International Economics (INSA of Lyon).
- Courses (taught in French): Industrial Organization (INSA of Lyon), Organizational economics (INSA of Lyon), Contemporary Economic Issues (Université Lumière Lyon 2, IUT Lumière).
- Teaching Assistant (taught in French): Mathematics for Economics (Université Lumière Lyon 2, UFR d'Economie et de Gestion), Advanced Microeconomics (Université Paris 13 Nord), Introduction to Economic Analysis (Université Paris 13 Nord).

### **Advising**

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#### At the Sorbonne

##### PhD

- Starting September 2017: Co-advisor (with Stéphane Gauthier as co-advisor) of our PhD student Bin Wang on a PhD thesis entitled “Market Concentration and Heterogeneity of Beliefs”

##### PhD committee

- Since 2015: Member of the PhD thesis committee of Matthieu Plonquet (Université Paris 1 Panthéon-Sorbonne & Groupe BVA) on a PhD thesis entitled “Nudges and Motivation: An Experimental Approach”
- Since February 2018: Member of the PhD thesis committee of Ingy Helmy (Université Paris 1 Panthéon-Sorbonne & Paris School of Economics & Groupe Infra Gestion) on a PhD thesis entitled “Bridging the infrastructure gap: new players and innovative financing for infrastructure projects”
- Since February 2018: Member of the PhD thesis committee of Max Lobeck (Université Paris 1 Panthéon-Sorbonne & Paris School of Economics) on a PhD thesis entitled “Attitudes towards Inequality”

##### Master theses

- 2017-2018 M2 Economics and Psychology - Nina Rapoport, co-encadrée avec Nicolas Jacquemet, Franziska Hellberg, Luise Rohland.
- 2017-2018 M2 Monnaie-Banque-Finance - Julia Bertin, Pierre Jacquel.
- 2017-2018 M2 Monnaie-Banque-Finance (Ecole de Management de la Sorbonne) - Guila Levy.
- 2017-2018 M1 Economics and Psychology - Paul Grignon, Ameni Ezzine.
- 2016-2017 M2 Economics and Psychology - Karl Lundgren.

- 2016-2017 M2 Financial economics - Bin Wang, co-encadrée avec Stéphane Gauthier.
- 2016-2017 M1 Economics and Psychology - Nina Rapoport.
- 2015-2016 M2 Monnaie-Banque-Finance - Kevin Ratsimiveh, co-encadré avec Jérôme Glachant.
- 2015-2016 M2 Economics and Psychology - Thomas Demathieu, Filly Pirroux, Raphaël Greffet, Francois Boch, Bao Ngoc Nguyen.
- 2015-2016 M1 Economie Théorique et Empirique - Aïda Diallo, Marie Gaudier.
- 2015-2016 M1 Economics and Psychology - Karl Lundgren.

At the University of Virginia

Distinguished Major Program theses

- 2014-2015 - Samuel Brott, Gregory Weiss.
- 2013-2014 - Jiankun (Alex) Chen, Robert J. Donze.

**Presentations**

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*For current work in progress*

“Signaling Trustworthiness in with Impact Investments: An Experimental Study”

- EBCA 2018 - Workshop on entrepreneurship: behavioral and cognitive approaches, University of Bath, September 2018
- PRISM Sorbonne, Séminaire Stratégie et économie d’entreprise, Université Paris 1 Panthéon-Sorbonne, September 2018 (scheduled)
- European University Institute - Interdisciplinary Experimental Working Group, Novembre 2018 (prévu)
- “Economie et Finance Expérimentale et Comportementale” Seminar, Centre d’économie de l’environnement de Montpellier, University of Montpellier, November 2018 (scheduled)
- CREM Seminar, University of Rennes, January 2019 (scheduled)

“Donations in Cascades: An Experimental Study”

- ASFEE Annual Conference, University of Nice Sophia Antipolis, France, June 2018

“When to Hire the First Employee? Behavioral Evidence and Insights”

- EBCA 2017 - Workshop on entrepreneurship: behavioral and cognitive approaches, University of Strasbourg, November 2017
- INFORMS (sponsored session), Philadelphia, November 2015

“Leadership Communication, Transparency, and Skin-in-the-Game”

- Vienna Center for Experimental Economics, University of Vienna, January 2017
- ASFEE Annual Conference, ESSEC Business School, June 2016
- Business Economics & Strategy Seminars, Tel Aviv School of Management, Tel Aviv University, April 2016

- SIMA Seminar, Paris School of Economics and Université Paris 1 Panthéon Sorbonne, March 2016
- Behavioral Operations Conference, Young Scholars Workshop, Cornell, June 2015

“Inventory Management with Carryover in a Laboratory Setting: Going Beyond the Newsvendor Paradigm”

- Experimental Advances in Organizational Behavior, Burgundy Business School, May 2017
- Behavior Seminar, Paris School of Economics, April 2017
- PsyCHIC (PSYchology, Consumer Heterogeneity, Information and Communication), Maison des Sciences de l’Homme de Paris Nord (Saint Denis), December 2016 (scheduled)
- CNRS Retreat in Aussois, December 2015
- Behavioral Operations Conference, Young Scholars Workshop, Cornell, June 2015

*Pour les documents de travail*

“Organization Style, Leadership Strategy and Free-Riding”

- GATE (CNRS), University of Lyon, March 2018
- Catholic University of Lille, Anthro-po-Lab, February 2018
- ESSEC Business School, January 2016
- University Paris 2 Panthéon-Assas, Paris Center for Law and Economics, October 2015
- Rising Talents Seminar, Centre d’Économie de la Sorbonne, Université Paris 1 Panthéon-Sorbonne, April 2015
- IAE Toulouse School of Management, Toulouse 1 Capitole University, April 2015
- Ecole Polytechnique Fédérale de Lausanne, College du Management de la Technologie, February 2015
- University of Arkansas, Walton School of Business, Department of Economics, January 2015
- University College London, Management Science and Innovation, January 2015
- University of Virginia, Darden School of Business, Dana Clyman Seminars, December 2014
- Behavioral Operations Conference, Young Scholars Workshop, University of Cologne, June 2014
- Paris School of Economics, Economics and Psychology Seminar, May 2014
- University of Virginia Frank Batten School of Leadership and Public Policy Brownbag, April 2014
- University of Virginia Experimental Economics Seminar, May 2013 (on the design)

“Cooperation and the Boundaries of the Firm: Evidence from a Framed Field Experiment”

- Paris School of Economics, Economics and Psychology Seminar, May 2011
- National Institute for Applied Sciences, Lyon, May 2011
- Maison des Sciences de l’Homme Paris Nord, May 2011

- V Alhambra Experimental Workshop, University of Granada, October 2010
- European Association for Evolutionary Political Economy, University of Bordeaux, October 2010 and Amsterdam School of Economics, November 2009
- European Network on the Economics of the Firm, University Paris Nord, September 2009
- The Society for the Advancement of Socio-Economics, Science Po, July 2009
- European Meeting on Applied Evolutionary Economics, Max Planck Institute, Jena, May 2009
- Brown University, Economics Department lunch seminar, May 2008 (on the design)

For published papers

“Towards a Personal Identity Argument to Combine Potentially Conflicting Social Identities”

- European Association for Evolutionary Political Economy, University Paris Nord, November 2013
- 14th World Congress of Social Economics, University of Glasgow, June 2012
- Sol C. Snider Entrepreneurial Research Center, Wharton School, February 2012

“Prediction- and Control-Based Strategies in Entrepreneurship: The Role of Information” *En gestion*

- European Association for Evolutionary Political Economy, University Paris Nord, November 2013
- Sol C. Snider Entrepreneurial Research Center, Wharton School, September 2011

“Balancing Acquisition and Retention Spending for Firms with Limited Capacity” (entitled then “Revenue management with lifetime value considerations”)

- University of Virginia Experimental Economics Seminar, January 2011

“Economics of the Firm and Economics of Identity: Why and How their Main Questions Overlap”

- CNRS Thematic School, La Rochelle, September 2007
- CNRS Doctoriales Economics and sociology, Paris West University, November 2007
- International Network for Economic Method, UNED Madrid, September 2008
- Institut des Sciences de l’Homme Workshop “Analyzes and Transformations of the Firm : Economics, Management and Law”, November 2007

Internal seminars during my PhD

- University of Hertfordshire Business School, January 2009, January 2008 and January 2007
- Institute of Human Sciences, Lyon, January 2009, January 2008 and November 2006

## Research conventions, contracts, grants and distinctions

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### At the Sorbonne

- Research grant LABEX OSE 2018/23 (10000 €), with Bin Wang
- CES Projets 2018 (2500 €), with Bin Wang and Antoine Mandel
- Convention de partenariat de recherche avec l'Autorité des Marchés Financiers (en cours de rédaction) (co-PI), with Geneviève Helleringer (ESSEC and Oxford)
- Politiques scientifiques 2018-2020 (10000 €) (Member; PI: Constance Monnier-Schlumberger), Université Paris 1 Panthéon-Sorbonne
- Convention de recherche (2300 euros) (co-PI), Institut de Droit de la Concurrence, with Constance Monnier-Schlumberger
- Best Paper Award at 2016 GIKA Annual Conference, with Irene Comeig, Robert Donze and Gregory Weiss
- Politiques scientifiques (10000 €) (Co-PI), Université Paris 1 Panthéon-Sorbonne, with Nicolas Jacquemet and Fabrice Le Lec
- Convention de partenariat de recherche (16200 €) (PI), Département des Prospectives et Statistiques, Ministère de la Culture et de la Communication, with Nicolas Jacquemet

### At University of Virginia

- Batten Research Grant Program 2015 (\$8,000), with Charles Corbett, Phil Pfeifer and Anton Ovchinnikov
- Batten Research Grant Program 2014 (\$10,000), with Charles Corbett, Phil Pfeifer and Anton Ovchinnikov
- New Horizons Travel Grant 2014 (\$750), 2014
- AHSS Research Support Spring 2014 (\$5,000), with Jonah Schulhofer-Wohl, 2014-2015
- Quantitative Collaborative Seed Grant (\$6,333), with Jonah Schulhofer-Wohl, 2013-2014
- Darden Research Funding Support 2013-2014 and 2014-2015

### At Wharton

- Finalist of the William Waters Grant 2012 of the Association for Social Economics, Pre-Selected to Attend the Association for Social Economics Summer School 2012
- Batten Fellow 2012 (\$7,500), Batten Institute, University of Virginia Darden School of Business

### During my PhD

- Explora Pro Post-Doctoral Grant, Rhône-Alpes Region Research Commission 2010
- Short-listed for the “Herbert Simon Young Scholar Prize”, EAEPE 2009
- Visiting Scholar Award (2008), Brown University 2008
- Explora Doc Grant, Rhône-Alpes Region Research Commission 2006



- Aires culturelles Grant, French Ministry of Scientific Research 2006

During my Master

- M.A. Merit Grant, French Ministry of Scientific Research 2005
- Economics Honours program as an Erasmus student, University of Glasgow, Mention assez bien, 2005
- Explora Sup Grant, Rhône-Alpes Region Research Commission 2004
- Erasmus Grant, European Commission 2004

**Professional Service**

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Scientific service

- Member of the Advisory Board for the LISER-LAB research project for the Fonds National de la Recherche du Luxembourg.
- Referee for the Prix de l'université du Conseil départemental du Val de Marne.
- Since September 2017, member of the Editorial Review Board for the area “technology, interactive and social media” at the *Journal of Business Research*. (not yet on the webpage - current mandate not over yet).
- Referee: *Management Science, Economic Journal, Journal of Behavioral and Experimental Economics, Sustainability, Revue Française de Gestion, Production and Operations Management, Strategic Entrepreneurship Journal, Journal of Business Research, Revue économique, Review of Social Economy*.
- Session organizer for the “‘Relevance’ session: Economics and BIOM” in the Behavior in Operations Management track for the 2015 Production and Operations Management Society Annual Conference.

Service at the Sorbonne

- Elected member of the Committee of the Sorbonne School of Economics (UFR 02, formerly the Sorbonne Department of Economics).
- Director of the M1 Economics and Psychology.
- Supervision of research projects in the Winter camp, Master Economics and Psychology.
- Placement advisor, Master Economics and Psychology.
- Member of the IRB Committee, J-PAL Europe and Paris School of Economics.
- Coordinator of a Executive Education program at the Paris School of Economics.
- Organizer of the work group Behavior, joint Centre d'Economie de la Sorbonne and Paris Jourdan Sciences Economiques.

Service at the University of Virginia

- Moderator of the “Careers in entrepreneurship” Panel organized by the Economics Career Office.
- Gave seven talks on behavioral research methodology at the Darden School and at the Law School.
- Actively involved in organizing BRAD Lab (Behavioral Research at Darden Lab) scientific life.
- Advises students for the Distinguished Major Program.

**Personal**

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Married, two children (born in May 2013 and October 2016).

Updated: September 26, 2018.