

## Lauren H. Cohen

Harvard Business School  
Baker Library 273  
Soldiers Field  
Boston, MA 02163  
Tel: 1-617-495-3888  
Email: lcohen@hbs.edu  
<http://www.people.hbs.edu/lcohen>

### Employment

---

- 2007-present Assistant Professor of Finance, **Harvard Business School**
- 2005-2007 Assistant Professor of Finance, **Yale School of Management**

### Other Affiliations

---

- 2008-present Faculty Research Fellow, **National Bureau of Economic Research**
- 2009-present Associate Editor, **Review of Financial Studies**
- 2008-present Academic Advisor, **Quadrivers, Inc.**
- 2006-present Advisor, **Cake Financial**

### Education

---

- 2001-2005 PhD in Finance, **Graduate School of Business, University of Chicago**
- 1997-2001 B.S.E., **Wharton School, University of Pennsylvania**  
Concentrations: Finance, Statistics, and Accounting  
*Summa Cum Laude*
- 1997-2001 B.A., **University of Pennsylvania**  
Major: Economics, Minor: Mathematics  
*Summa Cum Laude*

### Honors & Awards

---

- National Science Foundation CAREER Grant: *Relationships in Finance*, 2009-2014.
- Institute for Quantitative Investment Research (INQUIRE) Grant, 2009.
- Emerald Citation of Excellence, one of top 50 articles published in 400 management journals (15,000 articles), 2009.
- Smith Breeden Prize, Distinguished Paper, for the best paper published in the Journal of Finance, 2008.
- Smith Breeden Prize, Distinguished Paper, for the best paper published in the Journal of Finance, 2007.
- Barclays Global Investors Award, Best Paper in Asset Pricing, European Finance Association 2007.
- Society of Quantitative Analysts Award, Best Paper in Quantitative Investments, Western Finance Association, 2007.
- Barclays Global Investors Best Paper Prize, Asset Allocation Symposium, European Finance Association, 2006.
- First Prize, Chicago Quantitative Alliance Academic Paper Competition, 2006.
- BSI Gamma Foundation Grant, Firm Characteristics and Investment Management, 2006.
- Whitebox Grant for Research in the Behavioral Sciences, 2006.
- Simon Kuznets Fellowship – Outstanding Undergraduate in Economics, 2000.
- Mortar Board National Honor Society, Beta Gamma Sigma Accounting Honor Society, 2000-2001.
- Tzedek Hillel Community Service Fellow, 2001.

## Publications

---

“Supply and Demand Shifts in the Shorting Market” (with Karl Diether and Christopher Malloy), 2007,  
*Journal of Finance* 62, 2061-2096.

- Winner of the Smith Breeden Prize, Distinguished Paper, for the best paper published in the Journal of Finance, 2007

“Economic Links and Predictable Returns” (with Andrea Frazzini), 2008,  
*Journal of Finance*, 63, 1977-2011.

- Winner of the Smith Breeden Prize, Distinguished Paper, for the best paper published in the Journal of Finance, 2008
- Winner of Emerald Citation of Excellence Award, 2009
- Winner of First Prize, Chicago Quantitative Alliance Academic Paper Competition 2006
- Winner of BSI Gamma Foundation Grant 2006

“The Small World of Investing: Board Connections and Mutual Fund Returns”  
(with Andrea Frazzini and Christopher Malloy), 2008,  
*Journal of Political Economy*, 116, 951-979.

- Winner of BGI Award, Best Paper in Asset Pricing, European Finance Association 2007

“Loyalty Based Portfolio Choice” 2009,  
*Review of Financial Studies*, 22, 1213-1245.

“Attracting Flows by Attracting Big Clients” (with Breno Schmidt), 2009,  
*Journal of Finance*, forthcoming.

- Winner of SQA Award, Best Paper in Quantitative Investments, Western Finance Association 2007
- Winner of BGI Best Paper Prize, Asset Allocation Symposium, European Finance Association 2006

“Sell Side School Ties” (with Andrea Frazzini and Christopher Malloy), 2009,  
*Journal of Finance*, forthcoming.

## Working Papers

---

“Hiring Cheerleaders: Board Appointments of 'Independent' Directors”  
(with Andrea Frazzini and Christopher Malloy), 2009.

“Do Powerful Politicians Cause Corporate Downsizing?” (with Joshua Coval and Christopher Malloy), 2009.

“Decoding Inside Information” (with Christopher Malloy and Lukasz Pomorski), 2009.

- Winner of Institute for Quantitative Investment Research (INQUIRE) Grant, 2009

“Friends in High Places: Social Networks and Politics” (with Christopher Malloy), 2009.

“Complicated Trades” (with Dong Lou), 2009.

## Practitioner Publications

---

“Shorting Demand and Predictability of Returns” (with Karl Diether and Christopher Malloy), 2009,  
*Journal of Investment Management*, 7, 36-52.

## Invited Presentations & Discussions

---

2004: Swedish Institute for Financial Research Conference on Portfolio Choice and Investor Behavior (Stockholm, Sweden), European Finance Association Meeting (Maastricht, Netherlands), University of Chicago, Yale University.

2005: National Bureau of Economic Research, Western Finance Association (Portland, OR), Financial Management Association (Chicago, IL), Yale Conference on Behavioral Finance, Yale Whitebox Conference, Arizona State University, University of California at Berkeley, Boston College, Columbia University, Cornell University, Duke University, Emory University, Harvard Business School, Indiana University, Massachusetts Institute of Technology, University of North Carolina, University of Notre Dame, Stanford University, University of Texas at Austin, University of Pennsylvania Wharton School, Yale University.

2006: National Bureau of Economic Research, European Finance Association Meeting (Zurich, Switzerland), New York University Stern, Yale University, NYU/NY Federal Reserve Conference on Financial Intermediation, Financial Research Association Conference (Las Vegas, NV), Barclays Global Investors Equity Research Offsite (San Francisco, CA), Chicago Quantitative Alliance, Prudential Equity Conference, Goldman Sachs, Lehman Brothers.

2007: National Bureau of Economic Research, European Finance Association Meeting (Ljubljana, Slovenia), University of Amsterdam, University of Chicago, Harvard University, University of Illinois, Massachusetts Institute of Technology, University of Oregon, Yale University, UC Davis Conference on Financial Markets Research, Asset Pricing Mini Conference at Washington University, AQR Capital Management, Morgan Stanley.

2008: Yale Governance Forum, Financial Research Association Conference (Las Vegas, NV), Bentley College, Harvard Business School, Helsinki School of Economics, London Business School, London School of Economics, University of Maryland, University of Melbourne, University of New South Wales, Northwestern University, Ohio State University, Oxford University, Swedish Institute for Financial Research, Arrowstreet Capital Conference, Society of Quantitative Analysts.

2009: National Bureau of Economic Research, American Finance Association Meeting (San Francisco, CA), European Finance Association Meeting (Bergen, Norway), Texas Finance Festival (Austin, TX), UBC Summer Finance Conference (Kelowna, BC), Singapore International Conference on Finance (Singapore), Singapore Management University Summer Research Camp (Singapore), Real Colegio Complutense Workshop on Financial Economics (Boston, MA), University of Colorado at Boulder, Erasmus University Rotterdam, Georgia Tech, Harvard Business School, Indiana University, Northeastern University, Singapore Management University, Tilburg University, University of Toronto.

2010: American Finance Association Meeting (San Francisco, CA), Binghamton University, University of Missouri.

## Professional Activities

---

Referee for *American Economic Review*, *Journal of Political Economy*, *Journal of Finance*, *Review of Financial Studies*, *Journal of Business*, *Journal of Financial and Quantitative Analysis*, *Management Science*, *Financial Management*, and *Quarterly Review of Economics and Finance*.

Program committee for: WFA 2008-2010 FMA 2006, 2008

## Teaching Experience

---

*Finance I*, Harvard Business School  
MBA Course, 2007, 2008.

*Financial Management & Behavioral Finance*, Yale School of Management  
MBA Courses, 2005, 2006.

*Instructor*, Graduate School of Business, University of Chicago  
Mathematics course for incoming PhD students, 2003.