

STEPHEN MICHAEL GARCIA

University of Michigan
809 Weiser Hall
Ann Arbor, MI 48109

Tel: 734.604.6503
E-mail: smgarcia@umich.edu
www.umich.edu/~smgarcia

UNIVERSITY DEGREES

Stanford University, Psychology, A.B. (with distinction), 1995

Princeton University, Psychology, M.A., 1999

Harvard University, Administration, Planning & Social Policy, Ed.M., 2002

Princeton University, Psychology, PhD., 2002

ACADEMIC APPOINTMENTS

University of Michigan, Ann Arbor, MI

Associate Professor of Psychology, with tenure, Department of Psychology (2011-)

Associate Professor of Organizational Studies, with tenure, Organizational Studies (2011-)

Adjunct Associate Professor of Management and Organizations, Business School (2012-14)

Faculty Associate, Research Center for Group Dynamics, ISR (2003-)

Assistant Professor of Psychology, Department of Psychology (2008-11)

Assistant Professor of Organizational Studies, Organizational Studies Program (2008-11)

Adjunct Assistant Professor of Management and Organizations, Business School (2003-08)

Assistant Professor of Public Policy, Gerald R. Ford School of Public Policy (2002-08)

London Business School, London, UK

Visiting Assistant Professor of Organisational Behaviour (Spring 2007)

Massachusetts Institute of Technology, Sloan School of Management, Cambridge, MA

Visiting Appointment (Winter 2006)

Harvard Law School, Program of Negotiation, Cambridge, MA

Graduate Student Research Fellow (2001- 02)

INDUSTRY EXPERIENCE

Charles Schwab & Company, San Francisco, CA

Marketing Manager, Electronic Brokerage Division (May 2000 - September 2000)

Merrill, Lynch & Company, Princeton, NJ
Marketing Consultant, Private Client Group (January 1998 - May 1998)

Wells, Fargo & Company, San Francisco, CA
Marketing Consultant, Business Banking Group (October 1995 - April 1997)

HONORS

Society of Experimental Social Psychology, Elected Member
Stanford University Distinguished Alumni Scholar
Keynote Speaker, Atlanta Conference on Competitive Advantage
Best Competitive Paper, Assoc. for Consumer Research, with Weaver, Schwarz, & Miller
Outstanding Theoretical Paper Finalist, Eastern Academy of Management
Graduate Fellowship, Program on Negotiation at Harvard Law School
National Science Foundation Graduate Fellowship
Ford Foundation Fellowship
Stanford University *Distinction*
Stanford University *Departmental Honors*
Irvine Research Award
Leadership Alliance Scholar

PROFESSIONAL ASSOCIATIONS

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

EDITORIAL BOARDS

Journal of Personality and Social Psychology
Journal of Behavioral Decision Making
Frontiers in Social Psychology and Personality

PUBLICATIONS (underline = students)

Garcia, S.M., Weaver, K., & Chen, P. (in press) The status signals paradox. *Social Psychological and Personality Science*

Weaver, K., & **Garcia, S.M.** (in press) The adding-and-averaging effect in bundles of information: Preference reversals across joint and separate evaluation. *Journal of Experimental Psychology: Applied*

Georgellis, Y., **Garcia, S.M.**, Gregoriou, A., & Ozbilgin, M. (in press) Pay referents and satisfaction with pay: Does occupational proximity matter? *British Journal of Management*, DOI: 10.1111/1467-8551.12272

Garcia, S.M., Reese, Z., & Tor, A. (in press), Social comparison before, during, and after the competition. In J. Sul, L. Wheeler, & R. Collins (Eds), *Social Comparison, Judgment and Behavior*, Oxford University Press.

Wu, K., **Garcia, S.M.**, & Kopelman, S., (2018). Frogs, ponds, and culture: Variations in entry decisions. *Social Psychological and Personality Science*, 9, 99-106.

Garcia, S.M., & Halldorsson, A., (2017). Social comparison, In R. Biswas-Diener & E. Diener (Eds), *Noba textbook series: Psychology*. Champaign, IL: DEF Publishers.

Lee, Y.K., Weaver, K., & **Garcia, S.M.** (2016). I'll have fries with that: Increasing choice complexity promotes indulgent food choices. *Psychology and Marketing*, 33, 505-515

Hanek, K., **Garcia, S.M.**, & Tor, A. (2016) Gender and competitive preferences: The role of competition size. *Journal of Applied Psychology*, 101, 1122-33

Weaver, K.D., Hock, S., & **Garcia, S.M.** (2016) "Top 10" reasons: When adding persuasive arguments reduces persuasion. *Marketing Letters*, 27, 27-38.

Garcia, S.M., Chen, P., & Gordon, M.T. (2014) The letter versus spirit of the law: A lay perspective on culpability. *Judgment and Decision Making*, 9, 479-490.

Garcia, S.M., Tor, A., & Schiff, T. (2013). The psychology of competition: A social comparison perspective. *Perspectives on Psychological Science*, 8, 634 –650.

Weaver, K.D., **Garcia, S.M.**, & Schwarz, N. (2012). The presenter's paradox. *Journal of Consumer Research*, 39, 445-460

Chen, P., Myers, C., Kopelman, S., & **Garcia, S.M.** (2012). The hierarchical face: Higher ranks lead to less cooperative looks. *Journal of Applied Psychology*, 97, 479-86.

Garcia, S.M., Song, H. & Tesser, A. (2010). Tainted recommendations: The social comparison bias. *Organizational Behavior and Human Decision Processes*, 13, 97-101.

Ybarra, O., Keller, M.C., Chan, E., **Garcia, S.M.**, Sanchez-Burks, J., Rios Morrison, K., & Baron, A. (2010). Being unpredictable: Friend or foe matters. *Social Psychological and Personality Science*, 1, 259-267.

Garcia, S.M., Bazerman, M.H., Kopelman, S., Tor, A., & Miller, D.T. (2010). The price of equality: Suboptimal resource allocations across social categories. [Special Issue on Integrative Perspectives on Behavioral Ethics] *Business Ethics Quarterly*, 20, 75-88.

Tor, A., & **Garcia, S.M.** (2010). The N-Effect: Beyond probability judgments. *Psychological Science, 21*, 748-749.

Tor, A., Gazal-Ayal, O., & **Garcia, S.M.** (2010). Fairness and the willingness to accept plea bargain offers. *Journal of Empirical Legal Studies, 7*, 97-116

Garcia, S.M., & Tor, A. (2009). The N-Effect: More competitors, less competition. *Psychological Science, 20*, 871-877.

Garcia, S.M., Weaver, K., Darley, J., & Spence, B.T. (2009). Dual effects of implicit bystanders: Diffusing vs. facilitating helping behavior. *Journal of Consumer Psychology, 19*, 215-224.

Garcia, S.M., Meyle, M.J., & Provins, E. (2009). Headcounts and equal opportunity: "People accounting" in the workplace. In M. Ozbilgin (Ed.), *Theory and Scholarship in Equality, Diversity and Inclusion at Work*. Cheltenham, UK: Edward Elgar Press.

Garcia, S.M., & Tor, A. (2007). Rankings, standards, and competition: Task vs. scale comparisons. *Organizational Behavior and Human Decision Processes, 102*, 95-108.

Garcia, S.M., & Miller, D.T. (2007). Social categories and group preference disputes: The aversion to winner-take-all solutions. *Group Processes and Intergroup Relations, 10*, 581-593.

Weaver, K., **Garcia, S.M.**, Schwarz, N., & Miller, D.T. (2007). Inferring the popularity of an opinion from its familiarity: A repetitive voice can sound like a chorus. *Journal of Personality and Social Psychology, 92*, 821-833.

Garcia, S.M., & Harrison, B.J. (2007). A decision model of helping behavior. In R. Baumeister & K. Vohs (Eds.), *Encyclopedia of Social Psychology*. Thousand Oaks, CA: Sage Publications.

Garcia, S.M., & Ybarra, O. (2007). People accounting: Social category-based choice. *Journal of Experimental Social Psychology, 43*, 802-809.

Garcia, S.M., Hallahan, M., & Rosenthal, R. (2007). Poor expression: Concealing social class stigma. *Basic and Applied Social Psychology, 29*, 99-107.

Ybarra, O., Keller, M., Chan, E., Hutsler, J., **Garcia, S.M.**, Sanchez-Burks, J., & Rios-Morrison, K. (2007). The social prediction dynamic: A legacy of cognition and mixed-motives. In Forgas, Haselton, & von Hippel (Eds.), *The Evolution of the Social Mind*. New York: Psychology Press.

Garcia, S.M., Tor, A., & Gonzalez, R.D. (2006). Ranks and rivals: A theory of competition. *Personality and Social Psychology Bulletin, 32*, 970-982.

Garcia, S.M., Tor, A., Bazerman, M.H., & Miller, D.T. (2005). Profit maximization versus disadvantageous inequality: The impact of self-categorization. *Journal of Behavioral Decision Making, 18*, 187-198.

Weaver, K., & **Garcia, S.M.** (2005). The self-presenter's paradox: Motivated reasoning in impression formation. *Advances in Consumer Research*, 32, 363-364.

Garcia, S.M., Weaver, K., Moskowitz, G.B., & Darley, J.M. (2002). Crowded minds: The implicit bystander effect. *Journal of Personality and Social Psychology*, 83, 843-853.

Garcia, S.M. (2002). Power and the illusion of transparency in negotiation. *Journal of Business and Psychology*, 17, 133-144.

Garcia, S.M., Darley, J., & Robinson, R. (2001). Morally questionable tactics: Negotiations between district attorneys and public defenders. *Personality and Social Psychology Bulletin*, 27, 731-743.

Garcia, S.M., & Rosenhan, D. (1998). Power and intergroup perception between public defenders and district attorneys. *Journal of Police and Criminal Psychology*, 15, 15-24.

Garcia, S.M. (2010) Review of "Social Decision Making: Social Dilemmas, Social Values, and Ethical Judgments" (Eds.) Roderick M. Kramer, Ann E. Tenbrunsel, & Max H. Bazerman, *International Public Management Journal*, 13, 197-200.

MANUSCRIPTS UNDER REVISION OR REVIEW

S.M. Garcia, & Tor, A. (Eds.) (post revise and resubmit, pending contract approval) *Oxford handbook on psychology and competition*. New York: Oxford University Press.

Chen, P., **Garcia, S.M.**, Gonzalez, R., & Gersh, T. (under review) Comparing and being compared: Synergistic effects of social comparison and evaluation apprehension in competitive motivation.

Garcia, S.M., Arora, P., & Shain, M.J. (under review) The fable of free agency: A social comparison perspective.

Garcia, S.M., Tor., A., & Limberg, R. N-equality: More people, less (concern for) equality? (revise and resubmit: *Organizational Behavior and Human Decision Processes*)

Georgellis, Y. & **Garcia, S.M.** (under review) Personality bounds employees' job satisfaction

Teekathanaont, G., Chen, P., Maciejovsky, B., & **Garcia, S.M.** (under review). Standard-based entitlement: How rank information affects pay requests.

MANUSCRIPTS IN PREPARATION

Weaver, K.D., & **Garcia, S.M.** Goal Progress and the N-Effect

Garcia, S.M. & Tor, A. Perceptions of Inequality.

Hanek, K., & **Garcia, S.M.** Gender and Number of Competitors

Reese, Z., & **Garcia, S.M.** Competitions and Competitors: Disentangling Competitive Situations and Competitive Personalities

INVITED TALKS

University of Kent at Canterbury, Kent Business School (2015, Nov)

Michigan State University, Department of Psychology (2015, Nov)

Wayne State University, Department of Psychology (2013, Dec)

University of California – Riverside, School of Management (2012, Dec)

Michigan State University, Department of Psychology (2012, Oct)

Loyola Marymount University, College of Business Administration (2012, Oct)

Michigan State University, Department of Psychology (2012, Sep)

University of Southern California, Gould School of Law (2012, May)

Kingston University London, Business School, London, UK (2011, Sep)

Michigan State University, Department of Psychology (2009, Apr)

Northwestern University School of Law, Law and Psychology Colloquium (2008, Sep)

University of Oxford, Said Business School, Strategy Group (2008, Apr)

University of California at Irvine, Planning, Policy & Design (2008, Apr)

Duke University, Fuqua School of Business (2008, Feb)

Rice University, Jones School of Management (2008, Jan)

University of Kent at Canterbury, Department of Psychology (2007, May)

University of Cambridge, Judge Business School (2007, May)

Max Planck Institute, Research Center on Collective Goods (2007, May)

Norwich Business School, Equality Research Seminar (2007, May)

Hebrew University of Jerusalem, Decision Consortium (2006, June)

University of Haifa, Behavioral Law and Economics Symposium (2006, June)

University of Michigan, Annual Decision Consortium Conference (2006, May)

Brown University, Social Cognition Seminar (2006, April)

Massachusetts Institute of Technology, Department of Marketing (2006, Mar)

University of Michigan, Management and Organizations, Ross School of Business (2005, Nov)

Michigan State University, Department of Psychology (2005, Nov)

University of Michigan, Decision Making Consortium Series (2004, Oct)

University of Michigan, Annual Decision Consortium Conference (2004, May)

University of Michigan, Interdisciplinary Committee on Organizational Studies (2004, Feb)

University of Michigan, Program on Organizational Studies (2004, Feb)

University of Michigan at Dearborn, Faculty of Economics and Political Science (2004, Jan)

University of Michigan, Decision Making Consortium Series (2003, Feb)

University of Michigan, Psychology Department, Organizational Psychology (2003, Feb)

University of Michigan, Michigan Business School, Organizational Behavior (2003, Feb)

University of Michigan, Psychology Department, Social Psychology Area (2002, Oct)

Williams College, Department of Psychology (2002, Feb)

Washington University, Olin School of Business, Department of Marketing. (2002, Feb)

London Business School, Department of Organisational Behaviour (2002, Jan)
University of Michigan, Ford School of Public Policy (2002, Mar)

CONFERENCE PRESENTATIONS (selected)

Garcia, S.M., & Weaver, K. (2018, Aug). Adding and Averaging in Organizational Decisions: The Impact of Evaluation Mode. Academy of Management. Chicago, IL.

Garcia, S.M., Weaver, K., & Chen, P. (2018, May). Status signals. Association for Psychological Science Conference. San Francisco, CA.

Garcia, S.M., Weaver, K., & Chen, P. (2017, Jan) Status signals. Self and Identity Pre-Conference of the Society for Personality and Social Psychology. San Antonio, TX.

Garcia, S.M., Tor, A., & Limberg, R.. (2015, June) N-Equality: More people more (concern for) inequality? Notre Dame University in London, United Kingdom

Garcia, S.M., Tor, A., & Limberg, R.. (2015, November) N-Equality: More people more (concern for) inequality? Conference of the Society for Judgment and Decision Making, Chicago, IL.

Weaver, K., & **Garcia, S.M.** (2013). The N-effect reverses in the proximity of a goal. Paper presented at the Academy of Management, Orlando, FL.

Garcia, S.M., Tor., A., & Schiff, T. (2012). *Psychology of competition*. Paper presented at the Eastern Academy of Management, Philadelphia.

Garcia, S.M., Tor., A., Carino, C., & Meyle, M. (2010). *How rivalry diminishes with the number of rivals*. Paper presented at the Academy of Management, Montreal, Canada.

Garcia, S.M., & Tor, A. (2009, Nov) *The N-Effect* Paper presented at the Society for Judgment and Decision Making. Boston, MA.

Garcia, S.M., Tor, A., & Meyle, M. (2009, Jul) *Rivalry Diminishes with Number of Competitors*. Paper presented at the Society for Strategic Management. Washington DC.

Garcia, S.M., Tor, A., & Meyle, M. (2009, Jul) *Rivalry Diminishes with Number of Competitors*. Paper presented at the Summer Institute on Competitive Strategy. Berkeley, CA.

Garcia, S.M., & Tor, A. (2008, August). *The N-Effect: More competitors and less competition*. Paper presented at the Academy of Management Conference, Anaheim, CA.

Song, H., & **Garcia, S.M.** (2008, February). *The more you have, the more you lose: Ranking and negotiation in multi-party ultimatum game*. Paper presented at the Conference of Society for Personality and Social Psychology, Albuquerque, NM.

Garcia, S.M., & Tor, A. (2006, Nov). *Rankings and competition: Task vs. scale comparison*. Paper presented at the meeting of the Society for Judgment and Decision Making, Houston, TX.

Garcia, S.M., & Miller, D.T. (2006, Oct). *Collectivizing preference disputes*. Paper presented at the Conference of the Society of Experimental Social Psychology, Philadelphia, PA.

Garcia, S.M., & Tor, A. (2006, August). *Rankings and competition: Task vs. scale comparison*. Paper presented at the Conference of the Academy of Management, Atlanta, GA.

Tor, A., Gazal, O, & **Garcia, S.M.** (2006). *Substantive fairness and comparative evaluation in plea bargain decision making*. Paper presented at the Marie Curie Conference, The University of Manchester, UK.

Garcia, S.M., Tor, A., & Gonzalez, R.D. (2006, January). *Ranks and rivals: A theory of competition*. Paper presented at the Social Psychology Winter Conference, Park City, UT.

Garcia, S.M. & Tor, A. (2005, August). *Ranks and rivals: Implications for maximizing joint gains*. Paper presented at the Conference of the Academy of Management, Honolulu, HI.

Garcia, S.M. & Tor, A. (2005, June). *Ranks and rivals: Implications for maximizing joint gains*. Paper presented at the Conference of the International Association for Conflict Management, Seville, Spain.

Weaver, K., **Garcia, S.M.**, Miller, D., & Schwarz, N. (2004, October). *Metacognitive beliefs about groups: Inferences of extensivity from familiarity*. Paper presented at the Conference of the Association for Consumer Research, Portland, OR.

Weaver, K., & **Garcia, S.M.** (2004, October). *The self presenter's paradox: Motivated reasoning in information integration*. Paper presented at the Conference of the Association for Consumer Research, Portland, OR.

Garcia, S.M., Tor, A., Bazerman, M., & Miller, D. (2003, November). *Profit maximization in joint evaluation: Social category-based preference reversals*. Paper presented at the meeting of the Society for Judgment and Decision Making, Vancouver, B.C.

Garcia, S.M., Weaver, K.W., Moskowitz, G.B., & Darley, J.M. (2002, August). *Crowded minds: The implicit bystander effect*. Paper presented at the Conference of the Academy of Management, Denver, CO.

Garcia, S.M., & Miller, D.T. (2001, June). *Groups preference disputes: When losses become defeats*. Paper presented at the Conference of the American Psychological Society, Toronto, Canada.

Garcia, S.M., & Miller, D.T. (2000, August) *Heads or tails? Winner-take-all solutions to group conflict*. Paper presented at the Conference of the Academy of Management, Toronto, Canada.

RESEARCH GRANTS

Law School Admission Council (2014)
Barger Leadership Institute, Research Grant (2009)
Center for Local, State, and Urban Policy Grant (2005)
National Poverty Center (2004)
Center for Local, State, and Urban Policy Grant (2003)
Rackham Faculty Research Grant (2003)
Association of Princeton Graduate Alumni Grant (1998, 2000)

TEACHING

Courses

Negotiations, Organizational Studies, University of Michigan
Inside Organizations, Organizational Studies, University of Michigan
Negotiation in Practice, Psychology Department, University of Michigan
Bargaining and Influence Skills, Ross School of Business, University of Michigan
Negotiation and Conflict Management, Ford School of Public Policy, University of Michigan
Organizations and Marketing, Organizational Studies, University of Michigan
Learning and Academic Success, Summer Bridge Program, University of Michigan

Workshops

Negotiation Workshop, Kent Business School, University of Kent at Canterbury
Negotiation Workshop, IPE, Ford School of Public Policy, University of Michigan
Negotiation, Executive Education, *Ross School of Business*, University of Michigan
Negotiation Workshop, Law School, *Universidad de Anahuac de Xalapa*, Veracruz, Mexico

Mentoring

Doctoral Student Advising, Psychology Department (2006-)
Undergraduate Thesis Advisor, Psychology Department (2006-)
Undergraduate Research Opportunities Program, Faculty Mentor (2002-)
MPP Student Advising, Ford School of Public Policy (2002-2007)

SERVICE AND ACADEMIC CITIZENSHIP

Academic Leadership

Honors Program Director, Organizational Studies, University of Michigan (2016- 18)

Representative-at-Large (Elected), Academy of Management, CM Division (2015-18)

Institution Building

Chair, Organizational Studies Faculty Search Committee, University of Michigan (2018-19)

Chair, Organizational Studies - Psychology Search Committee, University of Michigan (2017-18)

Chair, Organizational Studies Faculty Search Committee, University of Michigan (2017-18)

Chair, Organizational Studies Faculty Search Committee, University of Michigan (2016-17)

Chair, Organizational Studies - Psychology Search Committee, University of Michigan (2013-14)

Chair, OS Diversity Post-Doc Ad-hoc Committee, University of Michigan (2017-18)

Member, Faculty Search Committee, Organizational Studies, University of Michigan (2008)

Member, OS Admissions, Organizational Studies, University of Michigan (2009-10, 11-12)

Member, PhD Admissions, Social Psychology, University of Michigan (2008-9)

Academic Governance and Leadership Bodies

Executive Committee, Organizational Studies, University of Michigan (2011-)

Executive Committee, Research Center for Group Dynamics, University of Michigan (2018 -)

Curriculum Committee, Entrepreneurship Minor, University of Michigan (2015- 17)

Executive Committee, Psychology Department, University of Michigan (2011-12)

LSA Curriculum Committee, Appointed Member, University of Michigan (Winter 2011)

Curriculum Committee Chair, Organizational Studies, University of Michigan (2010- 12)

Advisory Board Service

LSA Academic Judiciary Committee, Member, University of Michigan (2016 -)

ADVANCE Advisory Committee, Member, University of Michigan (2016 -)

Awards Committee, Psychology Department, University of Michigan (2015 -)

Psychology Annual Review Committee, Member, University of Michigan (2016-17)

M-Healthy Faculty Advisory Board, University of Michigan (2013 - 17)

Communications and External Relations Advisory Board, University of Michigan (2013- 17)

Psychology Annual Review Committee, Member, University of Michigan (2013-14)

Advisory Board, Comprehensive Studies Program, University of Michigan (2011-14)

Diversity Committee, Psychology Department, University of Michigan (2011-12)

Faculty Review Committees

Chair, OS – Psychology 3rd Year Review Committee, University of Michigan (2017-18)

Member, Organizational Studies 3rd Year Review Committee, University of Michigan (2011-12)

Faculty Mentoring

Mentoring Committee for Ashley Harrell, Organizational Studies, University of Michigan (2018 -)

Mentoring Committee for Arnold Ho, Org Studies - Psychology, University of Michigan (2014 -)

Launch Committee for Ashley Harrell, Organizational Studies, University of Michigan (2017-18)

External Reviewer

Promotion case at University of Kent, Canterbury United Kingdom

Promotion case at Kennedy School of Government, Harvard University

Grant Reviewer

National Science Foundation

Israel Science Foundation

Conference Planning and Roles

Program Committee (2010) Behavioral Decision Research in Management (BDRM)

Discussant (2018) "Invisibility at the Intersections of Gender, Race, Ethnicity, Caste and Class"
Academy of Management Conference

Discussant (2015) "Happiness as Business Purpose?" Academy of Management

Facilitator (2012) "Conflict in Teams." Academy of Management Conference

Discussant (2010) The Decision Consortium, University of Michigan

Discussant (2008) "Equity Revisited." Academy of Management Conference

Discussant (2008) "The Future of Organization Studies." ICOS, University of Michigan

Discussant (2006) "Trusting Supervisors and Leaders." Academy of Management Conference

Discussant (2005) The Decision Consortium, University of Michigan

Chair (2004) "Intra and Intergroup Conflict." Academy of Management Conference

Discussant (2003) The Decision Consortium, University of Michigan

Pending Service to the field

S.M. Garcia, & Tor, A. (Eds.) (post revise and resubmit, pending contract approval) *Oxford handbook on psychology and competition*. New York: Oxford University Press.

Editorial Boards

Journal of Personality and Social Psychology

Journal of Behavioral Decision Making

Frontiers in Social Psychology and Personality

Previous:

British Journal of Management (2010-14)

Harvard Journal of Hispanic Policy (2001-05)

Michigan Journal of Public Affairs (2003-04)

Ad-Hoc Reviewer for Leading Journals (selected, by discipline)

SCIENCE

Proceedings of the National Academy of Sciences

PSYCHOLOGY

Psychological Science

Journal of Experimental Psychology: General

SOCIAL PSYCHOLOGY

Journal of Personality and Social Psychology

Journal of Experimental Social Psychology

Personality and Social Psychology Bulletin

British Journal of Social Psychology

DECISION MAKING

Journal of Behavioral Decision Making

Judgment and Decision Making

Cognition

ORGANIZATIONAL BEHAVIOR

Organizational Behavior and Human Decision Processes

Organization Science

Journal of Organizational Behavior

Journal of Occupational and Organizational Psychology

MANAGEMENT

Academy of Management Review

Management Science

British Journal of Management

MARKETING

Journal of Consumer Research

STRATEGY

Strategic Management Journal

LAW

Journal of Empirical Legal Studies

EDUCATION

Journal of Educational Psychology

Other Service at University of Michigan:

Organizer, Social Psychology Brown Bag Series, University of Michigan (2008-09, 2010-11)

Faculty Consultant, Oral Cancer Prevention Campaign, U.M. School of Dentistry (2005-07)
Undergraduate Research Opportunities Program, Sponsor, University of Michigan (2002- 2016)
Fellowship Committee for Nontraditional Graduate Students, University of Michigan (2004)
Member, Admission Committee, Ford School, University of Michigan (2005)
Member, Search Committee for News Director, Ford School, University of Michigan (2005)

Other Prior Service:

Council of the Princeton University Community, Graduate Student Representative (1998-2000)
Council of the Princeton University Community, Priorities Committee, Member (1999-2000)
Council of the Princeton University Community, Executive Committee, Member (1998-99)
Princeton Psychology Graduate Student Committee, Co-Chair (1998-99)
Stanford Faculty Senate, Committee on Research, Student Representative (1994-95)
Stanford Faculty Senate, Committee on Libraries, Student Representative (1993-94)

RESEARCH IN MEDIA (selected)

"Why Whites and Asians have different views on personal success," **The Atlantic**, July 2017
"East and West have opposite views of personal success...", **Quartz**, July 2017
"Frogs in the wrong ponds, Tiger mothers and the 'best' college," **Inside Higher Ed**, July 2017
"The size of success: Cultural forces shape what 'winning' looks like," **Psychology Today**, 2017
"Here's why most Americans prefer to be a 'big fish in a small pond'," **Market Watch**, June 2017
"Big frog in a small pond, or the other way around?" **World Economic Forum**, July 2017
"People looking for prestige prefer 'big ponds' over small ones," **Science Daily**, June 2017
"Americans prefer to be 'big frog in a small pond': new study," **Xinhua**, July 2017
"The biggest what? Dubai seeks glory in obscure world records," **Associated Press**, Sep2016
"Where Men and Women Like to Compete," **Wall Street Journal**, June 2016
"You should probably compare yourself to others more, not less," **Fast Company**, June 2016
"When Does Healthy Competition Become Destructive?" **The Forum/BBC World Service**, 2016
"Women prefer jobs that have fewer applicants," **The Economic Times**, May 2016
"Is Fear Of Competition To Blame For The Gender Leadership Gap?" **Fast Company**, May 2016
"Hombres vs mujeres: ¿somos menos competitivas al buscar trabajo o...?" **Telemundo**, May 2016
"Gender pay gap..." **Australian Broadcasting Corporation**, May 2016.
"Why Break a World Record?" **The Atlantic**, August 2015
"Why Every Man Needs a Great Rival," **Men's Health Magazine**, May 2015
"Why Do You Love Personality Quizzes," **NBC News**, August 2014
"Enemy Me on Facebook," **Boston Globe**, Feb 2012
"The Presentation Mistake You Don't Know You're Making," **Harvard Business Review**, Oct 2012
"Beware the Presenter's Paradox," **Business Week**, Nov 2012.
"Give When it Hurts," **Boston Globe**, Jan 2012.
"The Presenter's Paradox: When Less is More," **Psychology Today**, Jan 2012
"Why Scrooges Are More Successful," **Forbes**, Dec 2011
"Presenter's Paradox: Why Giving More Gifts Is A HUGE Waste ", **Business Insider**, Dec 2011
"Why giving more is actually seen as giving less," **The Globe and Mail**, Dec 2011

"Presenter's Paradox: Add-on Gifts Cheapen Presents," **Internl. Business Times**, Dec 2011

"Put a sock in the stuffers," **New York Post**, Dec 2011

"Gift-Giving Tips," **Men's Health Magazine**, Dec 2011

"Psychology of Gift Giving," **National Public Radio**, Dec 2011

"Study: More Christmas Gifts Not Always Better", **FoxNews**, Dec 2011

"Psychologisches Paradox: Mehr gefällt weniger", **Der Spiegel** (Germany), Dec 2011

"The only two I cannot gift," **Chosun** (South Korea), Dec 2011

"Why You Shouldn't Buy Stocking Stuffers," **Time**, Dec 2011

"Perceived Gift Values Get Averaged Not Added," **Scientific American**, Dec 2011

"How can you pick the highest ranked people out of photos?," **Business Insider**, Dec 2011

"Friending," **National Affairs**, Nov 2011

"Bring your Ivy League game face," **Boston Globe**, Nov 2011

"Psyched out: The fewer the competitors, the harder they try," **The Economist**, Jul 09

"Taking the SAT in a crowded room means lower scores," **Newsweek**, Dec 2009

"Competing against large numbers subdues performance," **The Times of India**, Dec 09

"Are Fewer Competitors a Good Thing?," **Business Week**, Jul 2009

"Poor marks? ... The Size of Your Exam Room May be at Fault," **Edmonton Journal**, Feb 09

"Surprising Insights from the Social Sciences," **Boston Globe**, Jan 09

"The N-Effect," **Mother Jones**, Jan 09

"Mehr konkurrenz, weniger leistung," **20 Minuten Online** (Switzerland), Jan 10

"Ineffectiveness and the N-Effect," **The Daily Sound**, Mar 10

"Hoe kleiner het aantal deelnemers, hoe harder ze hun best doen," **Express** (Belgium), Jul 09

"La competencia está en la sangre," **LaVanguardia** (Spain), Jul 09

"Bigger field dulls the drive to compete, research finds," **Ann Arbor News**, Jul 09

"Does having more competitors lower the motivation to compete?," **Discover Magazine**, 09

"Warum man Prüfungen nicht in der Gruppe ablegen sollte," **Wissenschaft** (Germany), Jul09

"Een beetje concurrentie," **Psychologie Magazine** (The Netherlands), Sep 09

"The Bigger the Rat Race, the Less Motivated the Rats," **The Jerusalem Post** (Israel) Dec 09

"Prüfungserfolg in der Gruppe," **Frankfurter Neue Presse** (Germany) Dec 09

"Daha Fazla Rakip, Daha Az Rekabet," **Yakin Dunya Haber** (Turkey), Dec 09

"Talk them into anything," **Prevention Magazine**, Sep 08

"Strategies for talking people into anything," **Fort Worth Star-Telegram**, Sep 08

"Rumor's Reasons," **New York Times**, March 08

"In My Humble Popular Opinion," **Business Week**, Feb 08

"Persistence of Myths Could Alter Public Policy Approach," **The Washington Post**, Sept 07

"Street Dogs: So Long as It's Repeated Often Enough," **Business Day** (South Africa), Aug 07

"The Sound of One Trap Flapping," **Stanford Social Innovation**, Fall 07

"When One Voice Sounds Like Many," **AAAS Science Update**, Sep 07

"How Many Times Must I Tell You," **The Times** (of London), Aug 07

"Everyone Agrees" article, **American Scientific Mind**, Aug 2007

"Is that Really What You Think?," **The Globe and Mail** (Canada), Aug 07

"Forced rankings of employees bad for business," **Machine Design**, Sep 07

"The best places to work," **Medical Design**, Sep 07

"Best in Business," **U.S. News & World Report**, Aug 06