

# Mohammad (Mo) Soltani-Nejad

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CONTACT INFORMATION 601K Alter Hall, 1801 Liacouras Walk mohammad.soltaninejad@temple.edu  
Fox School of Business <https://msnejad.github.io/>  
Philadelphia, PA 19122 Last Updated: August 3, 2024  
*U.S. Permanent Resident*

RESEARCH INTERESTS Financial Institutions, Insurance Economics, Financial Regulation, Corporate Finance of Insurers

EDUCATION **Temple University, Philadelphia, PA**  
Ph.D., Business Administration: Risk Management & Insurance, 2024  
*Selected Coursework:* Econometrics (I, II and III), Microeconomics Theory, Financial Economics, Corporate Finance Theory, Empirical Corporate Finance, Capital Markets Research, Household Finance, Corporate Risk Management, Risk Theory

**St. John's University, New York City, NY**  
M.S., Risk Management & Risk Analytics, 2021

**Shahid Beheshti University, Tehran, Iran**  
M.S., Finance, 2016

**University of Tehran, Tehran, Iran**  
B.S., Electrical Engineering, 2013

CERTIFICATIONS **Chartered Financial Analyst (CFA) Charterholder, CFA Institute** Since 2019

WORKING PAPERS **Investment Decisions of Insurers in the Face of Revenue Shocks**  
*Solo author*  
Using variations in states' COVID-19-related lockdown measures and their impact on the revenue from auto insurance, the largest Property & Casualty (P&C) line of business, I study insurers' investment strategy in response to revenue shocks. Instrumenting for the magnitude of the shock with state-level mobility data collected from cellphones, I show that affected insurance companies shift their bond investments from safer to more speculative bonds. I verify my results with a difference-in-differences design for a subset of single-state companies operating in two states with drastically different lockdown measures.

**Interest Rates, Asset Duration, and P&C Insurers Product Pricing**  
*Solo author*  
I examine how the duration of assets held by Property and Casualty (P&C) insurers affects their pricing strategies during periods of increasing interest rates. In a rapidly rising interest rate environment, insurers with longer asset duration face greater investment losses, avoid realizing them, and settle with lower investment yields. Using a difference-in-differences setup with an instrumented treatment, I show that these firms are at a disadvantage in the product market and cannot adequately adjust their prices to remain competitive.

WORK IN PROGRESS **Business Credit Under Creeping Disasters: Evidence from Opioid Epidemic**

HONOR & AWARDS **Temple University University**  
Best 2<sup>nd</sup>-Year PhD Paper Award 2023  
Spencer Pre-Dissertation Ph.D. Candidates Award (\$10,000) 2023  
24<sup>th</sup> and 25<sup>th</sup> Young Scholars Interdisciplinary Forum (\$5,800) 2022

	<b>St. John's University</b>	
	Winner of CSIR Student Innovation in Insurance Contest (\$2,000)	2021
	Insurance Leader of the Year (ILOTY) Scholarship (\$35,000)	2020
PROFESSIONAL SERVICES	<b>Doctoral Students Association, Fox School of Business</b>	
	President	2022-2023
	<b>Department Brownbag Seminar Series, Fox School of Business</b>	
	Coordinator	2022-2024
INDUSTRY EXPERIENCE	<b>Parthian Advisors, Tehran, Iran</b>	
	Investment Banking Vice President	2019-2020
	Investment Banking Associate	2017-2018
	<b>Griffon Capital, Tehran, Iran</b>	
	Private Equity Analyst	2015-2016
TEACHING EXPERIENCE	<b>Temple University</b>	
	Actuarial Corporate Finance (UG) – Instructor	2024
	Short-term Actuarial Modeling – TA	2023
	Actuarial Corporate Finance (MA / UG) – TA	2022-2023
PRESENTATIONS	<b>American Risk and Insurance Association, Annual Meeting 2024</b>	
	Denver, CO, (Aug 2024)	
	<b>American Risk and Insurance Association, Annual Meeting 2023</b>	
	Washington D.C., (Aug 2023)	
	<b>Fox School of Business Interdisciplinary Brownbag Seminar</b>	
	Philadelphia, PA (Mar 2023)	
	<b>Southern Risk and Insurance Association, Annual Meeting 2022</b>	
	New Orleans, LA (Nov 2022)	
ADDITIONAL INFORMATION	<b>Computer Skills:</b> Python, R, MATLAB, Stata, L <sup>A</sup> T <sub>E</sub> X, Excel + VBA	
	<b>Technical Skill:</b> Advanced Causal Inference, Simulation, Financial Datasets (CRSP, Compustat, TRACE, S&P Capital IQ, EDGAR, NAIC Filings)	
	<b>Languages:</b> English (fluent), Persian (native)	