# Clemens Sialm

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## Education

Stanford University, Stanford, CA
- Ph.D. in Economics, 2001
- Dissertation Title: Taxation, Portfolio Choice, and Asset Returns
- Advisors: John Shoven (chair), B. Douglas Bernheim, James M. Poterba, Thomas J. Sargent, and Jeff Strnad

University of St. Gallen, Switzerland
- M.A. in Economics (Lic. Oec), 1995

## Research Areas

Investments, Mutual Funds, and Taxation.

## Professional Experience

University of Texas at Austin, McCombs School of Business, Austin, TX
- Eleanor T. Mosle Fellow, 2010-present
- Associate Professor of Finance (with tenure), 2009-present
- Assistant Professor of Finance, 2007-2009

National Bureau of Economic Research, Boston, MA
- Research Associate (Asset Pricing and Public Economics), 2010-present
- Faculty Research Fellow (Asset Pricing), 2009-2010
- Faculty Research Fellow (Public Economics), 2002-2010

University of Michigan, Stephen M. Ross School of Business, Ann Arbor, MI
- Assistant Professor of Finance, 2001-2007

Stanford University, Department of Economics, Stanford, CA
- Instructor, 1998

Stanford University, International Policy Studies, Stanford, CA
- Instructor, 2000

McKinsey & Co., Dusseldorf and Cologne, Germany
- Internship, 1993

## Refereed Publications

"Mutual Fund Tax Clienteles," (with Laura Starks), May 2011. Forthcoming: *Journal of Finance*.

"Risk Shifting and Mutual Fund Performance," (with Jennifer Huang and Hanjiang Zhang), *Review of Financial Studies* 24 (8), 2011, 2575-2616.

"Tax Changes and Asset Pricing," *American Economic Review* 99 (4), 2009, 1356-1383.

"Hedge Funds as Investors of Last Resort?" (with David Brophy and Paige Ouimet), *Review of Financial Studies* 22 (2), 2009, 541-574.

"Unobserved Actions of Mutual Funds," (with Marcin Kacperczyk and Lu Zheng), *Review of Financial Studies* 21 (6), 2008, 2379-2416. (Lead article)

"Portfolio Concentration and the Performance of Individual Investors," (with Zoran Ivković and Scott Weisbenner), *Journal of Financial and Quantitative Analysis* 43 (3), 2008, 613-656.

"The Tradeoff Between Tax-Deferred Savings and Mortgage Prepayments," (with Gene Amromin and Jennifer Huang), *Journal of Public Economics* 91, 2007, 2014-2040.

"Industry Concentration and Mutual Fund Performance," (with Marcin Kacperczyk and Lu Zheng), *Journal of Investment Management,* 5 (1), 2007, 50-64.

"Stochastic Taxation and Asset Pricing in Dynamic General Equilibrium," *Journal of Economic Dynamics and Control* 30, 2006, 511-540.

"On the Industry Concentration of Actively Managed Equity Mutual Funds," (with Marcin Kacperczyk and Lu Zheng), *Journal of Finance 60 (4)*, 2005, 1983-2011.

"Asset Location for Retirement Savers," (with James Poterba and John Shoven), In William Gale et al. (Editors). *Private Pensions and Public Policies*. Washington: Brookings Institution, 2004, 290-331.

"Asset Location in Tax-Deferred and Conventional Savings Accounts," (with John Shoven), *Journal of Public Economics* 88, 2003, 23-38.

"Tax Externalities of Equity Mutual Funds," (with Joel Dickson and John Shoven), *National Tax Journal* 53 (3/2), 2000, 607-628. (Lead article)

"The Dow Jones Industrial Average: The Impact of Fixing Its Flaws," (with John Shoven), *Journal of Wealth Management* 3 (3), 2000, 9-18.

"Long Run Asset Allocation for Retirement Savings," (with John Shoven), *Journal of Private Portfolio Management* 1 (2), 1998, 13-26.

## Working Papers and Work in Progress

"Complex Mortgages," (with Gene Amromin, Jennifer Huang, and Edward Zhong), March 2012.

"Spillover Effects in Mutual Fund Companies," (with Mandy Tham), March 2012.

"Defined Contribution Pension Plans: Sticky or Discerning Money?," (with Laura Starks and Hanjiang Zhang), March 2012.

"Home Bias and Local Contagion: Evidence from Funds of Hedge Funds," (with Zheng Sun and Lu Zheng), March 2012.

"It Pays to Be on the Menu: 401(k) Investment Options in Mutual Funds" (with Veronika Pool and Irina Stefanescu), January 2012.

"Mortgage Complexity and the House Price Dynamics," (with Gene Amromin, Jennifer Huang, and Edward Zhong).

## Academic Awards and Honors

TCW Best Paper Award at the China International Finance Conference for the paper "Spillover Effects in Mutual Fund Companies" (joint with Mandy Tham), 2011.

Award for Research Excellence, McCombs School of Business, University of Texas at Austin, 2011.

Faculty Honor Roll for Outstanding MBA Class Instruction, McCombs School of Business, University of Texas at Austin, 2011.

Research Excellence Grant, McCombs School of Business, University of Texas at Austin, 2010.

Research Associate (Asset Pricing and Public Economics), National Bureau of Economic Research, 2010.

Netspar Research Grant, 2010.

Distinguished Referee Award, Review of Financial Studies, 2010.

NTT Fellowship from the Mitsui Center at the University of Michigan, 2006-2007.

Nomination for Smith Breeden Award at the *Journal of Finance*, 2005.

BSI – Gamma Foundation Research Award, 2005.

Institute for Quantitative Investment Research Europe Research Award, 2004.

2$^{nd}$ Price, Chicago Quantitative Alliance Academic Paper Competition, 2004.

The Kapnick Foundation Dissertation Fellowship, Stanford Institute for Economic Policy Research, 2000-2001.

Centennial Teaching Assistant Award, School of Humanities and Sciences, Stanford University, 1999.

Outstanding Teaching Assistant Awards, Dept. of Economics, Stanford University, Winter 1997, Spring 1997, and Spring 1998.

Best Honor Thesis in Economics, St. Gallen University, 1995.

Erasmus Fellowship, London School of Economics, 1993.

## Service

AFA Nomination Committee, 2009

## Consulting

Securities and Exchange Commission, Washington, 2011-present.

Mercer Advisors, Santa Barbara, 2012-present.

## Editorial Positions

Associate Editor: *Review of Financial Studies* 2010-present.

Associate Editor: *Management Science* 2009-present.

Associate Editor: *International Review of Applied Financial Issues and Economics* 2010-present.

Editorial Board: *Journal of Pension Economics and Finance* 2010-present.

## Refereeing

American Economic Journal: Economic Policy; American Economic Review; B.E. Journals in Macroeconomics; Economic Inquiry; Finance Research Letters; Financial Review; Financial Management; Journal of Banking and Finance; Journal of Economic Dynamics and Control; Journal of Economic Literature; Journal of Economic Psychology; Journal of Empirical Finance; Journal of Finance; Journal of Financial and Quantitative Analysis; Journal of Financial Economics; Journal of Financial Intermediation; Journal of Financial Research; Journal of Financial Services Research, Journal of Futures Markets; Journal of Law, Economics, and Organization; Journal of Money, Credit, and Banking; Journal of Pension Economics and Finance; Journal of Political Economy; Journal of Public Economic Theory; Journal of Public Economics; International Review of Economics and Finance; Management Science; National Tax Journal; OR Spectrum; Pacific-Basin Finance Journal; Review of Finance; Review of Financial Studies; Southern Economic Journal. Addison Wesley; Prentice Hall. National Science Foundation.

## Conference Program Committees

AIM Institutional Investor Conference, University of Texas: 2010-2011

China International Conference in Finance: 2007, 2010-2011

European Finance Association: 2006-2007, 2010-2011

European Financial Management Association: 2004-2005, 2010

European Financial Management Association Symposium on Asset Management: 2012

Finance Cavalcade, 2011-2012

Finance Down Under Conference, 2012

Financial Management Association: 2005-2012

Financial Research Association: 2007-2011

Mitsui Life Symposium: 2005

Rothschild Caesarea Center Conference: 2010-2012

Texas Finance Festival: 2010-2012

Western Finance Association: 2007-2012

**Conference Session Chairs**

American Economic Association: 2008

American Finance Association: 2007

China International Conference in Finance: 2007, 2009, 2010

European Finance Association: 2006

European Financial Management Association: 2004

Financial Management Association: 2005, 2010

Western Finance Association: 2007

**Invited Presentations**

2011 Brigham Young University, Marriott School; Cheung Kong Graduate School of Business, Beijing; Georgia Tech, College of Management; Korea Advanced Institute of Science and Technology, Seoul; Michigan State University, Investiture for Zoran Ivkovich, Lansing; Nanyang Technological University, Singapore; National University of Singapore, Singapore; New York University, Stern School; Singapore Management University, Singapore; University of California, San Diego, Rady School of Management; Vanderbilt University, Owen Graduate School of Management.

2010 DePaul/Chicago Federal Reserve Bank; University of California, Los Angeles, Anderson School of Management; University of Lausanne, Switzerland; University of Southern California, Marshall School of Business; University of Texas at Austin, McCombs School of Business; University of Warwick, United Kingdom; University of Wisconsin Madison, School of Business; University of Zurich, Switzerland; Vienna Graduate School of Finance, Austria.

2009 City University of Hong Kong; Columbia Business School; Copenhagen Business School; Dimensional Fund Advisors; Hong Kong University of Science and Technology; Ibbotson-Morningstar Annual Conference; Indiana University, Kelley School of Business; Norwegian School of Management; Georgia State University; Stockholm School of Economics; Teacher Retirement System of Texas; University of Alberta, School of Business; University of Illinois at Urbana Champaign, College of Business; University of Mannheim.

2008 Dartmouth College, Tuck School of Business; University of Notre Dame, Mendoza College of Business; University of Toronto, Rotman School of Management; College of William and Mary, Mason School of Business; Southern Methodist University, Cox School of Business; University of Texas at Austin, McCombs School of Business; Texas A&M, Mays Business School.

2007 Society of Quantitative Analysts, New York; University of California at Irvine, Paul Merage School of Business; University of Michigan, Ross School of Business Hosmer Lunch; University of Minnesota, Carlson School of Management; University of Southern California, Marshall School of Business.

2006 Barclays Global Investors, San Francisco; Boston College, Carroll School of Management; Federal Reserve Bank of New York; Stanford University, Graduate

School of Business; University of California at Berkeley, Haas School of Business; University of California at Davis, Graduate School of Management; University of Colorado at Boulder, Leeds School of Business; University of Michigan, Economics Department; University of Michigan, Ross School of Business; University of Texas at Austin, McCombs School of Business.

2005 HEC Montreal, Department of Finance; INSEAD, Department of Finance; Northwestern University, Kellogg School of Management; Universidad Carlos III de Madrid, Department of Finance; University of Lausanne, Department of Finance; University of Michigan, Economics Department; University of Michigan, Ross School of Business; University of Zurich, Department of Finance.

2004 Federal Reserve Board, Washington D.C.; University of Michigan, Ross School of Business; University of St.Gallen, Department of Finance; U.S. Securities and Exchange Commission.

2003 American Enterprise Institute, Washington D.C.; Michigan State University, Eli Broad College of Business; University of Michigan, Ross School of Business.

2002 Stanford University, Economics Department; University of Michigan, Economics Department; University of Michigan, Ross School of Business.

2001 Federal Reserve Bank of San Francisco; Federal Reserve Board, Washington D.C.; Harvard University, Harvard Business School; Stanford University, Economics Department; University of California at Davis, Graduate School of Management; University of California at San Diego, Economics Department; University of Illinois at Urbana-Champaign, College of Business; University of Michigan, Ross School of Business; Wellesley College, Economics Department; Williams College, Economics Department.

**Conference Acceptances**

2012 American Finance Association, Chicago (2 papers); Finance Down Under Conference, Melbourne.

2011 American Finance Association, Denver; Conference on Financial Economics and Accounting, Indiana University; China International Conference in Finance, Wuhan; European Finance Association, Stockholm; Financial Intermediation Research Society, Sydney; Korea America Finance Association International Conference, Seoul; Michigan State University, Investiture for Zoran Ivkovich, Lansing; National Taiwan University International Conference on Economics, Finance and Accounting, Taiwan; Society of Financial Studies Cavalcade, Ann Arbor; Swiss Economists Abroad Conference, Zurich.

2010 Asset Management Conference at ISCTE Business School, Lisbon; Financial Economics and Accounting Conference at the University of Maryland; Istanbul Stock Exchange 25$^{th}$ Anniversary Conference, Istanbul, Turkey; Leading Lights in Fund Management Conference, Cass Business School, London; Wharton Conference on Household Portfolio Choice and Financial Decision Making.

2009 China International Conference in Finance, Guangzhou (2 papers); Paul Woolley Centre Second Annual Conference at the London School of Economics; Swiss Economists Abroad Conference; Western Finance Association.

2008 American Economic Association; ISCTE Business School – Nova Annual Finance Conference on Mutual Funds and Investment Management, Lisbon; CEPR European Summer Symposium in Financial Markets in Gerzensee, Switzerland; New York University Conference on Financial Innovation and Retirement Security; Swiss Economists Abroad Conference; University of Oregon Conference on Institutional Investors and the Asset Management Industry.

2007 Caesarea Center for Capital Markets and Risk Management 4th Annual Conference; China International Conference in Finance, Chengdu; European Summer Symposium in Financial Markets; Inquire Europe and Inquire U.K. Seminar, Brighton U.K.; University of Maryland Finance Symposium.

2006 American Finance Association; Burridge Center for Securities Analysis and Valuation Conference; European Finance Association; FIRS Conference on Banking, Corporate Finance and Intermediation; NBER Summer Institute; NBER Universities Research Conference; NBER-TAPES Conference on Public Policy and Retirement Behavior; Texas Finance Festival; University of British Columbia Summer Finance Conference; Utah Winter Finance Conference; Western Finance Association (2 papers); Wharton Conference on Household Portfolio Choice and Financial Decision Making.

2005 American Finance Association; BSI – Gamma Foundation Conference; China International Conference in Finance; European Finance Association (2 papers); Financial Economics and Accounting Conference; Financial Research Association Conference; U.C. Davis Conference on Valuation in Financial Markets.

2004 American Finance Association; Chicago Quantitative Alliance; European Finance Association; Financial Research Association Conference; Rutgers Conference on Security Innovation.

2003 American Finance Association; Summer Meetings of the Econometric Society; University of North Carolina Tax Symposium.

2001 Stanford University Asset Location Conference.

**Conference Discussions**

2011 Aragon, George, Bing Liang, and Hyuna Park: "Onshore and Offshore Hedge Funds: Are They Twins?" Korea-America Finance Association 20th Anniversary Conference.

2010 Cao, Charles, Yong Chen, Bing Liang, Andrew Lo: "Can Hedge Funds Time Market Liqudity?" China International Conference in Finance, Beijing.

Manconi, Alberto, Massimo Massa, and Ayako Yasuda: "The Behavior of Intoxicated Investors: The Role of Institutional Investors in Propagating the Crisis of 2007-2008." Western Finance Association, Victoria.

Miller, Greg and Devin Shanthikumar: "Geographic Location, Media Coverage, and Investor Reactions." Western Finance Association, Victoria.

Ferreira, Miguel, Pedro Matos, and Joao Pereira: "Do Foreigners Know Better? A Comparision of the Performance of Local and Foreign Mutual Fund Managers." Asset Management Conference at ISCTE Business School, Lisbon.

Linnainmaa, Juhani: "Reverse Survivorship Bias." NBER Asset Pricing Program Meeting, Chicago.

2009 Krishnamurthy, Arvind and Annette Vissing-Jorgensen: "The Aggregate Demand for Treasury Debt." Texas Monetary Conference, Austin.

Sun, Zheng, Ashley Wang, and Lu Zheng: "The Road Less Traveled: Strategy Distinctiveness and Hedge Fund Performance." Third Singapore International Conference on Finance, Singapore.

Tong, Yao, Kelsey Wei, and Russ Wermers: "Uncommon Value: The Investment Performance of Contrarian Funds." China International Conference in Finance, Guangzhou.

Blake, David, Allan Timmermann, Ian Tonks, and Russ Wermers: "Pension Fund Performance and Risk-Taking Under Decentralized Investment Management." Paul Woolley Centre Second Annual Conference at the London School of Economics.

Dharmapala, Dhammika and Mihir Desai: "Taxes, Dividends and International Portfolio Choice." Caesarea Center, Academic Annual Conference.

Ivkovic, Zoran and Scott Weisbenner: "Individual Investor Mutual Fund Flows." American Economic Association.

2008 Cohen, Randy, Christopher Polk, and Bernhard Silli: "Best Ideas." NBER Behavioral Finance Meeting.

Dichev, Ilia and Gwen Yu: "Higher, Risk, Lower Returns: What Hedge Fund Investors Really Earn." Financial Economics and Accounting Conference.

Lustig, Hanno, Nick Roussanov, and Adrien Verdelhan: "Common Risk Factors in Currency Markets." CEPR European Summer Symposium in Financial Markets in Gerzensee, Switzerland.

Mian, Atif and Amir Sufi: "The Consequences of Mortgage Credit Expansion: Evidence from the 2007 Mortgage Default Crisis." 15th Mitsui Life Symposium at the University of Michigan.

Miguel, Antonio Freitas, Miguel Ferreira, and Sofia Ramos: "The Determinants of Mutual fund Performance: A Cross-Country Study." ISCTE Business School – Nova Finance Conference on Mutual Funds and Investment Management, Lisbon.

Bergstresser, Daniel and Jeffrey Pontiff: "Investment Taxation and Portfolio Performance." Wharton Household Portfolio Choice and Financial Decision Making Conference.

Chen, Joseph, Samuel Hanson, Harrison Hong, and Jeremy Stein: "Do Hedge Funds Profit From Mutual-Fund Distress?" Utah Winter Finance Conference.

Cohen, Lauren, Andrea Frazzini, and Christopher Malloy, and: "The Small World of Investing: Board Connections and Mutual Fund Returns." American Finance Association.

2007 Yuan Kathy: "Ranking Fund Managers by the Accuracy of their Beliefs." Duke/UNC Asset Pricing Conference.

Agarwal Vikas, Naveen Daniel, and Narayan Naik: "Why is Santa so Kind to Hedge Funds? The December Return Puzzle." AIM Center Institutional Investors Conference, University of Texas at Austin.

Wei, Bin: "Managerial Ability, Open-End Fund Flows, and Closed-End Fund Discounts." China International Conference in Finance.

Kang, Jun-Koo and Jin-Mo Kim: "Geography of Corporate Governance and Source of Target Gains in Block Acquisitions." Western Finance Association.

Cici, Gjergji, Scott Gibson, and Rabih Moussawi: "For Better or Worse? Mutual Funds in Side-by-Side Management Relationships with Hedge Funds." Loyola University Chicago Public Symposium.

Nohel, Tom, Z. Jay Wang, and Lu Zheng: "Side-by-Side Management of Hedge Funds and Mutual Funds." Loyola University Chicago Public Symposium.

Pekkala, Tapio, Christopher Polk, and Ruy Ribeiro: "Taxes and Stock Returns: Time-Series and Cross-Sectional Predictability at the Turn of the Year." Wharton Household Portfolio Choice and Financial Decision Making Conference.

Cremers, Martijn and Antti Petajisto: "How Active is Your Fund Manager?" American Finance Association.

2006 Graham, John and Lillian Mills: "Using Tax Return Data to Simulate Corporate Marginal Tax Rates." NBER Financial Reporting and Taxation Conference.

Elton, Edwin, Martin Gruber, and Christopher Blake: "Participant Reaction and the Performance of Funds Offered by 401(k) Plans." European Finance Association.

Engelhardt, Gary and Anil Kumar: "Employer Matching and 401(k) Participation." NBER-TAPES Conference on Public Policy and Retirement Behavior.

Brown, Jeff, Nellie Liang, and Scott Weisbenner: "Individual Account Investment Options and Portfolio Choice." American Economic Association.

2005 Yan, Xuemin: "Determinants and Implications of Mutual Fund Cash Holdings: Theory and Evidence." Financial Management Association.

Ivkovich, Zoran, James Poterba, and Scott Weisbenner: "Tax-Motivated Trading by Individual Investors." European Finance Association.

Phalippou, Ludovic and Maurizio Zollo: "Performance of Private Equity Funds: Another Puzzle." European Finance Association.

Chen, Joseph, Harrison Hong, and Jeffrey Kubik: "Outsourcing Mutual Fund Management." 10th Mitsui Life Symposium.

2004 Gaspar, Jose-Miguel, Massimo Massa, and Pedro Matos: "Favoritism in Mutual Fund Families? Evidence on Strategic Cross-Fund Subsidization." European Finance Association.

Chang, Eric and Yinghui Yu: "Short-Sales Constraints and Price Discovery: Evidence from the Hong Kong Market." European Finance Association.

Bessler, Wolfgang and Andreas Kurth: “The Performance of Venture-Backed IPOs in Germany: Exit Strategies, Lock-up Periods, and Bank Ownership.” European Financial Management Association.

2003 Amromin, Gene: “Taxable and Tax-Deferred Portfolio Choices: An Empirical Analysis of Tax Efficiency.” Western Finance Association.

**Teaching**

Texas: Financial Management (Core Fulltime MBA Class)
- Fall 2011 Average Evaluation: 4.4/5.0
- Fall 2010 Average Evaluation: 4.5/5.0
- Fall 2008: Average Evaluation: 4.3/5.0
- Fall 2007: Average Evaluation: 4.4/5.0

Michigan: Futures and Options (Elective MBA Class)
- Fall-Winter 2006-2007: Average Evaluation: 5.0/5.0
- Fall-Winter 2005-2006: Average Evaluation: 4.9/5.0
- Fall-Winter 2004-2005: Average Evaluation: 4.9/5.0
- Winter 2004: Average Evaluation: 5.0/5.0
- Winter 2003: Average Evaluation: 4.9/5.0
- Winter 2002: Average Evaluation: 4.9/5.0

Michigan: Capital Markets and Portfolio Analysis (Elective BBA Class)
- Winter 2004: Average Evaluation: 5.0/5.0
- Winter 2003: Average Evaluation: 4.9/5.0

## Ph.D. Committees

Kelvin Law, Tilburg University, In progress.

Nicholas Hirschey, London Business School, In progress.

Andrew Koch, University of Pittsburgh, 2011.

Jeremy Page, Brigham Young University, 2011

Julio Riutort, Pontifica Universidad Catolica de Chile, 2011.

Chishen Wei, Nanyang Technological University in Singapore, 2011.

Margaret Zhu, City University of Hong Kong, 2011.

Tina Wang, San Francisco State University, 2010.

Xiaolin Qian, University of Macau, (External Reviewer), 2009.

Joseph Warburton, Syracuse University, 2009.

Paige Ouimet, University of North Carolina, 2009.

Mandy Tham, Nanyang Technological University in Singapore, 2008.

Olivier Coibion, College of William and Mary, 2007.

Alison Felix, Federal Reserve Bank of Kansas City, 2007.

Seiwoon Hwang, Korea Capital Market Institute, 2007.

Brian Boyer, Brigham Young University, 2004.

Marcin Kacperczyk, University of British Columbia and New York University, 2004.

## Selected Media Mentions of Research Projects

New York Times: January 25, 2009; August 2, 2007; January 8, 2006; April 11, 2004; January 16, 2003; December 17, 2000.

Wall Street Journal: January 9, 2009; May 23, 2007; December 23, 2006; March 22, 2006; December 9, 2004; November 25, 2003.

Business Week: March 20, 2006; June 27, 2005; July 30, 2001.

Chicago Tribune: February 11, 2007; September 24, 2006.

Investors' Business Daily: February 10, 2005; November 25, 2003.

CFA Digest: Spring 1999; August 2009.

Washington Post: May 13, 2007.

Associated Press: December 17, 2006.

Barron's: February 5, 2007.

Economist: January 14, 2006.

Financial Times: April 19, 2004.

Forbes: December 13, 2004.

*March 20, 2012*