

MARTIN JACOB

WHU – Otto Beisheim School of Management
Burgplatz 2
56179 Vallendar, Germany

Office: +49 261 6509 350
Email: martin.jacob@whu.edu
Website: <https://www.martinjacob.info/>

ACADEMIC APPOINTMENTS

WHU – Otto Beisheim School of Management	
<i>adidas Professor of Finance, Accounting, and Taxation</i>	2019-current
<i>Professor of Business Taxation</i>	2013-2019
<i>Assistant Professor of Business Taxation</i>	2010-2012
University of Oslo	
<i>Visiting Associate Professor</i>	2014-2016
Statistics Norway	
<i>Researcher</i>	2014-2017
University of Chicago, Booth School of Business	
<i>IGM Visiting Fellow</i>	2016
University of North Carolina at Chapel Hill	
<i>Visiting Scholar</i>	2012

EDUCATION

<i>Dr. rer. oec.</i> (equivalent to Ph.D.) in Business Administration, Eberhard Karls University, Tübingen, Germany	2010
<i>Diploma</i> (B.Sc and M.Sc. equivalent), Business Administration, Eberhard Karls University, Tübingen, Germany	2007

RESEARCH

Publications

1. Real Effects of Tax Uncertainty: Evidence from Firm Capital Investments (with Kelly Wentland and Scott A. Wentland) *Management Science*, forthcoming.
2. Dividend Taxes, Employment, and Firm Productivity, *Journal of Corporate Finance*, forthcoming.
3. Real Effects of Corporate Taxation: A Review, *European Accounting Review*, forthcoming.
4. Why do not all firms engage in tax avoidance? (with Anna Rohlfing-Bastian and Kai Sandner) 2021, *Review of Managerial Science*, 15, 459-495.
5. Corporate Tax Enforcement Externalities and the Banking Sector (with John Gallemore) *Journal of Accounting Research*, 2020, 58, 1117–1159.
6. Corporate tax reforms and tax-motivated profit shifting: Evidence from the EU (with Anna Alexander and Antonio De Vito), 2020, *Accounting and Business Research*, 50, 309–341.
7. Firm Valuation and the Uncertainty of Future Tax Avoidance (with Harm Schütt), 2020, *European Accounting Review*, 29, 409–435

8. Consumption Taxes and Corporate Investment (with Roni Michaely and Maximilian A. Müller), 2019, *Review of Financial Studies*, 32, 3144–3182.
9. Tax Loss Carrybacks: Investment Stimulus versus Misallocation (with Inga Bethmann and Maximilian A. Müller), 2018, *The Accounting Review*, 93, 101–125.
10. Tax Regimes and Capital Gains Realizations, *European Accounting Review*, 2018, 27, 1–21.
11. Tax Incentives and Non-Compliance – Evidence from Swedish Micro Data (with Annette Alstadsæter) 2018, *Public Finance Review*, 46(4), 609–634.
12. Taxation and Dividend Policy: The Muting Effect of Agency Issues and Shareholder Conflicts (with Roni Michaely), 2017, *Review of Financial Studies*, 30, 3176–3222.
13. The Effect of Corporate Taxation on Bank Transparency: Evidence from the Deductibility of Loan Losses (with Kathleen Andries and John Gallemore) 2017, *Journal of Accounting and Economics*, 63, 307–328.
14. Do Dividend Taxes Affect Corporate Investment? (with Annette Alstadsæter and Roni Michaely) 2017, *Journal of Public Economics*, 151, 74–83.
15. Does legality matter? The case of tax avoidance and evasion (with Kay Blaufus, Matthias Braune, and Jochen Hundsdoerfer), 2016, *Journal of Economic Behavior and Organization*, 127, 182–206.
16. Corporate Finance and Governance Implications from the Removal of Government Support Programs (with Sofia Johan, Denis Schweizer, and Feng Zhan), 2016, *Journal of Banking and Finance*, 63, 35–47.
17. Do Corporate Tax Cuts Increase Investments? (with Laura Dobbins), 2016, *Accounting and Business Research*, 46, 731–759.
18. Dividend taxes and income shifting (with Annette Alstadsæter), 2016, *Scandinavian Journal of Economics*, 118, 693–717.
19. Who participates in tax avoidance? Evidence from Swedish microdata (with Annette Alstadsæter), 2016, *Applied Economics*, 28, 2779–2796.
20. Cross-Base Tax Elasticity of Capital Gains, 2016, *Applied Economics*, 28, 2611–2624.
21. Self-serving bias and tax morale (with Kay Blaufus, Matthias Braune, and Jochen Hundsdoerfer), 2015, *Economics Letters*, 131, 91–93.
22. Why Do Countries Mandate Accrual Accounting for Tax Purposes? (with Igor Goncharov), 2014, *Journal of Accounting Research*, 52(5), 1127–1163.
23. Payout Taxes and the Allocation of Investment (with Bo Becker and Marcus Jacob), 2013, *Journal of Financial Economics*, 107(1), 1–24.
24. Taxation, Dividends, and Share Repurchases: Taking Evidence Global (with Marcus Jacob), 2013, *Journal of Financial and Quantitative Analysis*, 48(4), 1241–1269.
25. Dividend Taxes and the Cash Flow Sensitivity of Dividends (with Marcus Jacob), 2013, *Economics Letters*, 118 (1), 186–188.
26. Capital Gains Taxes and the Realization of Capital Gains and Losses – Evidence from German Income Tax Data, 2013, *FinanzArchiv/Public Finance Analysis*, 69(1), 30–56.

Working Papers

1. Do Consumers Pay the Corporate Tax? (with Maximilian A. Müller and Thorben Wulff).
2. Does Differential Taxation of Short-Term Relative to Long-Term Capital Gains Affect Long-Term Investment? (with Eric He, Rahul Vashishtha, and Mohan Venkatachalam) (*resubmitted*).
3. Do Corporate Taxes affect Executive Compensation? (with Tobias Bornemann and Mariana Sailer) (*resubmitted*).
4. Tax Avoidance and Tax Incidence (with Scott Dyreng, Xu Jiang, and Maximilian A. Müller) (*revising for resubmission*).

5. Accounting for Business Income in Measuring Top Income Shares: Integrated Accrual Approach Using Individual and Firm Data from Norway (with Annette Alstadsæter, Wojciech Kopczuk, and Kjetil Telle) (*revising for resubmission*).
6. Withholding Taxes, Compliance Cost and Foreign Portfolio Investments (with Maximilian Todtenhaupt) (*revising for resubmission*).
7. Beyond Borders: Supragovernmental Tax Enforcement and Investment (with Zackery D. Fox, Jaron Wilde, and Ryan Wilson) (*revising for resubmission*).
8. The Role of Creditor Protection in Lending and Tax Avoidance (with Antonio De Vito) (*revising for resubmission*).
9. Tax Policy Expectations and Investment: Evidence from the 2016 U.S. Election and the Tax Cuts and Jobs Act (with John Gallemler, Stephan Hollander, and Xiang Zheng).
10. Technological Change and Countries' Tax Policy Design (with Alissa Brühne and Harm Schütt).
11. The Role of Personal Income Taxes in Corporate Investment Decisions (with Robert Vossebürger).
12. Public Tax Disclosures and Investor Perceptions (with Bart Dierynck, Maximilian A. Müller, Christian Peters, and Victor van Pelt).
13. Do tax incentives reduce investment quality? (with Sebastian Eichfelder and Kerstin Schneider).
14. Corporate Taxes and Firms' Operating Cost Behavior (with Jochen Hundsdoerfer).
15. Firms' Internal Networks and Austerity Spillovers (with Antonio De Vito and Guosong Xu).
16. Tax Enforcement (de)Centralization: Tax Compliance versus Competitiveness (with Jesse van der Geest).
17. Zero-Tax Firms (with Jesse van der Geest).
18. Avoiding Taxes to Fix the Tax Code? (with Antonio De Vito and Maximilian A. Müller).
19. Survival of the Tax Fittest: Path Dependence in Corporate Tax Planning (with Jesse van der Geest and Christian Peters)

Policy Reports

1. Did the Changes in 3:12 Rules Foster Entrepreneurship? – Empirical Evidence and Discussion of Alternatives, Report to the Committee on Equality, 2020.
2. 3:12 corporations in Sweden: The effects of the 2006 tax reform on investments, job creation, and business start-ups, 2014, Report to the Expert Group for Public Economics, Ministry of Finance, Stockholm (with Annette Alstadsæter and Altin Vejsiu).
3. Income Shifting in Sweden – An empirical evaluation of the 3:12 rules, 2012, Report to the Expert Group for Public Economics, Ministry of Finance, Stockholm (with Annette Alstadsæter).

Other Articles & Permanent Working Papers

1. Corporate Tax Avoidance and the Real Effects of Taxation: A Review (with Alissa Brühne), 2020.
2. Who CARES? Evidence on the Corporate Tax Provisions of the Coronavirus Aid, Relief, and Economic Security Act from SEC Filings (with John Gallemler and Stephan Hollander), 2020.
3. Takeover Protection and Firm Value (with Christian Andres and Lennart Ulrich), 2019, *Review of Law and Economics*, 15(1), 1–46.
4. Tax Related Implications of Fair Value Accounting (with Kay Blaufus), 2018, *The Routledge Companion to Fair Value in Accounting and Reporting*, Editors: Gilad Livne and Garen Markarian.
5. A Utility-Based Explanation of Tax Asymmetries (with Martin Fochmann), 2015, *World Tax Journal*, 7, 329–342.
6. Taxes and Life Cycle Capital Gains Realizations, 2013, *Applied Economics Letters*, 20(13), 1130–1134.

7. Mitigating Shareholder Taxes in Small Open Economies? (with Jan Södersten), 2013, *Finnish Economic Papers*, 26(1), 1–12.
8. Skatteplanering under 3:12-reglerna - ytterligare bevis och svar till Ericson och Fall (with Annette Alstadsæter), 2013, *Ekonomisk Debatt*, 41(2), 55–63.
9. 3:12 reglarna har blivit för generösa och används för skatteplanering (with Annette Alstadsæter), 2012, *Ekonomisk Debatt*, 40(8), 3–15.
10. 3:12-reglerna har blivit för generösa (with Annette Alstadsæter), *Balans*, Issue 8-9/2012, 50–51.
11. Werden niedrige Unternehmenssteuersätze in Osteuropa durch Verzicht auf Verlustverrechnung erkauf? (with Andreas Pasedag and Franz W. Wagner), 2011, *Perspektiven der Wirtschaftspolitik*, 12 (1), 72–91.
12. Die Wirkung steuerlicher Verlustvorträge auf den Unternehmenskauf – Verlustnutzung trotz §8c KStG? (with Andreas Pasedag), 2010, *Die Wirtschaftsprüfung*, 63 (2), 92–100.
13. Neue Abschreibungsregeln - zweifelhafte Vorteile (with Andreas Pasedag), 2009, *Der BETRIEB*, 62 (35), 1829–1835.
14. Verlustübertragung beim Anteilshandel – Gestaltung durch Bilanzpolitik und Verkaufszeitpunkt (with Andreas Pasedag), 2009, *Finanz-Betrieb*, 11 (9), 464–471.
15. Welche privaten Veräußerungsgewinne sollten besteuert werden?, 2009, *Zeitschrift für Betriebswirtschaft*, 79 (5), 579–607.

PRESENTATIONS

- | | |
|------|---|
| 2021 | EAA Annual Congress (virtual), Macquarie University, University Carlos III in Madrid, University of Ingolstadt, Accounting Section Verein für Socialpolitik, TRR Tax Mini Conference. |
| 2020 | University of Graz, Texas A&M University, Erasmus University of Rotterdam, University of Strathclyde, International Institute of Public Finance Annual Conference, MaTax Conference, Mannheim. |
| 2019 | Dartmouth College, UT Dallas, University of Glasgow, University of Exeter, University of Paderborn, University of Muenster, Summer Finance and Accounting Conference at the Hebrew University of Jerusalem, 15th International Accounting Research Symposium in Madrid, EAA Annual Congress in Paphos, TRR-266 Conference in Manheim. |
| 2018 | Tilburg University, University of Zurich, Spring Meeting Tax Section of VHB, EAA Annual Congress in Milan. |
| 2017 | EAA Annual Congress in Valencia, Workshop on Current Research in Taxation in Vienna, Statistics Norway, University of Neuchatel, University of Oulu, Waterloo University, Concordia University, Tel Aviv University, Tilburg University. |
| 2016 | AEA Annual Meeting in San Francisco, IDC Summer Finance Conference, GIA Conference at UNC Chapel Hill, Stockholm School of Economics, University of Chicago, NHH Bergen. |
| 2015 | FIRS Conference in Reykjavik; EAA Annual Congress in Glasgow, Utah Winter Finance Conference, IE Business School, Statistics Norway, arqus-Conference, University of Mannheim, LMU Munich, WU Vienna, ESMT Berlin, Tilburg University, ESADE. |
| 2014 | MaTax Conference, Mannheim, 4th Workshop Empirical Tax Research at ZEW Mannheim, Trans-Atlantic Public Economics Seminar in Vienna, EAA Annual Congress, in Tallinn, 76th Annual Meeting of the German Academic Association for Business Research (VHB) in Leipzig, AEA Annual Meeting in Philadelphia, ATA Midyear Meeting in San Antonio, Eberhard Karls University Tübingen, Free University of Berlin |
| 2013 | VATT, Helsinki, National Tax Association Conference in Tampa, University of Paderborn, Uppsala Center for Fiscal Studies, EAA Annual Congress in Paris, Swedish Fiscal Policy Council in Stockholm, Lancaster University Management School, University of Padova, Annual Congress Verein für Socialpolitik, EEA Annual Congress in Gothenburg, arqus-Conference, Annual Symposium Oxford Centre of Business Taxation, University of |

- Hannover, Forum for Tax Policy Research in Norway, University of Copenhagen, Nordic Workshop on Tax Evasion in Stockholm, Spring Meeting Tax Section of VHB, Humboldt-University of Berlin, Skatteverket (Swedish Tax Authority).
- 2012 AFA Annual Meeting in Chicago, 74th Annual Meeting of the German Academic Association for Business Research in Bolzano, AAA Annual Meeting in Washington, DC, Boston College, University of Uppsala, Research Institute of Industrial Economics (IFN) in Stockholm, University of Mannheim, 3rd Workshop Empirical Tax Research at ZEW Mannheim, Workshop on Current Research in Taxation in Münster, Forum for Tax Policy Research in Larvik (Norway), Free University of Berlin, University of North Carolina at Chapel Hill, Seminar, University of Göttingen
- 2011 EEA Annual Congress in Oslo, EAA Annual Congress in Rome, Uppsala Center for Fiscal Studies, Swedish Ministry of Finance, Nordic Workshop on Tax Policy and Public Finance in Copenhagen, University of Würzburg
- 2010 IIPF Annual Congress in Uppsala, AAA Annual Meeting in San Francisco, 72nd Annual Meeting of the German Academic Association for Business Research in Bremen, EAA Annual Congress in Istanbul, Harvard Business School (Brown Bag), 2nd Workshop Empirical Tax Research at ZEW Mannheim, Uppsala Center for Fiscal Studies
- 2009 Business Research Conference, 1st Workshop Empirical Tax Research at ZEW Mannheim, University of Paderborn

TEACHING EXPERIENCE

Business Tax Strategy (EMBA), 2018, 2019, 2020, 2021

Business Tax Strategy (MBA), 2014, 2016, 2017, 2018, 2020, 2021

Accounting (Global Online MBA), 2021

International Tax Strategy (MSc program), 2010, 2011, 2012, 2014, 2015, 2016

Business Taxation (BSc program), 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021

Current Issues in Taxation, Finance, and Accounting (PhD), 2018, 2021

Economics of Accounting (Research Master at Tilburg University), 2017, 2018, 2020

Business Tax Law (MSc program), 2015, 2016

International Taxation (Master of Law and Business Program), 2014, 2020

Corporate Finance (MSc program), 2014, 2015

Financial Accounting (BSc), 2010

Management Abroad Dubai (Bachelor), Spring 2011

PROFESSIONAL SERVICE

Scientific advisory board of the German Ministry of Finance: Member since 2021

Associate Editor:

European Accounting Review, 2016–

Accounting and Business Research, 2016–

European Accounting Review, Guest Co-Editor, Special Issue on Tax Research, 2014–2017

Editorial Board:

Journal of the American Taxation Association, 2019–

Schmalenbach Journal of Business Research 2021–

Business Research, 2015–2020

Reviewer (among others):

- Accounting and Business Research
- Accounting, Organization and Society
- The Accounting Review
- American Economic Journal: Economic Policy
- American Economic Review
- Business Research
- Canadian Journal of Economics
- Contemporary Accounting Research
- European Accounting Review
- Economic Journal
- Economic Inquiry
- International Tax and Public Finance
- Journal of Accounting & Economics
- Journal of Accounting Research
- Journal of Accounting & Public Policy
- Journal of Banking & Finance
- Journal of Corporate Finance
- Journal of the European Economic Association
- Journal of Finance
- Journal of Financial and Quantitative Analysis
- Journal of Economic Psychology
- Journal of Law & Economics
- Journal of Public Economics
- Management Science
- National Tax Journal
- Review of Accounting Studies
- Review of Financial Studies
- Review of Managerial Science

Academic Organizations:

European Accounting Association, Management Committee, 2018–2021

European Accounting Association, Standing Scientific Committee, 2015–2021

European Accounting Association, External Relations Committee, 2017–2018

German Academic Association for Business Research, Tax Section, Head of Young Scholar Track 2015–2019

Conferences Organization:

Berlin–Vallendar Tax Conference, 2015, 2016, 2017, 2018, 2019, 2020

WHU Young Scholar Tax Conference, 2020

Program Committees & Referee for Conferences:

American Accounting Association, Annual Meeting 2013, 2016

European Accounting Association, Annual Meeting 2015

International Institute of Public Finance, Annual Meeting 2018

Midwest Finance Association, Annual Meeting 2016, 2017, 2018

National Tax Association, Annual Meeting 2019

Society for Financial Studies Cavalcade 2011

VHB Annual Meeting 2011, 2013, 2014, 2015, 2016

HONORS AND AWARDS

Best Teacher Award EMBA Program, Lecture: Business Tax Strategy (2020)

Best Paper Award German Academic Association for Business Research (2016)

Best Teacher Award BSc Program, Lecture: Business Taxation (2016)

Best Young Researcher Award German Academic Association for Business Research (2014)

Best Paper Award X. Workshop on Empirical Research in Financial Accounting (2014)

Best Teacher Award MSc Program, Lecture: International Tax Strategy (2013)

Best Teacher Award BSc Program, Lecture: Business Taxation (2013)

Best Reviewer Award Business Research (BuR) (2013)

Best Conference Paper Award 74th VHB Annual Meeting, Bozen, Italy (2012)

RESEARCH GRANTS

German Research Foundation (DFG), Project-ID 403041268, TRR 266 Accounting for Transparency 2019–2023, Principal Investigator of Project B01 with Caren Sureth-Sloane. Total Funding of TRR around 3,000,000 EUR annually.

German-Israeli Foundation for Scientific Research and Development 2018–2021, Research project *The Effect of Tax Policy on Firm Behavior and Investments* with Roni Michaely. Funding: 155,500 EUR

Norwegian Research Council Project 2014–2016, Research project *Interactions Between Closely-Held Firms and Their Owners: Evidence from Administrative Data and a Randomized Field Experiment* with Annette Alstadsæter, Wojciech Kopczuk, and Kjetil Telle. Funding: 3,500,000 NOK

Nordic Tax Research Council 2012, Grant for Project *The start-up of New Firms: Income Shifting or Income generation*. Funding: 30,000 SEK

Fritz Thyssen Stiftung 2012, Travel Grant for Project *The start-up of New Firms: Income Shifting or Income generation*. Funding: 2,000 EUR

UNIVERSITY SERVICE

Academic Director Doctoral Program, 09/2021–

Academic Director of the Master in Finance Program, 10/2019–09/2021

Academic Director of the Assistant Professor Development Program, 10/2019–

Head of the Doctoral Program Committee, 06/2021–

Member Examination Board, BSc Program, 10/2019–09/2021

Member Examination Board, MSc Program, 10/2019–09/2021

Member of WHU's Senate, 2015–

Deputy Head of the Doctoral Program Committee, 2017–2021

Deputy Head of the Research Ethics Committee, 2017–2021

Group Speaker of the Finance & Accounting Group, 2015–2017