

Curriculum Vitae
Richard P. Larrick
November, 2011

Office Address

Fuqua School of Business
Duke University
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Durham, NC 27708

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(919) 270-1373 (Cell)

Academic Positions

- Current position** **Fuqua School of Business, Duke University**
Professor of Management
William and Sue Gross Research Fellow
Faculty Director, Center for Energy, Development, & the Global Environment (EDGE)
Secondary appointment in the Department of Psychology and Neuroscience
- 2001-2009** **Fuqua School of Business, Duke University**
Associate Professor of Management (tenured in 2005)
- 1993-2001** **Graduate School of Business, University of Chicago**
Associate Professor of Behavioral Science (1997-2001)
Assistant Professor of Behavioral Science (1993-1997)
- 1991-1993** **Kellogg Graduate School of Management, Northwestern University**
Visiting Assistant Professor of Organization Behavior
Post-Doctoral Fellow, Dispute Resolution Research Center

Education

Ph.D., 1991, M.A., 1989, Social Psychology, University of Michigan
Dissertation topic: Protecting the Self in Decisions under Risk
Committee: Richard E. Nisbett (chair), Michael D. Johnson, Claude M. Steele, J. Frank Yates

B.A., 1986, High Honors, Psychology and Economics, College of William and Mary
Thesis topic: Excuses and Justifications in Causal Attribution
Advisor: Kelly G. Shaver

Research Interests

Individual, group, and organizational cognition, including:

- Improving decisions (rational models, debiasing techniques, improving environmental decisions)
- The social context of decisions (wisdom of crowds, advice taking, social networks, negotiation, fairness)
- Judgment processes (learning from feedback, scale effects, overconfidence, attribution)
- Motivational and emotional influences on decisions (goals, regret, revenge)

Papers in the Review Process

Johnson, E. J., Shu, S., Dellaert, B. G. C., Fox, C.R., Goldstein, D.G., Haubl, G., Larrick, R. P., Peters, E., Payne, J. W., Schkade, D., Wansink, B., and Weber, E. U. (under revision for resubmission). Beyond nudges: Tools of a choice architecture. *Marketing Letters*.

Soll, J. B., Keeney, R. L., & Larrick, R. P. (under revision for resubmission). Consumer misunderstanding of credit card use, payments, and debt: Causes and solutions. *Journal of Public Policy and Marketing*.

Tost, L. P., Gino, F., & Larrick, R. P. (under second review). When power makes others speechless: The negative impact of leader power on team performance. *Academy of Management Journal*.

Working Papers

Carton, A. M., Larrick, R. P., & Page, L. (manuscript). *Back to the grind: How attention affects satisfaction during goal pursuit*.

Mannes, A. E., Larrick, R. P., & Soll, J. B. (manuscript). *The wisdom of small crowds*.

Publications

Aggarwal, P., & Larrick, R. P. (conditional acceptance). When consumers care about being treated fairly: The interaction of relationship norms and fairness norms. *Journal of Consumer Psychology*.

Feiler, D. C., Tong, J. D., & Larrick, R. P. (conditional acceptance). Biased judgment in censored environments. *Management Science*.

Larrick, R. P., & Wu, G. (forthcoming). Risk in negotiation: Judgments of likelihood and value. In G. E. Bolton & R. T. A. Croson (Eds.), *The Oxford Handbook of Economic Conflict Resolution*. New York, NY: Oxford University Press.

Tost, L. P., Gino, F., & Larrick, R. P. (forthcoming). Power, competitiveness, and advice taking: Why the powerful don't listen. *Organizational Behavior and Human Decision Processes*.

Wade Benzoni, K. A., Tost, L. P., Hernandez, M., & Larrick, R. P. (forthcoming). It's only a matter of time: Death, legacies, and intergenerational decisions. *Psychological Science*.

Wu, G., Larrick, R. P., & Tennant, R. (forthcoming). Biased beliefs in negotiation. In G. E. Bolton & R. T. A. Croson (Eds.), *The Oxford Handbook of Economic Conflict Resolution*. New York, NY: Oxford University Press.

Larrick, R. P., & Cameron, K. W. (2011). Consumption-based metrics: From autos to IT. *Computer*, 44, 97-99.

Larrick, R. P., Mannes, A. E., & Soll, J. B. (2011). The social psychology of the wisdom of crowds. In J. I. Krueger (Ed.), *Frontiers in social psychology: Social judgment and decision making*. New York: Psychology Press.

- Larrick, R. P., Timmerman, T. A., Carton, A. M., & Abrevaya, J. (2011). Temper, temperature, and temptation: Heat-related retaliation in baseball. *Psychological Science, 22*, 423-428.
- Jeffrey, S. A., Onay, S., & Larrick, R. P. (2010). Goal attainment as a resource: The cushion effect in risky choice above a goal. *Journal of Behavioral Decision Making, 23*, 191-202.
- Burson, K. A., Larrick, R. P., & Lynch, Jr., J. G. (2009). Six of one, half dozen of the other: Expanding and contracting numerical dimensions produces preference reversals. *Psychological Science, 20*, 1074-1078.
- Larrick, R. P., Heath, C., & Wu, G. (2009). Goal-induced risk taking in negotiation and decision making. *Social Cognition, 27*, 342-364.
- Larrick, R. P. (2009). Broaden the decision frame to make effective decisions. In E. A. Locke (Ed.), *Handbook of Principles of Organizational Behavior (2nd Ed.)* (pp. 461-480). Chichester, UK: Wiley and Sons.
- Soll, J. B., & Larrick, R. P. (2009). Strategies for revising judgment: How (and how well) people use others' opinions. *Journal of Experimental Psychology: Learning, Memory, and Cognition, 35*, 780-805.
- Larrick, R. P., & Soll, J. B. (2008). The MPG illusion. *Science, 320*, 1593-1594.
- Larrick, R. P., Burson, K. A., & Soll, J. B. (2007). Social comparison and confidence: When thinking you're better than average predicts overconfidence (and when it does not). *Organizational Behavior and Human Decision Processes, 102*, 76-94.
- Larrick, R. P., & Wu, G. (2007). Claiming a large slice of a small pie: Asymmetric disconfirmation in negotiation. *Journal of Personality and Social Psychology, 93*, 212-233.
- Burson, K. A., Larrick, R. P., & Klayman, J. (2006). Skilled or unskilled, but still unaware of it: How perceptions of difficulty drive miscalibration in relative comparisons. *Journal of Personality and Social Psychology, 90*, 60-77.
- Larrick, R. P., & Soll, J. B. (2006). Intuitions about combining opinions: Misappreciation of the averaging principle. *Management Science, 52*, 111-127.
- Janicik, G. A., & Larrick, R. P. (2005). Social network schemas and the learning of incomplete networks. *Journal of Personality and Social Psychology, 88*, 348-364.
- Larrick, R. P. (2004). Debiasing. In D. J. Koehler & N. Harvey (Eds.), *Blackwell Handbook of Judgment and Decision Making* (pp. 316-337), Malden, MA: Blackwell.
- Blount, S., & Larrick, R. P. (2000). Framing the game: Examining frame choice in bargaining. *Organizational Behavior and Human Decision Processes, 81*, 43-71.
- Heath, C., Larrick, R. P., & Wu, G. (1999). Goals as reference points. *Cognitive Psychology, 38*, 79-109.
- Morris, M. W., Williams, K. Y., Leung, K., Larrick, R., Mendoza, M. T., Bhatnagar, D., Li, J., Kondo, M., Luo, J., & Hu, J. (1999). Conflict management style: Accounting for cross-national differences. *Journal of International Business Studies, 29*, 729-748.

- Morris, M. W., Larrick, R. P., & Su, S. K. (1999). Misperceiving negotiation counterparts: When situationally-determined bargaining behaviors are attributed to personality traits. *Journal of Personality and Social Psychology*, 77, 52-67.
- Reprinted in *The Social Psychology of Organizational Behavior*, by L. L. Thompson, Ed., 2003, New York: Psychology Press; and in *Negotiation, Decision Making and Conflict Management*, by M. H. Bazerman, Ed., 2005, Cheltenham Glos, UK: Elgar
- Drolet, A., Larrick, R., & Morris, M. W. (1998). Thinking of others: How perspective taking changes negotiators' aspirations and fairness perceptions as a function of negotiator relationships. *Basic and Applied Social Psychology*, 20, 22-31.
- Heath, C., Larrick, R. P., & Klayman, J. (1998). Cognitive repairs: How organizations compensate for the shortcomings of individual learners. *Research in Organizational Behavior*, 20, 1-37.
- Larrick, R. P., & Blount, S. (1997). The claiming effect: Why players are more generous in social dilemmas than in ultimatum games. *Journal of Personality and Social Psychology*, 72, 810-825.
- Reprinted in *Negotiation, Decision Making and Conflict Management*, by M. H. Bazerman, Ed., 2006, Cheltenham Glos, UK: Elgar
- Larrick, R. P., & Blount, S. (1995). Social context in tacit bargaining games: Consequences for perceptions of affinity and cooperative behavior. In R. Kramer & D. Messick (Eds.), *Negotiation as a Social Process* (pp. 268-284). Newbury Park, CA: Sage.
- Morris, M. W., & Larrick, R. P. (1995). When one cause casts doubt on another: A normative analysis of discounting in causal attribution. *Psychological Review*, 102, 331-355.
- Larrick, R. P. (1993). Motivational factors in decision theories: The role of self-protection. *Psychological Bulletin*, 113, 440-450.
- Larrick, R. P., Nisbett, R. E., & Morgan, J. N. (1993). Who uses the cost-benefit rules of choice? Implications for the normative status of microeconomic theory. *Organizational Behavior and Human Decision Processes*, 56, 331-347.
- Reprinted in *Rules for Reasoning*, by R. E. Nisbett, Ed., 1993, Hillsdale, NJ: Erlbaum; and in *Judgment and Decision Making: An Interdisciplinary Reader* (2nd ed.), by T. Connolly, H. R. Arkes, & K. R. Hammond, Eds., 1999, Cambridge, UK: Cambridge
- Josephs, R. A., Larrick, R. P., Steele, C. M., & Nisbett, R. E. (1992). Protecting the self from the negative consequences of risky decisions. *Journal of Personality and Social Psychology*, 62, 26-37.
- Reifman, A. S., Larrick, R. P., & Fein, S. (1991). Temper and temperature on the diamond: The heat-aggression relationship in major-league baseball. *Personality and Social Psychology Bulletin*, 17, 580-585.
- Reprinted in *Psychology is Social* (3rd Ed.), by E. Krupat, 1994, New York: Harper Collins; and in *Psychology is Social* (4th ed.), by E. Krupat, 1999, Toronto: Pearson
- Larrick, R. P., Morgan, J. N., & Nisbett, R. E. (1990). Teaching the use of cost-benefit reasoning in everyday life. *Psychological Science*, 1, 362-370.

- Reprinted in *Rules for Reasoning*, by R. E. Nisbett, Ed., 1993, Hillsdale, NJ: Erlbaum

Encyclopedia Entries

- Larrick, R. P. (in preparation). Theory X and Theory Y. In D. J. Teece & M. S. Augier (Eds.), *The Palgrave Encyclopedia of Strategic Management*. MacMillan.
- Soll, J. B., Mannes, A. E., & Larrick, R. P. (forthcoming). The “wisdom of crowds” effect. In H. Pashler (Ed.), *Encyclopedia of Mind*. Thousand Oaks: Sage Publications.

Manuscripts in Preparation

- Burson, K. A., & Larrick, R. P. (in preparation). *Scale expansion and systematic changes in measured preference*.
- Carton, A. M., Larrick, R. P., & Wood, W. (in preparation). *Misperceptions of influence*.
- Kay, M., Larrick, R. P., & Soll, J. B. (in preparation). *Prediction depends on cue magnitude*.
- Larrick, R. P., Soll, J. B., & Keeney, R. L. (in preparation). *Designing better metrics for energy decisions: Why the top line matters*.

Unpublished Manuscripts

- Larrick, R. P., Morris, M. W., & Su, S. K. *Agreeing to disagree: Person perception when conflict is unresolvable*.

Selected Conference Presentations (* = presenter)

- *Larrick, R. P. (1992, May). *Self-protective processes in choice*. Behavioral Decision Research in Management, University of California-Berkeley.
- *Larrick, R. P., & Blount White, S. (1994, March). *Claiming and dividing: The role of norms in social dilemmas and ultimatum games*. Conference on "Negotiation in its Social Context," Stanford University, Palo Alto.
- *Larrick, R. P. (1994, May). *Avoiding conflict in decisions under multiattribute risk*. Behavioral Decision Research in Management, Boston.
- *Larrick, R. P. (1995, August). Chair and presenter, symposium on *Current perspectives on motivation in decision making*. Participants included Lola Lopes, James Beggan, Terry Boles, David Messick, and Roy Baumeister. American Psychological Association, New York.
- *Larrick, R. P., Heath, C., & Wu, G. (June, 1998). *Goals as reference points*. Behavioral Decision Research in Management Conference, University of Miami.
- *Jeffrey, S., & Larrick, R. P. (November, 1999). *The effect of aspiration levels on risky decision making*. Society for Judgment and Decision Making Conference, Los Angeles.

- *Soll, J. B., & Larrick, R. P. (November, 1999). *The 80/20 rule and the revision of judgment in light of another's opinion: Why do we believe ourselves so much?* Society for Judgment and Decision Making Conference, Los Angeles.
- *Larrick, R.P., & Wu, G. (June, 2000). *The small pie bias in distributive bargaining.* Behavioral Decision Research in Management Conference, University of Arizona.
- *Larrick, R. P. (October, 2000). Discussant for a special session entitled "What is your goal? The impact of goals on counterfactual thinking, attitude formation, and predictions of the future" chaired by Jennifer L. Aaker and Angela Lee. Association for Consumer Research Conference, Salt Lake City.
- *Larrick, R. P., & Blount, S. (October, 2000). *On choosing frames and being framed in bargaining.* Paper in a special session entitled "Strategic framing: The art and science of influencing others" chaired by Rebecca Hamilton. Association for Consumer Research Conference, Salt Lake City.
- *Larrick, R. P., Heath, C., & Wu, G. (November, 2001). *Goal-induced risk taking in strategy choice.* In a symposium on goals and decision making organized by Nathan Novemsky. Association for Consumer Research Conference, Austin, Texas.
- *Larrick, R. P. (October, 2001). *Goal-induced risk taking in strategy choice.* In a symposium on goals and decision making organized by Nathan Novemsky. Society for Judgment and Decision Making Conference, Orlando, Florida.
- *Larrick, R. P., & Soll, J. B. (June, 2002). *Combining opinions: Why don't people average?* Behavioral Decision Research in Management Conference, University of Chicago.
- *Larrick, R. P. (September, 2002). *Normative and intuitive strategies for revising opinions.* Keynote address, ASPO Summer Symposium on Economic Psychology. Held at Tilburg University, September 20, 2002.
- *Larrick, R. P. (October, 2002). Discussant for a special session entitled *Making decisions about the future: Psychological drivers of intertemporal choice* chaired by Gal Zauberman. Association for Consumer Research, Atlanta.
- *Larrick, R. P., & Soll, J. B. (May, 2003). *Lay intuitions about combining quantitative judgments.* Conference on Information Aggregation, University of Maryland.
- *Larrick, R. P., & Wu, G. (June, 2003). *Self-fulfilling versus self-correcting errors in negotiation.* Duck Conference on Social Cognition, Duck, North Carolina.
- *Larrick, R. P., & Burson, K. A. (April, 2004). *On the relationship between two classic judgment errors: Is thinking you're better-than-average the same as being overconfident?* Behavioral Decision Research in Management, Duke University.
- *Soll, J. B., Larrick, R. P., & Zhu, X (2006, June). *The Wisdom of the Crowd in the mind.* Behavioral Decision Research in Management, Santa Monica.
- *Larrick, R. P., Soll, J. B., & Mannes, A. E. (2006, June). *The futility of chasing the expert.* Behavioral Decision Research in Management, Santa Monica.

- Soll, J. B., *Larrick, R. P. (and session facilitator), & Burson, K. A. (August, 2006). *Social comparison and confidence: When thinking you're better than average predicts overconfidence*. Paper session on "Self-Regulation and Job Performance." Academy of Management, Atlanta.
- *Larrick, R. P. (August, 2006). Discussant for paper session on "Decision Making in Organizations." Academy of Management, Atlanta.
- *Soll, J. B., Mannes, A. E., & Larrick, R. P. (October, 2006). *Averaging opinions: When does it work well, and when do people do it?* INFORMS, Pittsburgh.
- Soll, J. B., *Mannes, A. E., & Larrick, R. P. (November, 2006). *Average or chase? Errors in the use of advice*. Society for Judgment and Decision Making Conference, Houston.
- *Larrick, R. P. (August, 2007). Participant in symposium on *Leadership in academia*. Academy of Management, Philadelphia.
- *Larrick, R. P. (August, 2007). Participant in Junior Faculty Research Incubator on *Putting negotiators in their place: Studying negotiation in its social context*. Academy of Management, Philadelphia.
- *Soll, J.B., Larrick, R. P., & Mannes, A. E. (August, 2007). *Strategies for combining opinions*. European Association for Decision Making (SPUDM-21), Warsaw.
- *Soll, J.B., Larrick, R. P., & Mannes, A. E. (April, 2008). *The wisdom of small crowds*. Behavioral Decision Research in Management, San Diego.
- *Soll, J.B., Larrick, R. P., & Mannes, A. E. (November, 2008). *When smaller crowds are wiser*. Society for Judgment and Decision Making, Chicago.
- *Larrick, R. P., & Soll, J. B. (November, 2008). *The MPG illusion: Improving fuel efficiency judgments through GPM*. Society for Judgment and Decision Making Pre-Conference on "Using Human Nature to Improve Human Life," Chicago.
- *Soll, J. B., Larrick, R. P., & Mannes, A. E. (May, 2009). *Intuitive strategies for aggregating opinions*. Association for Psychological Science, San Francisco.
- *Larrick, R. P., & Soll, J. B. (August, 2009). *The MPG Illusion*. American Psychological Association, Toronto.
- *Carton, A.M., Larrick, R.P., & Wood, W. (August, 2009). *Why others influence us when we neither think they do nor want them to: Misperceptions of influence*. Academy of Management, Chicago.
- *Soll, J. B., Larrick, R. P., & Mannes, A. E. (October, 2009). *When it comes to wisdom, smaller crowds are wiser*. Association for Consumer Research, Pittsburgh.
- *Larrick, R. P. (May, 2010). *Choosing attribute scales to guide better decisions*. Triennial Choice Conference, Key Largo.
- Tost, L. P., Gino, F., & *Larrick, R. P. (June, 2010). *Power, competitiveness, and advice taking: Why the powerful don't listen*. Behavioral Decision Research in Management, Pittsburgh.
- *Carton, A. M. & Larrick, R. P. (August, 2010). *Translational leadership and goal dimensionality: The international race to the moon in the 1960s*. Academy of Management, Montreal.

*Larrick, R. P., Timmerman, T. A., Carton, A. M., & Abrevaya, J. (November, 2010). *Temper, temperature, and temptation: The decision to retaliate in baseball*. Society for Judgment and Decision Making, St. Louis.

Selected Invited Colloquia

- University of Illinois, Psychology Department (April, 1996)
- Northwestern University, Psychology Department (May, 1998)
- Cornell University, Johnson School of Management (January, 2000)
- New York University, Stern School of Business (February, 2000)
- Northwestern University, Kellogg Graduate School of Management (May, 2000)
- Yale University, School of Management (December, 2003)
- Columbia University, Graduate School of Business (March, 2004)
- UCSD, Rady School of Business (January, 2005)
- UCLA, Anderson School (February, 2005)
- University of North Carolina, Psychology Department (February 2006)
- University of Chicago, Graduate School of Business (May 2006)
- University of Pennsylvania, Wharton School (February 2007)
- Harvard University, Program on Negotiation (March 2007)
- Northwestern University, Kellogg Graduate School of Management (March 2007)
- Washington University, Olin School of Business (April 2007)
- Waterloo University, Management Sciences Department (February 2008)
- University of Toronto, Rotman School of Management (February 2008)
- University of Texas, McCombs School (March 2008)
- Universitat Pompeu Fabra (October 2008)
- INSEAD (October 2008)
- Harvard University, TEEM Seminar at the Kennedy School (December 2008)
- Harvard University, NOM seminar at Harvard Business School (April 2009)
- Harvard University Center for the Environment (April 2009)
- UCLA, Anderson School of Business (May 2009)
- New York University, Stern School of Business (September, 2009)
- University of Pennsylvania, Wharton School (November 2009)
- University of Southern California, Marshall School of Business (October, 2010)
- University of Minnesota, Carlson School of Management (November, 2010)
- University of Chicago, Booth Graduate School of Business (September 2011)

Honors and Fellowships

- *College of William and Mary Ranking Scholar*, 1984-1986.
- *Phi Beta Kappa*, 1985.
- *College of William and Mary's Lord Botetourt Medal*, 1986, for the student ranking first in the graduating class.
- *University of Michigan Regents' Fellowship*, 1986-1987, 1990-1991.
- *National Science Foundation Graduate Fellowship*, 1987-1990.
- *Philip Brickman Memorial Prize*, 1988, awarded by the University of Michigan Psychology Department for the manuscript "Who uses the cost-benefit rules of choice?"
- *William S. Fishman Research Fellowship*, 1995-1996, from the University of Chicago's Graduate School of Business.

- *Hillel Einhorn New Investigator Award*, 1996, awarded by the Society for Judgment and Decision Making for the 1995 article entitled “When one cause casts doubt on another: A normative analysis of discounting in causal attribution” with Michael Morris.
- *First runner up for Best Paper Award*, 2001, from the Conflict Management Division of the Academy of Management for the 1995 article “Avoiding regret in decisions with feedback: A negotiation example” with Terry Boles.
- *Runner up, Daimler Chrysler Award for Innovation and Excellence in Teaching*, 2003-2004, for core teaching in the Fuqua Daytime MBA program.

Professional Affiliations

Academy of Management, American Psychological Association, American Psychological Society, Association for Consumer Research, Society for Judgment and Decision Making, Society for Personality and Social Psychology

Student Advising

o Dissertation Chair

- Jack B. Soll, University of Chicago, Ph. D. completed in 1997.
- Kelly E. See, Duke University, Ph. D. completed in 2004.
- James Emery, Duke University, Ph. D. completed in 2006 (co-chair with Sim Sitkin).
- Min Li, Duke University, Ph. D. completed in 2008 (co-chair with Kim Wade-Benzoni)
- Albert Mannes, Duke University, completed in 2009
- Siyuan Huang, Duke University, Ph. D. completed in 2009
- Andrew M. Carton, Duke University, Ph. D. completed in 2011 (co-chair with Jonathon Cummings)
- Daniel Feiler, Duke University, Ph. D. expected in 2012

o Dissertation Committee Member

- Veronique d'Estaintot, University of Chicago, Ph. D. completed in 1996.
- Gregory A. Janicik, University of Chicago, Ph. D. completed in 1998.
- Katherine A. Burson, University of Chicago, Ph. D. completed in 2004.
- Kim Chi Trinh, Duke University, Ph. D. completed in 2006.
- Morela Hernandez, Duke University, Ph. D. completed in 2007.
- Alex Markle, University of Chicago, Ph. D. completed in 2007.
- Robin Tanner, Duke University, Ph. D. completed in 2008.
- Henry Sauermann, Duke University, Ph. D. completed in 2008
- Xuimei Zhu, Duke University, Ph. D. completed in 2009.
- Leigh Plunkett Tost, Duke University, Ph. D. completed in 2010
- Stephen Spiller, Duke University, Ph. D. completed in 2011
- Patrick Badolato, Duke University, Ph. D. completed in 2011
- Catherine Shea, Duke University, Ph. D. expected in 2012

o Current Duke Ph. D. Advising

- Dan Feiler, Min Kay, Christina Rader-Baquero, Thomas Wicker, Christy Zhou

Editorial Positions and Reviewing

o Associate Editor

- Decision Analysis in *Management Science* (2006-present)

o Department Editor

- Culture, Conflict and Cognition in *Journal of International Business Studies* (2002-2006)

o Editorial Board Member

- *Journal of Behavioral Decision Making* (1997-present)
- *Organizational Behavior and Human Decision Processes* (2001-2010)
- *Personality and Social Psychology Bulletin* (2003-2005)
- *Personality and Social Psychological Review* (2006-2010)

o Ad Hoc Reviewer

- *Academy of Management Review*
- *Accounting Review*
- *Administrative Science Quarterly*
- *American Journal of Sociology*
- *Behavioral and Applied Social Psychology*
- *Cognition*
- *Cognitive Psychology*
- *Decision Analysis*
- *European Journal of Social Psychology*
- *Human Factors*
- *Journal of Applied Psychology*
- *Journal of Applied Social Psychology*
- *Journal of Accounting Research*
- *Journal of Economic Literature*
- *Journal of Economic Psychology*
- *Journal of Experimental Psychology: LMC*
- *Journal of Experimental Social Psychology*
- *Journal of Marketing Research*
- *Journal of Personality and Social Psychology*
- *Management Science*
- *Organization Science*
- *Personality and Social Psychology Bulletin*
- *Proceedings of the National Acad. of Science*
- *Psychological Bulletin*
- *Psychological Review*
- *Psychological Science*
- *Social Cognition*
- *Social Networks*
- *Social Psychological and Personality Science*
- *Strategic Management Journal*

o Grant Proposal Reviewer

- National Science Foundation, Decision, Risk, and Management Science Program
- National Science Foundation, Methodology, Measurement, and Statistics Program

Service and Teaching

o Service to Society for Judgment and Decision Making

- Hillel Einhorn New Investigator Award Selection Committee, member (2000, 2002, 2009, 2010) chair (2002 (ad hoc), 2004).

o **Service at Fuqua School of Business (2001-present)**

- Participant at the Fuqua School of Business Diversity Conference (November, 2003).
- Member of CEBE and Technology Committee (Fall, 2002 – Fall, 2003).
- Member of Duke University's Academic Council (2003, 2009-present).
- Instructor for Responsible Conduct of Research training for incoming Fuqua Ph. D. students (August, 2003 – August, 2006).
- Chair of the Management area Ph. D. program (December, 2002 – December, 2007; January 2009 – present).
- LEAD Program teacher (Summer, 2003, 2005).
- Coordinator for poster sessions, Behavioral Decision Research in Management Conference, Duke University (April, 2004).
- Faculty instructor for Parents' Weekend mock class (Fall, 2004, 2005)
- Member of the Center on Leadership and Ethics (2004 – present).
 - o COLE Center Scholar
- Member of the Center for Entrepreneurship and Innovation (2005 – present).
 - o Member of the Strategy and Planning Task Force
 - o Member of the Entrepreneurship Education Team
 - o Member of the Innovation Working Group
- Member of the Duke University search committee for Associate Vice President for Auxiliary Services (Spring, 2006)
- Member of the Executive Committee (September, 2006 – July, 2007)
- Participant in MBA Games Preview (September, 2006)
- Moderator, session on "Creating the Entrepreneurial Edge within Large Corporations," Duke/Coach K Leadership Conference (October, 2006)
- Judge for the Deloitte Consulting Case Competition (October, 2006)
- Member of Duke's Institutional Review Board (Fall, 2006 – present)
- Faculty instructor for Blue Devil Weekend mock class (Spring, 2007)
- Faculty presenter at Parents' Weekend—overview of new FSB curriculum (Fall, 2007)
- FSB Triangle Area Alumni research presentation (Spring, 2007)
- Management and Organizations Area coordinator (July, 2009 – June, 2010)
- Faculty Director, Center for Energy, Development, and the Global Environment (Spring, 2010 – present)

o **Service at University of Chicago (1993-2001)**

- Member of the Behavioral Science Ph. D. Exam Committee, 1993-1997.
- Case Leader for MBA Program Orientation Sessions, various dates, 1993-2001.
- Case Leader for the City of Chicago Mayor's Office Retreat, 1997.
- Member of the Institutional Review Board, University of Chicago, 1998-2001.

o **MBA Teaching**

- *Negotiation* (Daytime Elective), Kellogg Graduate School of Management (1992-1993)
- *Managing in Organizations* (Daytime and Evening Core), University of Chicago GSB (1994)
- *Strategy and Processes of Negotiation* (Daytime, Evening, and Weekend Elective), University of Chicago GSB (1994-2000)
- *Power and Politics in Organizations* (Daytime, Evening, and Weekend Core), University of Chicago GSB (1998-2000)
- *Negotiation and Decision Making* (Executive MBA Core), University of Chicago GSB (2001)
- *Dynamics of Bargaining* (Daytime Elective), Fuqua School of Business (2002)
- *Managerial Effectiveness* (Daytime Core), Fuqua School of Business (2001-2006)

- *Power and Politics* (Daytime Elective), Fuqua School of Business (2003-present)
- *Power and Politics* (Global EMBA Elective), Fuqua School of Business (2005 - 2007)
- *Integrative Leadership Experience* (Daytime Core), Fuqua School of Business (2007)
- *Leadership, Ethics, and Organizations* (Daytime Core), Fuqua School of Business (2007, 2009 -2011)

○ **Executive Teaching**

- *Negotiation and Decision Making Strategies for Managers*, University of Chicago GSB (1996-2001)
- *Negotiation and Leading Organizational Change*, Museum Leadership Institute, held through the Getty Leadership Institute, Getty Museum, Los Angeles, CA (2002-2004)
- *Negotiation and Leadership Skills*, Renal Physician Association, Fuqua School of Business (Fall, 2006, 2007; Spring, 2008, 2009)

○ **Ph. D. Teaching**

- Seminar on *Groups and Decision Making*, University of Chicago (Fall, 2000)
- Seminar on *Micro-Organizational Behavior*, Duke University (Spring, 2005; Fall, 2009 with Allan Lind; Fall, 2010)

○ **Additional Teaching Interests**

- Organizational Learning and Change
- Psychology, Energy, and the Environment