

## SHANE M. HEITZMAN

USC | Marshall School of Business  
Leventhal School of Accounting  
701 Exposition Blvd., HOH 822  
Los Angeles, CA 90089  
[sheitzma@marshall.usc.edu](mailto:sheitzma@marshall.usc.edu)

---

### ACADEMIC EXPERIENCE

Associate Professor of Accounting, University of Southern California, 2014-current  
Associate Professor of Accounting, University of Rochester, 2013-2014 (granted tenure, 2014)  
Assistant Professor of Accounting, University of Rochester, 2006-2010, 2011-2013  
Assistant Professor of Accounting, University of Oregon, 2010-2011

### EDUCATION

Ph.D., University of Arizona, 2006  
M.Acc., University of Arizona, 2004  
B.S., Business Economics, Eastern Oregon University, 2000

### RESEARCH

#### Peer-reviewed publications

- “Tax-Motivated Loss Shifting” with Merle Erickson and X. Frank Zhang, 2013. *The Accounting Review* 88: 1657-1682.
- “Debt and Taxes: Evidence from the Real Estate Industry” with Michael Barclay and Clifford Smith, 2013. *Journal of Corporate Finance* 20: 74-93.
- “Equity Grants to Target CEOs during Deal Negotiations”, 2011. *Journal of Financial Economics* 102: 251-271.
- “A Review of Tax Research” with Michelle Hanlon, 2010. *Journal of Accounting and Economics* 50: 127-178.  
*Winner of 2012 American Taxation Association Outstanding Manuscript Award*
- “The Joint Effects of Materiality Thresholds and Voluntary Disclosure Incentives on Firms’ Disclosure Decisions” with Charles Wasley and Jerold Zimmerman, 2010. *Journal of Accounting and Economics* 49: 109-132.
- “Taxes and the Backdating of Stock Option Exercise Dates” with Dan Dhaliwal and Merle Erickson, 2009. *Journal of Accounting and Economics* 47: 27-49.
- “Auditor Fees and Cost of Debt” with Dan Dhaliwal, Cristi Gleason and Kevin Melendrez, 2008. *Journal of Accounting, Auditing, and Finance* 23: 1-22.
- “Taxes, Leverage, and the Cost of Equity Capital” with Dan Dhaliwal and Oliver Zhen Li, 2006. *Journal of Accounting Research* 44: 691-723.
- “The Effect of Seller Taxes on Acquisition Price: Evidence from Purchases of Taxable and Tax-exempt Hospitals” with Dan Dhaliwal and Merle Erickson, 2004. *Journal of the American Taxation Association* 26: 1-21.

#### Other publications

- “Leverage and taxes” with Michael Barclay and Clifford Smith, *Journal of Applied Corporate Finance*, forthcoming.

“NOL Poison Pills: Selectica v. Versata et al.” with Merle Erickson, 2010. *Tax Notes* (June).

#### Working papers

“Private Information Arrival, Trading Activity and Stock Prices: Evidence from Nonpublic Merger Negotiations” with Sandy Klasa. Under review at *Management Science*

“Internal Information Quality and the Sensitivity of Investment to Market Prices and Accounting Profits” with Mengjie Huang. Under third round review at *Contemporary Accounting Research*.

“Corporate Tax Planning and Stock Returns” with Maria Ogneva. Revising for second round submission at *The Accounting Review*.

“Net Operating Loss Carryforwards and Corporate Financial Policies” with Rebecca Lester

“Financial Misreporting and Corporate Acquisitions” with Merle Erickson and X. Frank Zhang

#### Research in progress

“CEO Personal Security” with Alan Jagolinzer

“NOL Carryforwards and Mergers and Acquisitions” with Rebecca Lester

“Death by misrepresentation” with Hunter Land and Jerry Zimmerman

### **TEACHING**

#### University of Southern California

Financial Accounting (Online MBA)

Financial Statement Analysis

Doctoral Seminar, Positive Accounting Research

#### University of Rochester (Graduate)

Financial Statement Analysis (NYC)

Accounting for Management and Control

Doctoral Seminar in Taxation, Reporting and Contracting

Positive Accounting Research

Taxes and Business Strategy

Intermediate Financial Reporting

Introductory Financial Reporting

#### University of Arizona

Corporate Taxation (Graduate)

Accounting Theory and Institutions (Graduate)

Introduction to Financial Accounting (Undergraduate)

### **ACADEMIC HONORS**

Dean’s Community Award, 2017

ATA Outstanding Manuscript Award, 2012

AAA/Deloitte & Touche Doctoral Consortium Fellow, 2005

Deloitte & Touche Doctoral Fellowship, 2004

Pac-10 Doctoral Consortium Fellow, 2004

## INVITED PRESENTATIONS AND DISCUSSIONS

- 2018 – Scheduled: University of Texas at Dallas, ESADE Barcelona, 8<sup>th</sup> EIASM Workshop on Current Research in Taxation – Münster (Scientific Chair)
- 2017 – Wharton Spring Conference, UNC Tax Symposium (discussant), 2017 Corporate Governance Conference (discussant), European Accounting Association (presenter), 7<sup>th</sup> EIASM Workshop on Current Research in Taxation – Vienna (Scientific Chair and presenter), Arizona State University, University of North Carolina, George Mason University, National Tax Association Annual Meeting (discussant), Claremont Graduate University
- 2016 – Securities and Exchange Commission, Stanford Summer Camp (discussant), EIASM Workshop on Current Research in Taxation (Bonn, Germany)
- 2015 – University of Buffalo, Columbia University, University of Toronto, European Accounting Association (presenter and discussant), Oxford Tax Symposium, University of Arizona
- 2014 – FARS conference (discussant), American Accounting Association meeting (panelist), National Tax Association (discussant)
- 2013 – University of Southern California, FARS conference (discussant), American Accounting Association meeting (discussant), University of Minnesota
- 2012 – M.I.T., National University of Singapore, Pennsylvania State University, FARS conference (discussant), American Accounting Association meeting (discussant)
- 2011 – University of Utah, University of Georgia, American Accounting Association meeting (discussant)
- 2010 – University of Oregon, Oregon Finance Conference (discussant), American Accounting Association meeting (discussant)
- 2009 – University of Oregon, University of Connecticut, Journal of Accounting and Economics conference
- 2008 – Journal of Accounting and Economics Conference, American Accounting Association meeting (discussant)
- 2007 – Journal of Accounting and Economics Conference, UNC Tax Symposium (discussant), American Accounting Association meeting (discussant)
- 2006 – University of Chicago, University of Michigan, University of Notre Dame, University of Utah, Duke University, Stanford University, M.I.T., Northwestern University, Ohio State University, Penn State University, Washington University, Dartmouth College, University of Rochester, Arizona State University, University of Texas – Dallas, University of Arizona

## PROFESSIONAL SERVICE

Editorial Board, *The Accounting Review*, 2014-current

Associate Editor, *Journal of Accounting and Economics*, 2012-current

Referee for: *The Accounting Review*, *Journal of Accounting Research*, *Journal of Accounting and Economics*, *Journal of Financial Economics*, *Review of Accounting Studies*, *Management Science*, *Contemporary Accounting Research*, *Journal of Accounting, Auditing, and Finance*, *Quarterly Review of Economics and Finance*, *Journal of the American Taxation Association*, *Journal of Empirical Finance*, *Journal of Business Research*, *American Economic Journal*

American Taxation Association: Mid-year conference selection committee (2008); Manuscript award committee (2008-2010, 2013)

American Accounting Association: Screening committee for Notable Contributions to Accounting Literature award (2010-2011)

EIASM Workshop on Current Research in Taxation (Germany); Scientific Committee co-chair  
(2016 – current)

## **INTERNAL SERVICE**

### University of Southern California

Recruiting Committee (Accounting), 2014-current (Chair, 2015-current)

Ph.D. Committee (Accounting), 2014-current

PEG Committee, (Regina Wittenberg-Moerman, 2014 (Chair); Eric Allen, 2015)

Leventhal Committee on Reorganizing PhD Program, 2016-current

Faculty MBA Ambassador, 2015

Dissertation Committee member:

Alon Kfir (Finance), 2016

Allison Kays (Accounting), 2018 (chair)

Oral Examination Committee member:

Allison Kays (Accounting), 2016 (chair)

Tyler DeGroot (Accounting), 2017 (chair)

### University of Rochester

Ph.D. Program Committee, 2007-2014

Faculty Policy Committee, 2012-2014

Recruiting Committee co-Chair (Accounting), 2012-2014

Promotion and Tenure Committee (ad hoc member), 2009, 2011, 2012, 2013

Dissertation Committee member:

Feng Gao, 2010 (accounting); first placement: University of Illinois at Chicago

Fred Bereskin, 2010 (finance); first placement: University of Delaware

Szu-fan Chen, 2014 (accounting); first placement: HKUST

Michael Dambra, 2014 (accounting, co-chair); first placement: University of Buffalo

Ke Na, 2014 (accounting); first placement: Hong Kong University

Dissertation Defense chair:

Nanyang Bu, 2013 (Dept of Economics)

Thesis proposal reader, 2006-2013, accounting and finance