

# Fernando Zapatero

Finance Department  
Questrom School of Business  
Boston University  
Rafik B. Hariri Building  
595 Commonwealth Avenue  
Boston, MA 02215  
Ph: (617) 353-3631  
Email: fzapa@bu.edu

## Employment

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Department Chair, Finance Questrom School of Business, Boston University	July 2019 –
Richard D. Cohen Professor in Management Questrom School of Business, Boston University	July 2019 –
Professor, Finance Department Questrom School of Business, Boston University	July 2019 –
Robert G. Kirby Chair in Behavioral Finance Marshall School of Business, USC	January 2012 – June 2019
Vice Dean for Graduate Programs Marshall School of Business, USC	September 2012 – June 2015
Department Chair, Finance and Business Economics, Marshall School of Business, USC	July 2007 – June 2011
Professor, Finance and Business Economics, Marshall School of Business, USC (joint appointment at the Economics Department)	June 2007 – June 2019
Associate Professor, Finance and Business Economics, Marshall School of Business, USC	May 2004 to May 2007
Assistant Professor, Finance and Business Economics, Marshall School of Business, USC	July 1998 to April 2004
Associate Professor, Centro de Investigación Económica, ITAM, Mexico City	June 1994 to July 1998

Visiting Assistant Professor, Walter A. Haas School of Business, University of California, Berkeley July 1992 to May 1994

Assistant Professor, Department of Finance, Graduate School of Business, University of Texas at Austin September 1991 to May 1992

Lecturer in Accounting, ICADE, Madrid, Spain September 1982 to June 1987

## Education

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Ph D, Finance Columbia University, 1991.

Licenciado en Ciencias Empresariales (Business Administration) ICADE, Madrid, Spain, July 1981.

Licenciado en Derecho (Law) ICADE, Madrid, Spain, July 1980.

## Publications

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### A) Refereed journals

1. Sotes-Paladino, J. and F. Zapatero, "Carrot *and* Stick: A Risk-Sharing Rationale for Fulcrum Fees in Active Fund Management," *Journal of Financial Intermediation*, forthcoming.
2. Giga, A., Graddy-Reed, A., Belz, A., Terrile, R. and F. Zapatero, "Helping the Little Guy: The Impact of Government Grants on Small Technology Firms," *Journal of Technology Transfer* 47, 2022: 846-871
3. Belz, A., Terrile, R., Zapatero F., Kawas, M., and A. Giga, "Mapping the *Valley of Death*: Managing Selection and Technology Advancement in NASA's Small Business Innovation Research Program," *IEEE Transactions on Engineering Management* 68, 2021: 1476-1485.
4. Zambrana, R. and F. Zapatero, "A Tale of Two Types: Generalists vs. Specialists in Mutual Funds Asset Management," *Journal of Financial Economics* 142, 2021: 844-861.
5. Brocas, I., Carrillo, J., Giga, A. and F. Zapatero, "Risk Aversion in a Dynamic Asset Allocation Experiment," *Journal of Financial and Quantitative Analysis* 54, 2019: 2209-2232.
6. Sotes-Paladino, J. and F. Zapatero, "Riding the Bubble with Convex Incentives," *Review of Financial Studies* 32, 2019: 1416-1456.

7. Gómez, J.-P., Priestley, R. and F. Zapatero, "Labor Income, Relative Wealth Concerns, and the Cross-section of Stock Returns," *Journal of Financial and Quantitative Analysis* 51, 2016: 1111-1133.
8. Coskun, C. and F. Zapatero, "Optimal Acquisition of a Partially Hedgeable House," *Mathematics and Financial Economics* 9, 2015: 123-147.
9. Xiouros, C. and F. Zapatero, "The Representative Agent of an Economy with External Habit-Formation and Heterogeneous Risk-Aversion," *Review of Financial Studies* 23, 2010: 3017-3047.
10. Gómez, J.-P., Priestley, R. and F. Zapatero, "Implications of Keeping Up with the Joneses Behavior for the Equilibrium Cross-Section of Stock Returns: International Evidence," *Journal of Finance* 64, 2009: 2703-2737.
11. Suh, S. and F. Zapatero, "A Class of Quadratic Options for Exchange Rate Stabilization," *Journal of Economic Dynamics and Control* 32, 2008: 3478-3501.
12. Cvitanić, J., Wiener, Z. and F. Zapatero, "Analytic Pricing of Employee Stock Options," *Review of Financial Studies* 21, 2008: 683-724.
13. Cvitanić, J., Polimenis, V. and F. Zapatero, "Optimal Portfolio Allocation with Higher Moments," *Annals of Finance* 4, 2008: 1-28 (**lead article**).
14. Cvitanić, J., Goukasian, L. and F. Zapatero, "Optimal Risk Taking with Flexible Income," *Management Science* 55, 2007: 1594-1603.
15. Cadenillas, A., Cvitanić, J. and F. Zapatero, "Optimal Risk-Sharing with Effort and Project Choice," *Journal of Economic Theory* 133, 2007: 403-440.
16. Cadenillas, A., Sarkar, S. and F. Zapatero, "Optimal Dividend Policy with Mean-Reverting Cash Reservoir," *Mathematical Finance* 17, 2007: 81-110.
17. Cvitanić, J., Lazrak, A., Martellini, L. and F. Zapatero, "Dynamic Portfolio Choice with Parameter Uncertainty and the Economic Value of Analysts' Recommendations," *Review of Financial Studies* 19, 2006: 1113-1156 (**lead article**).
18. Cadenillas, A., Cvitanić, J. and F. Zapatero, "Leverage Decision and Manager Compensation with Choice of Effort and Volatility," *Journal of Financial Economics* 73, 2004: 71-92.
19. Ibáñez, A. and F. Zapatero, "Monte Carlo Valuation of American Options through Computation of the Optimal Exercise Frontier," *Journal of Financial and Quantitative Analysis* 39, 2004: 253-275.
20. Lazrak, A. and F. Zapatero, "Efficient Consumption Set under Recursive Utility and Unknown Beliefs," *Journal of Mathematical Economics* 40, 2004: 207-226.
21. Gómez, J.-P., and F. Zapatero, "Asset Pricing Implications of Benchmarking: A Two-Factor CAPM," *European Journal of Finance* 9, 2003: 343-357.

22. Sarkar, S. and F. Zapatero, "The Trade-off Model with Mean Reverting Earnings: Theory and Empirical Tests," *Economic Journal* 113, 2003, 834-860.
23. Zapatero, F. and L.F. Reverter, "Foreign Exchange Intervention with Options," *Journal of International Money and Finance* 22, 2003, 289-306.
24. Cvitanic, J., Lazrak, A., Martellini, L. and F. Zapatero, "Optimal Allocation to Hedge Funds: An Empirical Analysis," *Quantitative Finance* 3, 2003, 28-39.
25. Cvitanic, J., Goukasian, L. and F. Zapatero, "Monte Carlo Computation of Optimal Portfolios in Complete Markets," *Journal of Economic Dynamics and Control* 27, 2003: 971-986.
26. Cvitanic, J., Lazrak, A., Quenez, M.C. and F. Zapatero, "Incomplete Information with Recursive Preferences," *International Journal of Theoretical and Applied Finance* 4, 2001: 245-262.
27. Cadenillas, A. and F. Zapatero, "Classical and Impulse Stochastic Control of the Exchange Rate using Interest Rates and Reserves," *Mathematical Finance* 10, 2000: 141-147.
28. Cuoco, D. and F. Zapatero, "On the Recoverability of Preferences and Beliefs," *Review of Financial Studies* 13, 2000: 417-431.
29. Cadenillas, A. and F. Zapatero, "Optimal Central Bank Intervention in the Foreign Exchange Rate Market" *Journal of Economic Theory* 87, 1999: 218-242.
30. Zapatero, F., "Effects of Financial Innovations on Market Volatility when Beliefs are Heterogeneous," *Journal of Economic Dynamics and Control* 22, 1998: 597-626.
31. Sundaresan, S. M. and F. Zapatero, "Valuation, Asset Allocation and Retirement Incentives of Pension Plans," *Review of Financial Studies* 10, 1997: 631-660.
32. Goldstein, R. and F. Zapatero, "General Equilibrium with Constant Relative Risk Aversion and Vasicek Interest Rates," *Mathematical Finance* 6, 1996: 331-340.
33. Zapatero, F., "Equilibrium Asset Prices and Exchange Rates," *Journal of Economic Dynamics and Control* 19, 1995: 787-811.
34. Detemple, J. B. and F. Zapatero, "Optimal Consumption-Portfolio Policies with Habit Formation," *Mathematical Finance* 2, 1992: 35-58.
35. Detemple, J. B. and F. Zapatero, "Asset Pricing in an Exchange Economy with Habit Formation," *Econometrica* 59, 1991: 1633-1657.

## B) Book chapters, surveys, proceedings

1. Zapatero, F., “Reference-Based Decisions in Finance,” in I. Venezia (ed.), *Behavioral Finance: Where do Investors Biases Come From?*, World Scientific, 2016: 3–29.
2. Maisch, M. and F. Zapatero, “The Optimal Term Structure of Debt Maturity,” in I. Venezia and Z. Wiener, (eds.), *Bridging the GAAP: Recent Advances in Finance and Accounting*, World Scientific, 2012: 229-240.
3. Cadenillas, A., Cvitanić, J. and F. Zapatero, “Stochastic Control Methods for the Problem of Optimal Compensation of Executives,” in P. Baxendale and S. Lototsky, (eds.), *Stochastic Differential Equations: Theory and Applications. A volume in honor of Professor B. L. Rozovskii*, World Scientific, 2007: 169-196.
4. Cvitanić, J., Martellini, L. and F. Zapatero, “Optimal Active Management Fees,” in E. Yücesan, C.-H. Chen, J. Snowdon and J. Charnes (eds.) *Proceedings of the 2002 Winter Simulation Conference*, 2002, vol 2: 1555-1559.
5. Cvitanić, J., Goukasian, L. and F. Zapatero, “Hedging with Monte Carlo Simulation,” in E. Kontogiorghes, B. Rustem and S. Siokos (eds.), *Computational Methods in Decision-Making, Economics and Finance*, Kluwer Academic Publishers, 2002, vol 2: 339-353.
6. Zapatero, F., “Los Fondos de Pensiones desde un Punto de Vista Financiero,” *Cuadernos Económicos del ICE* 50, 1992: 157-174.

## Working Papers

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1. Filippou, I., García-Ares, P. and F. Zapatero, “No Max Pain, No Max Gain: Stock Return Predictability at Options Expiration,” July 2022.
2. Hodor, I. and F. Zapatero, “Asset Pricing Implications of Heterogeneous Investment Horizons,” May 2022.
3. Shemesh, J., Zapatero, F. and Y. Zenou “Heterogenous Peer Effects: How Community Connectivity Affects Car Purchases,” May 2022.
4. Xiouros, C. and F. Zapatero, “Disagreement, Information Quality and Asset Prices,” May 2022.
5. Chen, A. J., Lee, S. and F. Zapatero, “Clinging Onto the Cliff: A Model of Financial Misconduct,” March 2022.
6. Filippou, I., García-Ares, P. and F. Zapatero, “Betting on the Likelihood of a Short Squeeze,” February 2022.

7. Belz, A., Eckhause, J., Terrile, R. and F. Zapatero, "A Real Options Approach to Project Selection and its Application to NASAs Small Business Innovation Research Program," October 2021.
8. Aristidou, A., Giga, A., Lee, S. and F. Zapatero, "Rolling the Skew Die: Economic Foundations of the Demand for Skewness and Experimental Evidence," April 2021.
9. Filippou, I., García-Ares, P. and F. Zapatero "Demand for Lotteries: The Choice Between Stocks and Options," December 2020.
10. Aharoni, G., Shemesh, J. and F. Zapatero, "Does Competition between Stars Increase Output? Evidence from Financial Analyst Forecasts," October 2020.
11. Lee, S. and F. Zapatero, "Two Reasons to Covet Social Status: a Model of Status-driven Choice," March 2020.
12. Kim, M. and F. Zapatero, "Uncertainty and Dispersion of Opinions," August 2018.
13. Navone, M. and F. Zapatero, "Uncertainty, Reputation, and Analysts Coverage," April 2017.
14. Brocas, I., Carrillo, J., Giga, A. and F. Zapatero, "Skewness Seeking in a Dynamic Portfolio Choice Experiment," March 2017.
15. Cadenillas, A., Cvitanić, J. and F. Zapatero, "Executive Stock Options as a Screening Mechanism," February 2012.

## Books

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1. Cvitanić, J. and F. Zapatero, *Introduction to the Economics and Mathematics of Financial Markets*, MIT Press, Cambridge, MA, 2004, 496 pages.
2. Zapatero, F., *Manual de Consolidación de Estados Financieros de los Grupos de Empresas*, Ministerio de Economía y Hacienda, Madrid, 1988, 234 pages.

## Publication Awards

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Detemple, J. B. and F. Zapatero, "Optimal Consumption-Portfolio Policies with Habit Formation," *Mathematical Finance* 2, 1992: 35-58, tied for third place on the 1992 Best Paper of Mathematical Finance Award.

## Editorial Boards

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### A) Editor:

Quarterly Journal of Finance (founding editor) February 2010 –

### B) Associate Editor:

Annals of Finance April 2004 –

Journal of Economic Dynamics and Control January 2005 – December 2013

Mathematical Finance February 2006 – December 2019

Mathematics and Financial Economics June 2006 – June 2019

## Referee

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American Economic Review, Annals of Finance, Econometrica, Economic Theory, European Economic Review, European Journal of Operations Research, Finance and Stochastics, Financial Review, International Economic Review, International Journal of Finance and Economics, International Journal of Theoretical and Applied Finance, Investigaciones Económicas, Journal of Economic Behavior and Organizations, Journal of Economic Dynamics and Control, Journal of Economic Theory, Journal of the European Economic Association, Journal of Finance, Journal of Financial Economics, Journal of Financial and Quantitative Analysis, Journal of International Economics, Journal of International Money and Finance, Journal of Mathematical Economics, Journal of Monetary Economics, Journal of Political Economy, Mathematical Finance, Mathematical Methods of Operations Research, Management Science, Quantitative Finance, Review of Derivatives Research, Review of Economic Studies, Review of Finance, Review of Financial Studies, SIAM Journal of Financial Mathematics, Spanish Economic Review.

## Courses Taught

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- Continuous Time Models in Finance (PhD Seminar).
- Behavioral Finance (Undergraduate, PhD).
- Introduction to Finance (MBA).

- Investments (MBA, Undergraduate).
- Microeconomics (M.A., Undergraduate).
- Options and Futures (MBA, Undergraduate).
- Theoretical Asset Pricing (PhD Seminar).