

ÖVÜL SEZER

Curriculum Vitae

McColl Building 4725
Kenan Center Drive
Chapel Hill, NC 27599

Organizational Behavior
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Academic Employment

2017-present **UNIVERSITY OF NORTH CAROLINA** (Chapel Hill, NC)
Assistant Professor of Organizational Behavior, Kenan-Flagler Business School

Education

2012-2017 **HARVARD BUSINESS SCHOOL, HARVARD UNIVERSITY** (Cambridge, MA)
Ph.D. in Organizational Behavior

2006-2010 **HARVARD UNIVERSITY** (Cambridge, MA)
A.B in Applied Mathematics with Honors
Secondary field in Mind, Brain & Behavior

Life & Research Interests

Observing life with science and humor
Studying Impression (Mis)Management & What can we do about it
Performing stand-up comedy & comedy writing

Published Papers

Roberts, A., Levine, E. E., & **Sezer, O.** (2020). Hiding Success, *Journal of Personality and Social Psychology*. In press.

Nault, K. A., Rogers, B. A., **Sezer, O.**, & Klein, N. (2020). Behavioral Insights for Minimizing Loneliness During the COVID-19 pandemic, *Behavior Science & Policy*. In press.

Gino, F., **Sezer, O.**, Huang, L. (2020). To be or not to be your authentic self? Catering to others' preferences hinders performance, *Organizational Behavior and Human Decision Processes*. In press.

Garcia-Rada, X., **Sezer, O.**, & Norton, M. I. (2019). Rituals and nuptials: Relationship Rituals Predict Relationship Satisfaction, *Journal of Association for Consumer Research*. 4, 185-197.

Sezer, O., Gino, F., & Norton, M. I. (2018). Humblebragging: A distinct – and ineffective – self-presentation strategy. *Journal of Personality and Social Psychology*, 114, 52-74.

Steinmetz, J., **Sezer, O.,** & Sedikides, C. (2017). Impression mismanagement: People as inept self-presenters. *Social and Personality Social Compass*, 11:e12321.

Sezer, O., Zhang, T., Gino, F., & Bazerman, M. H. (2016). Overcoming the outcome bias: Making intentions matter. *Organizational Behavior and Human Decision Processes*, 137, 13-26.

Sezer, O., Norton, M.I., Gino, F., & Vohs, K.D. (2016). Family rituals improve the holidays. *Journal of the Association for Consumer Research*, 1(4), 509-526.

Bazerman, M.H., & **Sezer, O.** (2016). Bounded awareness: Implications for ethical decision making. *Organizational Behavior and Human Decision Processes*, 136, 95-106.

Sezer, O., & Norton, M. I. (2016). Vicarious contagion decreases differentiation – and comes with costs. *Behavior and Brain Sciences*, 39. doi: 10.1017/S0140525X15001508.

Sezer, O., Gino, F., & Bazerman, M. H. (2015). Ethical blind spots: Explaining unintentional unethical behavior. *Current Opinion in Psychology*, 6, 77-81.

Papers Under Review and Revision

Sezer, O., Prinsloo, E., Brooks, A. W., & Norton M. I. Backhanded compliments: How negative comparison undermines flattery, *under review*.

Sezer, O. “What’s in a name?” The ironic consequences of namedropping as a networking behavior, *revise and resubmit*.

Kim, T., **Sezer, O.,** Schroeder, J., Risen, J., Gino, F., & Norton, M.I. Group rituals improve social coordination and effort, *revise and resubmit (2nd round)*.

Rogers, B., **Sezer, O.,** & Klein, N., Too naïve to be fair: Observing ass-kissing reduces motivation and beliefs in meritocracy, *revise and resubmit*.

Klein, N., Nault, K., & **Sezer, O.** Giving compliments makes people happier than receiving them, *under review*.

Rogers, B., **Sezer, O.,** Foulk, T. Zhong, C., DeCelles, K., Harshfield, H. Gino, F., & Norton, M.I How to separate work from home with rituals, *under review*.

Some Projects in Progress

Working Papers

Sezer, O., & Melwani. Mansplaining: When and why it occurs. And how to stop it

Sezer, O., Impression Mis(Management): A conceptual framework to understand when influencers (mis)predict consequences of social influence attempts.

Data Collection

The Embarrassment Gap (with Selin Goksel & Jonathan Berman)

“I told you so effect” (with Sal Affinito & Brad Staats)

“This is the worst paper ever!”: The psychology of fishing for compliments (with Holy Howe, Selin Goksel & Jonathan Berman)

Inside jokes: Humor as social exclusion (with Brad Bitterly, Alison Wood Brooks, Maurice Schweitzer & Mike Norton)

I wish we could talk about that: Sensitive topics at work (with Einav Hart)

The pitfalls in advice in moral domains (with Yochanan Bigman & Kurt Gray)

How to recommend others (with Ayana Younge & Janina Steinmetz)

Optimal networking strategies (with Kelly Nault & Nadav Klein)

Photo-bragging (with Holly Howe)

CEO’s social media impressions

The psychology of ghosting (with Yejin Park & Nadav Klein)

Cross-cultural differences in humblebragging (with Will Maddux)

Self-promotion, minority groups and gender roles (with Angelica Leigh)

Media Articles

Sezer, O. (2018) To brag or Not to Brag, *People Science*.

Honors & Awards

2020 World’s Best 40 Under 40 Business School MBA Professors, Poets & Quants

2020 Faculty Member of the Month (April), UNC Kenan-Flagler Business School, Undergraduate Business Program

2018 “Write to Change the World Grant”, Society for Personality and Social Psychology

2018 Author of One of the 10 Most Downloaded papers of the year SSRN

2016 Wyss Award for Excellence in Doctoral Research

- Awarded to doctoral students who have excelled at conducting outstanding, innovative academic research across all departments at Harvard Business School

2016 Outstanding Reviewers Award, Organizational Behavior, Academy of Management

- 2016 Travel Award, Society for Personality and Social Psychology
- 2015 Top Ten Most Popular Articles of the Year, HBS Working Knowledge
- 2015 Year in Ideas, Harvard Business School Alumni Bulletin
- 2015 Distinction in Teaching, Psychology and Economics (Fall), Harvard University
- 2015 Distinction in Teaching, Psychology and Economics (Spring), Harvard University
- 2014 Distinction in Teaching, Psychology and Economics (Fall), Harvard University
- 2014 Next Generation Grant, Program for Negotiation, Harvard Law School
 - Awarded to doctoral students who have shown academic merit and originality in conflict management and negotiation research across Harvard, MIT & Fletcher School
- 2014 Distinction in Teaching, Psychology and Economics (Spring), Harvard University
- 2013 Distinction in Teaching, Psychology and Economics (Spring), Harvard University
- 2012 Distinction in Teaching, Linear Algebra (Spring), Harvard University
- 2006 George Eastman Leaders Award, University of Rochester

Invited Talks

- 2021 Stanford University, Stanford Graduate School of Business, Organizational Behavior.

- 2020 Baruch College, Zicklin School of Business, Strategic Management.
 CFA Institute of Istanbul, Women in Investment Forum, Women of Future Conference.
 Harvard Business School, Nerd Lab Summer Series.
 Harvard Alumni Entrepreneurs, Investor Talk Series.
 Consumer Uncertainty Conference.
 University of Zurich, Behavioral Economics Talks.
 Arizona State University, Micro Meets Macro Conference.
 BEworks, Behavioral Economics Talks.
 Duke University, Psychology and Neuroscience.
 University of Michigan, The Ross School of Business, Management & Organizations.
 University of Calgary, Haskayne School of Business, Center for Business Leadership.

- 2019 Columbia University, Columbia Business School, Management Division.
 Bogazici University, Department of Management.
 Wake Forest University, Psychology Department.
 Duke University, Center for Advanced Hindsight.
 University of North Carolina, Management and Corporate Communication.
 Duke University, Fuqua School of Business, New Directions in Leadership.

- 2018 Duke University, Fuqua School of Business, Management & Organizations.
 MetLife, Strategy Unit.
 Yale University, Yale School of Management, Marketing.
 University of North Carolina, Psychology and Neuroscience.
 University of Pennsylvania, The Wharton School, Decision Processes Colloquia.

- 2017 Harvard University, Harvard Business School, Conversation Day.
- 2016 University of Toronto, Rotman School, Organizational Behavior.
Georgetown University, McDonough School of Business, Management.
University of North Carolina, Kenan-Flagler Business School.
Harvard University, Harvard Kennedy School, Minson Lab.
Northeastern University, D'Amoe McKim School of Business.
- 2015 Harvard University, Harvard Kennedy School, Behavioral Insights Study Group.
Harvard Business School, Online Economy, Experimental Design.
Harvard Business School, Micro Topics in Organizational Behavior.

Conference Presentations

Chaired and Organized Symposia

- 2017 Sezer, O. “Mis(Communication): When What You Say is Not What They Hear” (Chair and Organizer). Society of Experimental Social Psychology, Boston.
- 2016 Sezer, O. “Impression (Mis)Management in Organizations” (Chair and Organizer). OB and MOC Divisions, Academy of Management, Anaheim, CA

Talks

- 2020 Sezer, O., Affinito, S., Staats, B. R. “I Told You So” Effect. Paper presented at the Association for Consumer Research (ACR), Virtual.
- Rogers, B., Sezer, O., & Klein, N. Too naïve to be fair. Paper presented at the Academy of Management (AOM), Virtual.
- Sezer, O., & Melwani, S. Mansplaining: When and Why It Occurs and How to Stop it. Paper accepted at the Academy of Management (AOM), Virtual.
- Garcia-Rada, X., Sezer, O., & Norton, M.I. Rituals and nuptials: The emotional and relational consequences of relationship rituals. Paper presented at the Society of Personality and Social Psychology (SPSP), New Orleans, LA.
- 2019 Rogers, B., Sezer, O., & Klein, N. Too naïve to be fair. Paper presented at the Society of Judgment and Decision Making (SJDM), Vancouver, Canada.
- Roberts, A., Levine, E. E., & Sezer, O. Hiding Success. Paper presented at the Academy of Management (AOM), Boston, MA.

Sezer, O., Bitterly, B., Brooks, A.W., Schweitzer, M.E., & Norton, M. I. Inside jokes: Humor as social exclusion. Paper presented at the Academy of Management (AOM), Boston, MA.

Roberts, A., Levine, E. E., & Sezer, O. Hiding Success. Paper presented at the International Association of Conflict Management (IACM), Dublin, Ireland.

Sezer, O., Bitterly, B., Brooks, A.W., Schweitzer, M.E., & Norton, M. I. Inside jokes: Humor as social exclusion. Paper presented at the International Association of Conflict Management (IACM), Dublin, Ireland.

Roberts, A., Levine, E. E., & Sezer, O. Hiding Success. Paper presented at the Society for Consumer Psychology (SCP), Savannah, GA.

Sezer, O., Bitterly, B., Brooks, A.W., Schweitzer, M.E., & Norton, M. I. Inside jokes: Humor as social exclusion. Paper presented at the Society for Consumer Psychology (SCP), Savannah, GA.

Roberts, A., Levine, E. E., & Sezer, O. Hiding Success. Paper presented at the Society of Personality and Social Psychology (SPSP), Portland, OR.

2018 Sezer, O., Bitterly, B., Brooks, A.W., Schweitzer, M.E., & Norton, M. I. Inside jokes: Humor as social exclusion. Paper presented at the Association for Consumer Research (ACR), Dallas, TX.

Sezer, O. "What's in a name?": The ironic consequences of namedropping as a networking behavior. Paper presented at the Academy of Management (AOM), Chicago, IL.

Sezer, O., Brooks, A.W., & Norton, M.I. Backhanded compliments: Negative comparison undermines flattery. Paper presented at the International Association of Conflict Management (IACM), Philadelphia, PA.

Sezer, O. "What's in a name?": The ironic consequences of namedropping as a networking behavior. Paper presented at the International Association of Conflict Management (IACM), Philadelphia, PA.

Sezer, O., & Melwani, S. Mansplaining: When Men Don't Accept Women's Expertise. Poster presented at the International Association of Conflict Management (IACM), Philadelphia, PA.

Garcia-Rada, X., Sezer, O., & Norton, M. I. Rituals and nuptials: Relationship Rituals Predict Relationship Satisfaction. Paper presented at the European Association for Consumer Research (EACR), Ghent, Belgium.

Sezer, O., & Melwani, S. Mansplaining: When Men Don't Accept Women's Expertise. Poster presented at the Behavioral Decision Research in Management (BDRM), Boston, MA.

Sezer, O., Brooks, A.W., & Norton, M.I. Backhanded compliments: Negative comparison undermines flattery. Paper presented at the Attitudes and Social Influence Preconference at the Society of Personality and Social Psychology (SPSP), Atlanta, GA.

- 2017 Sezer, O., Brooks, A.W., & Norton, M.I. Backhanded compliments: Negative comparison undermines flattery. Paper presented at the Society of Judgment and Decision Making (SJDM), Vancouver, Canada.
- Sezer, O., Brooks, A.W., & Norton, M.I. Backhanded compliments: Negative comparison undermines flattery. Paper presented at the Society of Experimental Social Psychology (SESP), Boston, MA.
- Kim, T., Sezer, O., Schroeder, J., Risen, J., Gino, F., & Norton, M.I. Group rituals improve social coordination and effort, Paper presented at the Annual INGroup (INGroup) Conference, St. Louis, MO.
- Sezer, O., Brooks, A.W., & Norton, M.I. Backhanded compliments: Negative comparison undermines flattery. Paper presented at the International Association of Conflict Management (IACM), Berlin, Germany.
- Sezer, O., Gino, F., & Norton, M. I. Humblebragging—A distinct and ineffective self-presentation strategy. Paper presented at the European Association of Social Psychology (EASP), Granada, Spain.
- Sezer, O., Brooks, A. W., & Norton, M. I. Backhanded compliments: Negative comparison undermines flattery. Paper presented at the Women in Business Academia Conference at the Wharton School (WASBA), Philadelphia, PA.
- Sezer, O., Gino, F., & Norton, M. I. Humblebragging—A distinct and ineffective self-presentation strategy. Paper presented at the Society for Consumer Psychology (SCP), San Francisco, CA.
- Sezer, O., Brooks, A. W., & Norton, M. I. Backhanded compliments: Negative comparison undermines flattery. Poster presented at the Society of Personality and Social Psychology (SPSP), San Antonio, TX.
- 2016 Sezer, O. “I was with Barack Last Weekend”: The psychology of namedropping. Poster presented at the Society for Judgment and Decision Making (SJDM), Boston, MA.
- Sezer, O., Brooks, A. W., & Norton, M. I. Backhanded compliments: Negative comparison undermines flattery. Paper presented at the Association for Consumer Research (ACR), Berlin, Germany.
- Sezer, O., Gino, F., & Norton, M. I. Humblebragging—A distinct and ineffective self-presentation strategy. Paper presented at the at the Academy of Management (AOM), Anaheim, CA.
- Sezer, O., Brooks, A. W., & Norton, M. I. Backhanded compliments: Negative comparison undermines flattery. Paper presented at the Academy of Management (AOM), Anaheim, CA.

Gino, F., Sezer, O., Huang, L. & Brooks, A. W. To be or not to be our authentic self: Catering to others' preferences increases anxiety and hinders performance. Paper presented at Academy of Management (AOM), Anaheim, CA.

Sezer, O., Brooks, A. W., & Norton, M. I. Backhanded compliments: Negative comparison undermines flattery. Paper presented at the International Association of Conflict Management (IACM), New York, NY.

Sezer, O., Gino, F., & Norton, M. I. Humblebragging—A distinct and ineffective self-presentation strategy. Paper presented at the International Association of Conflict Management (IACM), New York, NY.

Gino, F., Sezer, O., Huang, L. & Brooks, A. W. To be or not to be your authentic self: Catering to others' preferences increases anxiety and hinders performance. Paper presented at the Transatlantic Doctoral Conference (TADC), London, UK.

Sezer, O. Your tricks aren't working: Distinctively ineffective self-presentation strategies. Data blitz talk presented at the Boston Judgment and Decision Making Day (JDM Day), Boston, MA.

Sezer, O., Gino, F., & Norton, M. I. Humblebragging—A distinct and ineffective self-presentation strategy. Paper presented at the Society of Personality and Social Psychology (SPSP), San Diego, CA.

Sezer, O., Brooks, A. W., & Norton, M. I. Backhanded compliments: Negative comparison undermines flattery. Poster presented at the Judgment and Decision Making Preconference at the Society of Personality and Social Psychology (SPSP), San Diego, CA.

2015 Gino, F., Sezer, O., Huang, L. & Brooks, A. W. To be or not to be your authentic self: Catering to others' preferences increases anxiety and hinders performance. Paper presented at the Society of Judgment and Decision Making (SJD), Chicago, IL.

Sezer, O., Gino, F., & Norton, M. I. Humblebragging—A distinct and ineffective self-presentation strategy. Paper presented at the Association for Consumer Research (ACR), New Orleans, LA, October 1-4.

Kim, T., Sezer, O., Schroeder, J., Risen, J., Gino, F., & Norton, M. I. Group rituals improve group performance. Paper presented at the Association for Psychological Science (APS), New York, NY.

Sezer, O., Gino, F., & Norton, M. I. Humblebragging—A distinct and ineffective self-presentation strategy. Poster presented at the Association for Psychological Science (APS), New York, NY.

Sezer, O., Gino, F. & Norton, M. I. Humblebragging—A distinct and ineffective self-presentation strategy. Paper presented at the Women in Business Academia Conference at the Wharton School (WASBA), Philadelphia, PA.

Sezer, O., Gino, F. & Norton, M. I. The psychology of humblebragging. Paper presented at the International Convention of Psychological Science (ICPS), Amsterdam, Netherlands.

Sezer, O., Gino, F. & Norton, M. I. The psychology of humblebragging. Paper presented at the Society for Judgment and Decision Making (SJDM), Long Beach, CA.

2014 Sezer, O., Gino, F. & Norton, M. I. The psychology of leaving things behind from parties to partners Poster presented at the Society for Personality and Social Psychology (SPSP), Austin, TX.

2013 Sezer, O., Zhang, T., Gino, F., & Bazerman, M.H. Overcoming the outcome bias: Making intentions matter. Paper presented at the Academy of Management (AOM), Orlando, FL.

Sezer, O., Gino, F. & Norton, M. I. The psychology of leaving things behind from parties to partners Poster presented at the Society for Judgment and Decision Making (SJDM), Toronto, Canada.

Discussant & Panelist Sessions

2020 How to Thrive in Business PhD Program. Harvard Business School, Virtual.

2019 Let's Talk About It: How to Effectively Present Your Research (Session Facilitator). The Ph.D. Project Management Doctoral Students Association (PhD Project, MDSA), Boston, MA.

2018 Let's Talk About It: How to Effectively Present Your Research (Session Facilitator). The Ph.D. Project Management Doctoral Students Association (PhD Project, MDSA), Chicago, IL.

2017 Halfway There, But Now What? Advice for Pre-Dissertation Doctoral Students (Panelist). Professional Development Workshop, Academy of Management (PDW, AOM), Atlanta, GA.

Management & OB Job Market Panel (Panelist). East Cost Doctoral Conference at Columbia Business School and NYU Stern School of Business (ECDC), New York, NY.

Behavioral Science Through the City Lens” (Participant). Behavioral Insights Group, Center for Public Leadership (BIG), Harvard Kennedy School, Cambridge, MA.

Teaching

Courses

University of North Carolina at Chapel Hill, Kenan-Flagler Business School

2020 Negotiations (2 Sections, MBA), Fall. Instructor rating: 4.95/5.00

Negotiations (1 section, undergraduate), Fall. Instructor rating: 4.92/5.00

Managerial Decision Making (2 Sections, MBA), Spring. Instructor rating: 4.32/5.00
Managerial Decision Making (1 Section, undergraduate), Spring. Instructor rating: 4.91/5.00
Negotiations (2 sections, undergraduate), Spring. Instructor rating: 4.76/5.00
Negotiations (1 section, undergraduate), Spring. Instructor rating: 4.95/5.00
Ph.D. Special Topics (1 section, Ph.D. course), Spring.

2019 Managerial Decision Making (2 Sections, MBA), Spring. Instructor rating: 4.33/5.00
Managerial Decision Making (2 Sections, undergrad), Spring. Instructor rating: 4.74/5.00
Negotiations (2 sections, undergrad), Spring. Instructor rating: 4.82/5.00

2018 Leading and Managing (2 Sections, undergrad), Spring. Instructor rating: 4.21/5.00

Harvard University, Department of Economics

2015 Psychology and Economics (1 Section, undergrad), Spring. Instructor rating: 4.83/5.00
2014 Psychology and Economics (2 sections, undergrad), Spring. Instructor rating: 4.75/5.00
2013 Psychology and Economics (1 Section, undergrad), Spring. Instructor rating: 4.86/5.00

Harvard University, Math Department

2012 Linear Algebra (1 Section, undergrad), Spring. Instructor rating: 4.61/5.00
2011 Multivariable Calculus (1 Section, undergrad), Fall. Instructor rating: 4.15/5.00

Research Included in Business Education Curriculum

Harvard Business School

2020 How to talk gooder in business and life, Harvard Business School MBA Course.
Required reading: **Sezer, O.**, Gino, F., & Norton, M. I. (2018). Humblebragging: A distinct –and ineffective – self- presentation strategy. *Journal of Personality and Social Psychology*, 114, 52-74.

Professional Service

Committee

Behavior Change for Good, Elected Team Scientist (2018- present)
Society of Judgment and Decision-Making Conference Track Committee (2019-present)
Society of Judgment and Decision-Making Student Poster Award Committee (2020-present)
Academy of Management Carolyn Dexter Award for Best International Paper (2020-present)

Journal Reviewing

Academy of Management Journal (2016-present)
Behavioral Science & Policy (2020-present)

Journal of Personality and Social Psychology (2016-present)
Journal of Experimental Psychology: General (2019-present)
Journal of Experimental Social Psychology (2016-present)
Journal of Business Ethics (2018-present)
Management Science, (2017-present)
Organization Science (2016-present)
Organizational Behavior and Human Decision Processes (2017-present)
Psychological Review (2018-present)

Conference & Grant Reviewing

Academy of Management Conference (2016-present)
 Organizational Behavior (OB) Division
 Conflict Management (CM) Division
 Managerial and Organizational Cognition
Behavioral Decision Research in Management (elected, 2018-present)
International Association of Conflict Management (2016-present)
Society of Consumer Psychology (2018-present)
Society for Personality and Social Psychology (2017-present)
Society of Judgment and Decision Making Student Poster Award (2017)
Society of Judgment and Decision Making (elected, 2018-present)
Israel Science Foundation (2020-present)

University Service

University of North Carolina at Chapel Hill, Kenan-Flagler Business School

Co-coordinator, OB Seminar Series (2020-present)
Founder and Coordinator, Unblocked Writing Group (2020-present)
Member, Behavioral Lab Committee (2019-present)
Instructor, SPARK New Orientation Program (2019)
Member, OB Area Recruiting Committee (2017-present)
Member, Organizational Behavior Ph.D Admissions Committee (2018-present)
Member, Lab Manager Search Committee (2019-present)
Advisor, Carolina Behavioral Economics Club (2019-present)

Harvard University, Harvard Business School

Organizer and Member, Behavioral Insights Group Lab (formerly Non-Lab) (2012-2017)
Member, Nifty Experimental Research across Disciplines, (NERD Lab) (2011-2017)
Advisor, Undergraduate PRIMO fellows, (2012-2017)
Advisor, Psychology undergrad Ras, (2012-2017)
Member, Organizational Behavior Lab (2012-2017)

Founding Member and Organizer, Field Experiments Lab (2014-2016)
Member, Program on Negotiation Research Lab (2016-2017)
Teaching Coach for new instructors in Economics Department (2014-2015)

Advising

Dissertation Committees

Ayana Younge, UNC Kenan-Flagler, Organizational Behavior
Hanna Kalmanovich-Cohen, UNC Kenan-Flagler, Organizational Behavior
Holly Howe, Duke University, Fuqua School of Business, Marketing

Undergraduate Thesis Committee

Laura Gerlach, UNC Kenan-Flagler, Honors Thesis
Nico A. Rotundo, UNC Honors Carolina Research Program.
Jared Wong, Duke University, Recommendation writer.

PhD student collaborators

Angelica Leigh, PhD student in Organizational Behavior, UNC Kenan-Flagler
Annabelle Roberts, PhD student in Behavioral Science, University of Chicago Booth
Ayana Younge, PhD student in Organizational Behavior, UNC Kenan-Flagler
Ben Rogers, PhD student in Organizational Behavior, UNC Kenan-Flagler
Emily Prinsloo, PhD student in Marketing, Harvard Business School
Holly Howe, PhD student in Marketing, Duke Fuqua School of Business
Kelly Nault, PhD student in Organizational Behavior, INSEAD
Salvatore Affinito, PhD student in Organizational Behavior, UNC Kenan-Flagler
Selin Goksel, PhD student in Marketing, London Business School
Ximena Garcia-Rada, PhD student in Marketing, Harvard Business School

Member

Academy of Management (2012-present)
American Psychological Association (2015-present)
Association for Psychological Science (2015-present)
Association of Consumer Research (2015-present)
Behavior Change for Good (elected member, 2018-present)
Behavioral Decision Research Management (2013-present)
Behavioral Exchange (2016-present)
Behavioral Science and Policy Association (2016-present)
European Association of Social Psychology (2017-present)

European Association of Consumer Research (2018-present)
International Association of Conflict Management (2016-present)
Society of Experimental Social Psychology (2017-present)
Society for Personality and Social Psychology (2013-present)
Society for Judgment and Decision Making (2013-present)
Society for Consumer Psychology (2017-present)

Previous Employment & Research Experience

2012-2010 Harvard Business School, Research Associate, NOM Unit
2011 Harvard University, Research Assistant, Department of Economics
2010 Harvard University, Research Assistant, Department of Psychology
2010 Massachusetts Institute of Technology, Research Assistant, Sloan
2009 National Bureau of Economic Research, Research Assistant, Finance Unit.
2009 Harvard Business School, Undergraduate Research Assistant, Marketing Unit

Some Media Coverage

2020 **New York Times:** Some Ideas For Fixing America—Hiding Success
Psychology Today: Hiding Success
L.A Times: How to celebrate the holidays alone without feeling completely depressed
Against the Rules Podcast with Michael Lewis
Harvard Business Review: Sarcasm, Self-Depreciation, and Inside Jokes: A User’s Guide to Humor at Work
Poets and Quants: Bringing Standup Comedy to the Classroom
Forbes: 16 Ways to Promote Handwashing with Behavioral Science
Harvard Business Review: It Pays to Be Yourself

2019 **Medium:** How to #Humblebrag If You Absolutely Must
UNC Inside Research Newsletter: How to Make a Good Impression
The Washington Post: What’s the deal with anti-endorsement?
Forbes: Rituals Are Good For Couples—and Businesses, Too
Science and Comedy Podcast: Here We Are with Shane Mauss.
Business Insider: Expert tips to land the job of your dreams.
I’m Not Joking Podcast: Humble Bragging with Ovul Sezer.
Research Insights: When compliments don’t work

2018 **Psychology Today:** The Psychology of Humblebragging
Harvard Gazette: Let me compliment you, sort of.
Economics: How happy relationships relate to money.
Monitor on Psych: Humblebragging.

The Independent: Humblebragging makes people like you less than outright boasting.
Newsweek: #Blessed: The Humblebrag Makes You Less Likeable, Science Shows.
CNBC: How humblebragging could be sabotaging your career.
CJAB-FM Canada Radio: How to self-promote.

- 2017 **The Economic Times:** Want people to like you? Avoid these things.
Pacific Standard: Humblebragging Just Makes You Look Like a Fraud.
Psychology Today: Want to Make a Good Impression? Don't Do These 4 Things.
Reader's Digest: This is the Real Reason Your Friend Always Humblebrags.
Boston Public Radio: Why Do We Give Each Other Backhanded Compliments.
Fast Company: The emotionally intelligent startup's guide to bragging.
- 2016 **Financial Times:** Why family traditions make for happy holidays.
Scientific American Mind: Family Traditions Boost Happiness.
The Wall Street Journal: How to Get More out of Office Conversations.
Harvard Business Review: What We Miss When We Judge a Decision by the Outcome.
- 2015 **The Wall Street Journal:** The Case for Humble Executives.
Fast Company: The emotionally intelligent startup's guide to bragging.
Washington Post: The rise of humblebragging, the best way to make people not like you.
The Huffington Post: Research Confirms That Humblebragging Doesn't Work.
Boston Globe: Humblebragging: You want to, but you shouldn't.
Boston Magazine: Humblebragging is Useless, So Maybe Just Regular-Brag Instead.
Vox: The humblebrag is a useless waste of time.
Big Think: Self-Promoters should avoid humblebragging—It's insincere.
Business Insider: Why you should never humblebrag in a job interview.
Fortune: Humblebragging Doesn't Work.
ABC News: People hate humblebraggers
The Guardian: Don't be a humblebragger, just have a good-old fashioned boast.