

## **Gregory R. Niehaus**

*Professor of Insurance and Finance  
Moore School of Business  
University of South Carolina  
Columbia, SC 29208*

*Work: (803) 777-7254  
email: gregn@moore.sc.edu*

### **Education**

Ph.D. Washington University, Economics, 1985.  
M.A. Washington University, Economics, 1982.  
A.B. Kenyon College, Mathematics, 1980.

### **Academic Positions**

UofSC, 1999 - present, Professor of Insurance and Finance  
UofSC, 2019 – present, Director of Finance Scholars Program  
UofSC, 2015-2018, Finance Department Chair  
UofSC, 2013- present, Risk & Uncertainty Management Center,  
Founder, Director (2013-2016), Academic Director (2017-present)  
UofSC, 2007- 2011, Senior Associate Dean for Research and Academics  
UofSC, 2001 - 2004, Finance Department Chair  
UofSC, 1997 - 1999, Associate Professor of Insurance and Finance  
Michigan State University, 1996 -1997, A.J. Pasant Chair of Life Insurance and Financial Services  
UofSC, 1990 -1996, Associate Professor of Insurance and Finance  
University of Michigan, 1985 -1990, Assistant Professor of Finance and Insurance

### **Other Positions**

Co-Editor/Senior Editor, Journal of Risk and Insurance, 2016 - present  
Board Member for the American Risk and Insurance Association, 2015-2018  
Officer of Risk Theory Society, 2015-2018 (president, 2016-17)  
Gen Re Visiting Professor at the University of Cologne, 2015

### **Awards**

Outstanding 1<sup>st</sup> Year Professor, MBA Program, 2002.  
Outstanding 1<sup>st</sup> Year Professor, MBA Program, 2001.  
Outstanding 1<sup>st</sup> Year Professor, MBA Program, 2000.  
Robert Witt Award for the Best Feature Paper, Journal of Risk and Insurance, 1996, 2019.  
Alfred G. Smith Award for Teaching Excellence, 1994.  
International Insurance Society Research Paper Award, 1992.  
Selected for and Completed Academic Leadership Development Program, 2008-2009, organized by the  
Southeastern Conference Academic Consortium.

## **Publications in Academic Journals**

Correlated Trading by Life Insurers and Its Impact on Bond Prices, forthcoming, Journal of Risk and Insurance, with Chia-Chun Chiang.

Managing Capital via Internal Capital Market Transactions: The Case of Life Insurers, Journal of Risk and Insurance 85, 2018, 69-106. Recipient of the Robert C. Witt Award for Best Feature Article in the JRI.

Framing and the Disposition Effect: Evidence from Mutual Fund Investor Redemption Behavior, Quantitative Finance 14, 2014, 683-698, with David Shrider.

The Impact of Sell-Side Analyst Research Coverage on an Affiliated Broker's Market Share of Trading Volume, Journal of Banking and Finance 34, 2010, 776-787, with Donghang Zhang.

Cash Balance Plan Conversions: Evidence on Excise Taxes and Implicit Contracts, Journal of Risk and Insurance 72, 2005, 321-352, with Tong Yu.

Management Turnover in Subsidiaries of Conglomerates Versus Standalone Firms, Journal of Financial Economics 72, 2004, 63-96, with Eric Powers and Chris McNeil.

Capital, Corporate Income Taxes and Catastrophe Insurance, Journal of Financial Intermediation 12, 2003, 365-389, with Scott Harrington.

Capital Structure Decisions in the Insurance Industry: Stocks versus Mutuals, Journal of Financial Services Research, February/April, 2002, with Scott Harrington, 145-163.

The Allocation of Catastrophe Risk, Journal of Banking and Finance 26, 2002, 585-596.

Insider Trading, Equity Issues, and CEO Turnover in Firms Subject to Securities Class Actions, Financial Management, Winter, 1999, 52-72, with Greg Roth.

Basis Risk with PCS Catastrophe Insurance Derivative Contracts, Journal of Risk and Insurance, March, 1999, with Scott Harrington, 49-82.

Employee Buyouts: Causes, Structure, and Consequences, Journal of Financial Economics, June, 1998, with Susan Chaplinsky and Linda Van de Gucht, 283-332. (reprinted in Corporate Restructuring, eds. John J. McConnell and David J. Denis, part of the The International Library Of Critical Writings In Financial Economics, series ed., Richard Roll.)

Race, Redlining, and Automobile Insurance Prices, Journal of Business, July, 1998, with Scott Harrington.

Pension Plan Funding and Corporate Debt Ratings, Journal of Risk and Insurance, September, 1998, with Tom Carroll.

Insurer Capital Structure Decisions and the Viability of Insurance Derivatives, Journal of Risk and Insurance, September, 1995, with Scott Harrington and Steven V. Mann, 483-509. Recipient of the Robert C. Witt Award for Best Feature Article in the JRI.

The Role of ESOPs in Takeover Contests, Journal of Finance, September, 1994, with Susan Chaplinsky, 1451-1470.

Evidence on the Time Series Properties of Insurance Premiums and Causes of the Underwriting Cycle: New Support for the Capital Market Imperfection Hypothesis, Journal of Risk and Insurance, September, 1993, with Andy Terry, 466-479.

Do Inside Ownership and Leverage Share Common Determinants? Quarterly Journal of Business and Economics, Autumn, 1993, with Susan Chaplinsky, 61-78.

Duration, Systematic Risk, and Employee Valuation of Default Free Pension Claims: Comment, Journal of Risk and Insurance, March, 1993, 129-138.

The Trading of Underwriting Risk: An Analysis of Insurance Futures Contracts and Reinsurance, Journal of Risk and Insurance, December, 1992, with Steven V. Mann, 601-627.

Tax and Distributional Effects of Leveraged ESOPs, Financial Management, Spring, 1990, with Susan Chaplinsky, 29-38.

The PBGC's Flat Fee Schedule, Moral Hazard, and Promised Pension Benefits, Journal of Banking and Finance, 14, 1990, 55-68.

Ownership Structure and Inventory Method Choice, The Accounting Review, April, 1989, 269-284.

Government Pension Policy and the Cost of Labor and Capital, Journal of Financial Services Research, 2, 1989, 5-20.

## **Practitioner Oriented Publications**

U.S. Life Insurers' Responses to the Financial Crisis: A Review of the Research, 2017, with Chia-Chun Chiang, Journal of Financial Perspectives 4, 107-120.

Do Life Insurers' Investment Decisions Contribute to Systemic Risk? 2014, in Center for Insurance Policy Research (CIPR) Newsletter, October.

Participant in the Roundtable Discussion on Enterprise Risk Management, Journal of Applied Corporate Finance, Winter 2004.

Enterprise Risk Management: The Case of United Grain Growers, Journal of Applied Corporate Finance, Winter 2002, with Scott Harrington and Ken Risko.

Government Insurance, Tax Policy, and the Affordability and Availability of Catastrophe Insurance, Journal of Insurance Regulation, Summer 2001, with Scott Harrington, 591-612.

Unbundling Catastrophe Risk, The Risk Financier, September 1997, with Scott Harrington and Steven Mann, 4-5.

Resolving the Controversy over the Value of Employee Claims in ESOP Buyouts, Benefits Quarterly, Fourth Quarter, 1994, with Susan Chaplinsky and Linda Van de Gucht, 58-66.

An Economic Overview of Risk-Based Capital Requirements for the Property-Liability Industry, Journal of Insurance Regulation, Summer 1993, with J. David Cummins and Scott Harrington, 427-447.

Dealing with Insurance Availability and Affordability Problems in Inner Cities: An Analysis of the California Proposal, Journal of Insurance Regulation 10, Summer, 1992, with Scott Harrington, 564-584.

Tax Advantages of ESOP Financing, Benefits Quarterly, vol. 7, Third Quarter, 1991, with Susan Chaplinsky, 26-30.

Leveraged ESOPs and Firm Risk, Financial Analysts Journal, Spring, 1990, with Susan Chaplinsky, 10-13.

Considerations Driving Interest Rate Assumption Changes, Financial Analysts Journal, November-December, 1983, with M. Morris and W. Nichols, 13-15.

### **Textbooks and Cases Published**

Risk Management and Security Metrics at Boeing, 2014, Journal of Applied Risk Management & Insurance 2, 25-38.

Fuel Risk Management at American Electric Power, 2012, Risk Management and Insurance Review 15, 1-22, with Doug Buck, Dwayne Elliott, Bill Rives, and Laura Thomas.

Risk Assessment, American Institute for Chartered Property Casualty Underwriters, 2005, with Scott Harrington and E. Baranoff.

Risk Management and Insurance, with Scott Harrington, Irwin/McGraw-Hill, 2<sup>nd</sup> edition, 2004.

Instructor's Manual for Risk Management and Insurance, with Scott Harrington, Irwin/McGraw-Hill, 2<sup>nd</sup> edition, 2004.

United Grain Growers: Enterprise Risk Management and Weather Risk, Risk Management and Insurance Review 6, 2003, 193-217, with Scott Harrington.

Risk Management and Insurance, with Scott Harrington, Irwin/McGraw-Hill, 1999,

Instructor's Manual for Risk Management and Insurance, with Scott Harrington, Irwin/McGraw-Hill, 1999.

### **Books Edited**

Insurance and Risk Management, Volume I: Economics of Insurance Markets. Edward Elgar Publishing, 2008.

Insurance and Risk Management, Volume II: Corporate Risk Management. Edward Elgar Publishing, 2008.

## **Publications in Books**

Enterprise Risk Management and the Risk Management Process, 2017, in The Palgrave Handbook of Unconventional Risk Transfer, Maurizio Pomella and Nicos Scordis, eds., Springer International Publishing.

Role of Insurance in Enterprise Risk Management, 2015, in Enterprise Risk Management: A Common Approach for the Whole Organization, Phil Green, ed., Elsevier.

Insurance Price Volatility and Underwriting Cycles, 2014, in Handbook of Insurance, Georges Dionne, ed., Kluwer Academic Press, 2013, with Scott E. Harrington and Tong Yu.

Discussion of 'Federal Financial Exposure to Catastrophe Risk' in Measuring and Managing Federal Financial Risk, edited by Debbie Lucas, University of Chicago Press, 2010.

Volatility and Underwriting Cycles, in G. Dionne, ed. Handbook of Insurance. Kluwer Publishing, 2000, with Scott Harrington.

Race and Availability/Affordability Problems in Urban Automobile Insurance Markets, in Robert Klein, ed. Alternative Approaches to Insurance Regulation. National Association of Insurance Commissioners, with Scott Harrington.

Hedging Catastrophe Risk with Derivatives, Edwin Altman and Irwin Vanderhoof, eds. The Strategic Dynamics of the Insurance Industry: Asset/Liability Issues. Irwin Professional Publishing, 1996, with Steven Mann, 199-218.

Risk-Based Capital Requirements for Property-Liability Insurers: An Analysis of Conceptual and Measurement Issues, Edward Altman and Irwin Vanderhoof, eds., The Financial Dynamics of the Insurance Industry. Irwin Professional Publishing, 1995, with J. David Cummins and Scott Harrington, 111-152.

## **Contributions to White Papers**

Life Insurer Balance Sheets: Description and Issues of the Past Decade, 2013, in Study on the State of the Life Insurance Industry: Implications of Industry Trends, Anne Oberstaedt, ed., Center for Insurance Policy Research.

An Economic Analysis of Workers' Compensation in South Carolina, with Travis Pritchett, Scott Harrington, and Helen Doerpinghaus, 1993.

## **Grants**

Spencer Educational Foundation Grant, 2000.

University of South Carolina Research and Productive Scholarship Grant, 1995.

## **Working Papers**

Insurer Liability Opacity, Investor Learning, and the Cost of Capital, with Chia-Chun Chiang, Hugh H. Kim, 2019.

The Effect of Regulation on the Connectedness of Insurers to Banks: International Evidence, with Jannes Rauch, Sabine Wende, 2019.

Personal Taxes, Cost of Insurer Equity Capital, and Offshore Hedge Fund Reinsurers, 2019.

## **Papers Accepted for Presentation at Professional Meetings**

American Risk and Insurance Association (2018, 2015, 2014, 2012, 1997, 1996, 1993, 1992, 1991, 1990)

Risk Theory Seminar (2015, 2012, 2000, 1996, 1991)

Financial Intermediation Research Society (2014)

Western Economic Association (2014)

Insurance Risk and Finance Research Conference, Singapore (2014)

Financial Management Association (2011, 2002, 1996, 1994, 1992, 1991)

People and Money: The Human Factor in Financial Decision-Making, DePaul University (2006)

NBER Conference on Corporate Governance (2003)

Southern Finance Association (2002, 1994)

American Finance Association (2001, 1989)

Dept. of Labor and Miami U. Conference on Pension Policy Issues (2001, 1996, 1992)

Wharton/AON Conference on Capital in the Insurance Industry (2000)

Western Finance Association (1998, 1994, 1992, 1991, 1989, 1988)

International Conference on Insurance Solvency and Finance (1997, 1994)

NYU Conference on the Insurance Industry (1995, 1993)

NAIC Conference: Issues in Insurance Regulation (1995)

American Law and Economics Association (1994)

## **Invited Paper Presentations**

University of Nebraska, 2019

Cal State Fullerton, 2019

Temple University, 2018

University of Wisconsin, 2018

Munich Risk and Insurance Center, LMU, 2017

University of North Carolina Charlotte, 2016

Temple University, 2015

University of Georgia, 2014

University of Iowa, 2013

Florida State University, 2012

University of Cincinnati, 2012

ESC Clermont, 2009

Ohio State University, 2002.

University of Alabama, 2001.

Federal Reserve Bank of New York, 2001.  
 University of Tennessee, 2000.  
 University of Illinois, 1998.  
 Michigan State University, 1997.  
 University of Virginia, 1995.  
 Michigan State University, 1995.  
 University of Pittsburgh, 1995.  
 University of Georgia, 1995.  
 Michigan State University, 1994.  
 The Wharton School of the University of Pennsylvania, 1993.  
 North Carolina State University, 1993.  
 University of Illinois, 1992.  
 U.S. Commodity Futures Trading Commission, 1992.  
 Southern Methodist University, 1991.  
 University of Texas, 1991.  
 Virginia Tech, 1991.  
 University of Illinois, 1990.  
 The Wharton School of the University of Pennsylvania, 1990.  
 University of Notre Dame, 1990.  
 University of South Carolina, 1990.  
 University of Florida, 1989.  
 University of Virginia, 1989.  
 U.S. Securities and Exchange Commission, 1989.  
 University of Cincinnati, 1989.  
 Wayne State University, 1989.

## Teaching Experience

Ph.D.	Corporate Finance Economics of Insurance and Pensions
MBA	Investments Corporate Finance Risk Management
Undergraduate	Investments Corporate Finance Fundamentals of Risk and Insurance Corporate Risk Management Risk Modeling

## College and University Committees

Finance Department T&P Committee Chair, 2018-present  
 College Task Force on Revising the Masters programs, 2016  
 University Faculty Grievance Committee, 2014-2018  
 University Conflict of Interest Committee, 2011-2016  
 Moore School Analytics Task Force, 2013-2015

Faculty Advisor, Gamma Iota Sigma, 2011-2016  
Chair of College's Task Force on Undergraduate Enrichment, 2012-2013  
University Committee to select "Rising Stars," 2009-2011  
University Undergraduate Research Committee, 2008-2011  
University Non-Tenure Track Task Force, 2008-2009  
Chair, Moore School Strategic Planning Committee, 2006-2007  
Moore School Dean Search Committee, 2006-2007  
Finance Recruiting Committee Chair, 2004-2005  
Research and Productive Scholarship Reviewer, 2003-2004  
Undergraduate Policy Executive Committee (2001-2005)  
Task Force for Revising the Masters Programs (1999-2001)  
Faculty Executive Committee for the new Masters Program (2000)  
Finance Ph.D. Coordinator (1999-2000, 2006-2007)  
Faculty Advisor, MBA Association (1999-2002)  
Board Member of MBA Alumni Fund (2000)  
Dean's Tenure & Promotion Advisory Committee (1999, 2000, 2005)  
Faculty Advisor, Gamma Iota Sigma (1993-1995).  
MBA Executive Committee (1994-1996, 1998-2001).  
Graduate Curriculum Policy Committee (1992-1993).  
Academic Responsibility Committee (1991-1994, Chair, 1993-1994).  
Finance Seminar Series Coordinator (1992-1993, 1995-1996, 1999-2000, 2000-2001).  
Coordinator for the College of Insurance's Minority Honors Program, (1991-1995).  
Pension Trust Seminar Planning Committee (1991-1995).

## **Professional Service Activities**

### Editorial Boards

Journal of Risk and Insurance, Co-Editor, 2016-2018, Senior Editor, 2018-present  
Journal of Financial Risk Management, 2012-2016  
Journal of Applied Risk Management and Insurance, 2012-2016  
Insurance Markets and Companies: Analyses and Actuarial Computations, 2010-2016

### Referee

Economic Inquiry  
Economic Modeling  
Financial Management  
Financial Practice and Education  
Geneva Papers on Risk and Insurance Theory  
International Review of Economics and Finance  
Insurance Markets and Companies: Analyses and Actuarial Computations  
Journal of Banking and Finance  
Journal of Business Research  
Journal of Corporate Finance  
Journal of Economic Behavior and Organization  
Journal of Economics and Business  
Journal of Finance  
Journal of Financial Economics  
Journal of Financial and Quantitative Analysis



Journal of Financial Intermediation  
Journal of Financial Research  
Journal of Risk and Insurance, Assistant Editor: 1991 - 1997, 2002.  
North American Actuarial Journal  
Pacific Basin Finance Journal  
Review of Business and Economic Statistics  
Review of Financial Studies  
Risk Management and Insurance Review  
The Financial Review  
The National Tax Journal  
The Eastern Economic Journal

#### Other Professional Service Activities

Risk Theory Society:  
Elected Officer, 2015-2018 (Secretary – 2015-16, Pres – 2016-17, Past Pres – 2017-18)

American Risk and Insurance Association:  
Elected Board Member, 2016-2018  
Nominations Committee Chair, 2018  
Journal of Risk and Insurance Editor Search committee, 2012  
Early Career Award Selection committee, 2012, 2015  
Plenary Session Presentation, Annual meeting: "Corporate Pension Plans and  
Convergence."  
Awards Committee, 1993, 1995, 1997  
Chair, Kulp-Wright Book Award Committee, 1999.  
Program Planning Committee for Annual Meeting: 1993, 1994, 1999, 2013.

Southern Finance Association:  
Vice-President for Local Arrangements, 2000.

Financial Management Association:  
Program Planning Committee for Annual Meeting: 1993, 1994, 1995, 2002, 2003, 2005.

#### Book Reviews:

An Economic Appraisal of U.S. Pension Tax Policy, by Richard Ippolito, *Journal of Risk and Insurance*, June, 1992.

Government Risk Bearing, edited by Mark Sniderman, *Journal of Risk and Insurance*, March, 1995.

#### **Consulting**

Missouri Department of Insurance (insurance market anti-trust issues)  
U.S. Justice Department (captive insurer tax issues)  
Burlington Industries (ESOP valuation)

## **Executive and Professional Teaching**

- Financial & Risk Management of Life Insurers, 2014 - 2018  
(University of South Carolina for Pan American Life Insurance Program)
- Leadership, Development, and Exploration Program, 2016  
(Michigan Farm Bureau Group)
- Next Generation Security Leadership Program, 2012-2013, 2016  
(Security Executive Council)
- Director Training for AgFirst, 2004, 2007, 2008  
(University of South Carolina)
- Finance for Non-Financial Managers, 1999 - 2006  
(University of South Carolina)
- Enterprise Risk Management, 2004  
(Georgia State University)
- Management of Corporate Pension Plans, 1998  
(University of Michigan and Treasury Management Association)
- Fundamentals of Insurance Markets, 1996, 1997, 1998  
(Michigan State University and Michigan Farm Bureau Insurance Company)
- Managing Energy Price Risk, 1996  
(University of South Carolina program for Saudi Arabian economists)
- U.S. Insurance Markets, 1995  
(University of South Carolina program for a Brazilian Insurance Company)
- Fixed Income Securities, 1990  
(University of Michigan)