

# ÖVÜL SEZER

Curriculum Vitae

August 2022

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Cornell University

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## EDUCATION

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### Ph. D HARVARD UNIVERSITY, HARVARD BUSINESS SCHOOL

Organizational Behavior

### A.B HARVARD UNIVERSITY

Applied Mathematics with Honors

Secondary field in Mind, Brain & Behavior

## ACADEMIC POSITIONS

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### CORNELL UNIVERSITY, SC JOHNSON COLLEGE OF BUSINESS

Assistant Professor of Management and Organizations

### COLUMBIA UNIVERSITY, COLUMBIA BUSINESS SCHOOL

Visiting Assistant Professor of Management

### UNIVERSITY OF NORTH CAROLINA, CHAPEL HILL

Assistant Professor of Organizational Behavior

## PEER-REVIEWED JOURNAL PUBLICATIONS (+ denotes PhD student/advisee)

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1. **Sezer, O.** (2021). Impression (Mis)Management: When What You Say is not What They Hear, *Current Opinion in Psychology*, 44, 31-37.
2. Kim, T., **Sezer, O.**, Schroeder, J., Risen, J., Gino, F., & Norton, M.I. (2021). Work Group Rituals Enhance the Meaning of Work, *Organizational Behavior and Human Decision Processes*, 165, 197-212.
3. Roberts, A.<sup>+</sup>, Levine, E. E., & **Sezer, O.** (2020). Hiding Success, *Journal of Personality and Social Psychology*. 120(5), 1261-1286.

4. Nault, K.,<sup>+</sup> Rogers, B.,<sup>+</sup> **Sezer, O.**, Klein, N. (2020). Behavioral Insights for Minimizing Loneliness During the COVID-19 Pandemic, *Behavior Science & Policy*, 6(2), 137-143.
5. 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*. 158, 83-100.
6. Garcia-Rada, X.<sup>+</sup>, **Sezer, O.**, & Norton, M. I. (2019). Rituals and nuptials: Relationship Rituals Predict Relationship Satisfaction, *Journal of Association for Consumer Research*, 4, 185-197.
7. **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.
8. Steinmetz, J., **Sezer, O.**, & Sedikides, C. (2017). Impression mismanagement: People as inept self-presenters. *Social and Personality and Social Compass*, 11: e12321.
9. **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.
10. **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.
11. Bazerman, M.H., & **Sezer, O.** (2016). Bounded awareness: Implications for ethical decision making. *Organizational Behavior and Human Decision Processes*, 136, 95-106.
12. **Sezer, O.**, & Norton, M. I. (2016). Vicarious contagion decreases differentiation – and comes with costs. *Behavior and Brain Sciences*, 39.
13. **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 OR REVISION

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14. **Sezer, O.**, Prinsloo, E., Brooks, A. W., & Norton M. I. Backhanded compliments: How negative comparison undermines flattery.
15. **Sezer, O.** “What’s in a name?” The ironic consequences of namedropping as a networking Behavior.
16. Rogers, B.,<sup>+</sup> **Sezer, O.**, & Klein, N., Too naïve to lead: When leaders fall for flattery.
17. Klein, N., Nault, K.,<sup>+</sup> & **Sezer, O.** Giving compliments makes people happier than receiving them.
18. Rogers, B.,<sup>+</sup> **Sezer, O.**, Foulk, T. Zhong, C., DeCelles, K., Harshfield, H. Gino, F., & Norton, M.I. After-work rituals help workers overcome the recovery paradox.
19. Nault, K.,<sup>+</sup> **Sezer, O.**, & Klein, N. It’s the journey, not just the destination: Conveying interpersonal warmth in written introductions.

## PRACTITIONER-ORIENTED MANAGEMENT & MEDIA ARTICLES

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20. **Sezer, O.**, Nault, K.,<sup>+</sup> & Klein, N.. (2021). Don’t underestimate the power of kindness at work, *Harvard Business Review*. May 2021.
21. **Sezer, O.** (2018) To brag or Not to Brag, *People Science*, October 2018.

## HONOURS, AWARDS & GRANTS

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- 2022 **Google Keynote Speaker**
- 2021 **Harvard Business Review Article of the Year 2021**
- 2021 **Keynote Speaker at Berkeley Lab**, University of California Berkeley
- 2021 **Social Science Research Network (SSRN) Top 10% of Authors**
- 2020 [\*\*Best 40 Under 40 Business School MBA Professors\*\*](#), Poets & Quants

- 2020 **Faculty Member of the Month**, UNC Kenan-Flagler Business School
- 2019 **Write to Change the World Grant**, Society for Personality & Social Psychology
- 2017 **Harvard University Graduate School of Arts and Sciences Fellowship**
- 2016 **SSRN 10 Most Downloaded papers of the year**, SSRN
- 2016 **Harvard Business School Wyss Award for Excellence in Doctoral Research**
- Awarded to doctoral students who have excelled at conducting innovative academic research across all departments at Harvard Business School
- 2016 **AOM Outstanding Reviewers Award**, Organizational Behavior, AOM
- 2016 **SPSP Travel Award**, Society for Personality and Social Psychology
- 2015 **HBS Working Knowledge Top Ten Most Popular Articles of the Year**
- 2015 **HBS Year in Ideas**, Harvard Business School Alumni Bulletin
- 2015 **Harvard University Distinction in Teaching**, Psychology & Economics (Fall)
- 2015 **Harvard University Distinction in Teaching**, Psychology & Economics (Spring)
- 2014 **Harvard University Distinction in Teaching**, Psychology & Economics (Fall)
- 2014 **Harvard Law School Next Generation Grant**, Program for Negotiation
- Awarded to doctoral students who have shown academic merit and originality in conflict management and negotiation research across Harvard & MIT
- 2014 **Harvard University Distinction in Teaching**, Psychology & Economics (Spring)
- 2013 **Harvard University Distinction in Teaching**, Psychology & Economics (Spring)
- 2012 **Harvard University Distinction in Teaching**, Linear Algebra (Spring)
- 2006 **University of Rochester Young Leaders Award**

## INVITED TALKS

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- 2023 **New York University**, Social Psychology Seminar  
**Wharton, University of Pennsylvania**, Decision Processes Seminar  
**Cornell University**, Behavioral Economics and Decision Research

- 2022 **University of California Berkeley**, Leadership Summit  
**Google**, Keynote Speaker for Google Speaker Series
- 2021 **Cornell University**, SC Johnson College of Business  
**University of Leeds**, Centre for Decision Research  
**Columbia University**, Global Behavioral Science Program  
**University of California Berkeley**, Berkeley Lab  
**New York University**, Psychology Department, Mindful Education Lab  
**University of Texas at Austin**, McCombs School of Business, Management  
**Stanford University Graduate School of Business**, Organizational Behavior  
**Sabanci University**, Behavioral Finance  
**Harvard Business Review Turkey**, Business Thought Leader Series  
**TUBITAK**, Scientific and Technological Research Council of Turkey  
**UGI Corporation**, Business Speaker Series  
**UNC Kenan-Flagler**, Alumni Week  
**Harvard Alumni Entrepreneurs**, Speaker Series
- 2020 **Baruch College**, Zicklin School of Business, Strategic Management  
**CFA Institute of Istanbul**, Women in Investment Forum, Women of Future  
**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  
**Michigan Ross School of Business**, Management & Organizations  
**University of Calgary**, Haskayne School of Business
- 2019 **Columbia University**, Columbia Business School, Management Division.  
**Bogazici University**, Department of Management

- Wake Forest University**, Psychology Department  
**Duke University**, Behavioral Science Talks  
**University of Zurich**, Humor Conference  
**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, Wharton**, 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 Group  
**Harvard Business School**, Online Economy, Experimental Design  
**Harvard Business School**, Micro Topics in Organizational Behavior

## TEACHING

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**Columbia University, Columbia Business School**

**Full-time MBA Courses**

Negotiations (1 Section, MBA), Fall 2021

**University of North Carolina at Chapel Hill, Kenan-Flagler Business School****Full-time MBA Courses**

Managerial Decision Making (2 Sections, MBA), Spring 2022

Managerial Decision Making (2 Sections, MBA), Spring 2021

Negotiations (2 Sections, MBA), Fall 2020

Managerial Decision Making (2 Sections, MBA), Spring 2020

Managerial Decision Making (2 Sections, MBA), Spring 2019

**Undergraduate Courses**

Managerial Decision Making (1 Section, undergraduate), Spring 2022

Negotiations (1 Section, undergraduate), Spring 2022

Managerial Decision Making (1 Section, undergraduate), Spring 2021

Negotiations (1 section, undergraduate), Fall 2021

Negotiations (1 section, undergraduate), Fall 2020

Managerial Decision Making (1 Section, undergraduate), Spring 2020

Negotiations (2 sections, undergraduate), Spring 2020

Negotiations (1 section, undergraduate), Spring 2020

Managerial Decision Making (2 Sections, undergraduate), Spring 2019

Negotiations (2 sections, undergraduate), Spring

OB Core Leading and Managing (2 Sections, undergraduate), Spring 2018

**Ph.D Courses**

Ph.D. Special Topics in Micro OB (1 section, Ph.D. course), Spring 2020

**Harvard Business School, Harvard University****Full-time MBA Courses**

Field Course: Behavioral Insights (Course Assistant, MBA Course, Winter 2016)

**Executive Courses**

Noticing: A Leadership Challenge (Executive course, Winter 2015)

Experimental Pitch Innovation Competition Team Advisor (Spring 2016)

**Ph.D Courses**

Micro Topics in Organizational Behavior (Guest Lecturer, Ph.D. course), Fall 2016

**Harvard University, Department of Economics****Undergraduate Courses**

Psychology and Economics (1 Section, undergraduate), Spring 2015

Psychology and Economics (2 sections, undergraduate), Spring 2014

Psychology and Economics (1 Section, undergraduate), Spring 2013

**Harvard University, Department of Mathematics****Undergraduate Courses**

Linear Algebra (1 Section, undergraduate), Spring 2012

Multivariable Calculus (1 Section, undergraduate), Fall 20115

**Harvard University, Department of Computer Science****Undergraduate Courses**

Quantitative Reasoning (1 Section, undergraduate), Spring 2009

Introduction to Computer Science (Course Assistant, undergraduate), Fall 2008

**Research Included in Business Education Curriculum****Harvard Business School MBA Course**

“How to talk gooder in business and life”

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.



## CONFERENCE PRESENTATIONS

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### Chaired and Organized Symposia

- 2021 Rogers, B. & **Sezer, O.** “Managing Boundaries, Transitions and Well-being in An Age of Virtual work and Covid-19” (Co-Chair and Co-Organizer). **Academy of Management, Virtual.** \***Selected as Showcase Symposium**
- 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.

### Presentations

- 2022 Rogers, B., **Sezer, O.**, Foulk, T. Zhong, C., DeCelles, K., Harshfield, H. Gino, F., & Norton, M.I How Rituals Help Essential Employees’ Work Recovery. Paper presented at the **Academy of Management (AOM)**, Seattle, Washington.
- Sezer, O.**, Affinito, S. & Staats, B. R., “I Told You So” Effect. Paper presented at the **Academy of Management (AOM)**, Seattle, Washington.
- Nault, K., **Sezer, O.**, & Klein, N. It’s the Journey, Not the Destination: Conveying Interpersonal Warmth in Written Introductions. Paper presented at the **International Association of Conflict Management (IACM)**, Ottawa, Canada.
- Sezer, O.**, Affinito, S. & Staats, B. R., “I Told You So” Effect. Paper presented at the **International Association of Conflict Management (IACM)**, Ottawa, Canada.
- Sezer, O.**, Prinsloo, E., Brooks, A.W., & Norton, M.I. Backhanded compliments: Negative comparison undermines flattery. Paper presented at the **Society for Personality and Social Psychology**, San Francisco, CA.

- 2021 Roberts, A., Levine, E. E., & **Sezer, O.** Hiding Success. Paper presented at the **Society of Experimental Social Psychology (SESP)**, Santa Barbara.
- Sezer, O.**, Affinito, S. & Staats, B. R., “I Told You So” Effect. Paper presented at the **Association for Consumer Research (ACR)**, Virtual.
- Jazaieri, H., O’Neill, M., **Sezer, O.**, #SoGrateful—Gratitude Bragging as an Emotion Regulation Strategy. Paper presented at the **Academy of Management (AOM)**, Virtual.
- Rogers, B., **Sezer, O.**, Foulk, T. Zhong, C., DeCelles, K., Harshfield, H. Gino, F., & Norton, M.I How Rituals Help Essential Employees’ Work Recovery. Paper presented at the **Academy of Management (AOM)**, Virtual.
- Nault, K., **Sezer, O.**, & Klein, N. It’s the Journey, Not the Destination: Process-Oriented Introductions Increase Warmth and Preserve Competence. Paper presented 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)**, Shared-reality Pre-conference.
- 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 presented 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 and Why It Occurs and How to Stop it. Paper presented at the **International Association of Conflict Management (IACM)**, Philadelphia, PA.

Garcia-Rada, X., **Sezer, O.**, & Norton, M.I. Rituals and nuptials: The emotional and relational consequences of relationship rituals. Paper presented at the **European Association for Consumer Research (EACR)**, Ghent, Belgium.

**Sezer, O.**, & Melwani, S. Mansplaining: When and Why It Occurs and How to Stop it. Paper 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. Poster 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 **Academy of Management (AOM)**, Anaheim, CA.

**Sezer, O.**, Brooks, A.W., & Norton, M.I. Backhanded compliments: Negative comparison undermines flattery. Poster presented at the **Academy of Management (AOM)**, Anaheim, CA.

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

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 the **London Business School 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 **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 our authentic self: Catering to others' preferences increases anxiety and hinders performance. Paper presented at the **Society of Judgment and Decision Making (SJDM)**

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

Kim, T., **Sezer, O.**, Schroeder, J., Risen, J., Gino, F., & Norton, M.I., Group rituals improve group performance. Paper presented at **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 **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. Humblebragging—A distinct and ineffective self-presentation strategy. Paper presented at **International Convention of Psychological Science (ICPS)**, Amsterdam, Netherlands.

**Sezer, O.**, Gino, F., & Norton, M.I. Humblebragging—A distinct and ineffective self-presentation strategy. Paper presented at the **Society of 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

- 2022 Managerial and Organizational Cognition, Tuesday Coolness Session, (Session Facilitator **Academy of Management**, Seattle, Washington.
- 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** (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.

## ADVISING

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### Dissertation Committees (\*wrote a letter of recommendation)

- Casher Belinda\*, UNC OB PhD (PhD expected 2023)
- Benjamin Rogers\*, UNC OB PhD (PhD expected 2023)
- Ayana Younge\*, UNC OB PhD (accepted faculty position at UVA Darden 2022)



Holly Howe, Duke Marketing PhD (accepted faculty position at HEC Montréal 2022)

Hanna Cohen, UNC OB PhD (accepted faculty position at Oakland University 2020)

### **Undergraduate Thesis Committees and RAs (\*wrote a letter of recommendation)**

Nico Rotundo\*, UNC (accepted position at Harvard Opportunity Insights 2022)

Jared Wong\*, Duke (admitted to Yale University PhD in Marketing 2021)

Laura Gerlach, UNC Honors Thesis (accepted position at Wells Fargo 2020)

Laura Botero\*, HBS RA (admitted to Harvard University MA in Education Policy 2018)

Meghamsh Kanuparth\*, Harvard University Economics (admitted to the University of Louisville School of Medicine 2018)

Lindsay Overhage\*, Harvard University Economics (admitted to Harvard Medical School Md-Phd 2017)

Sudheer Poluru\*, Harvard University Economics (admitted to University of Chicago Booth School of Business MBA 2017)

Remi Yang\*, Harvard University Economics (accepted position at Bain & Company 2017)

### **PhD Student Collaborators**

Ben Rogers, UNC OB (PhD expected 2023)

Natalie Croitoru, UNC OB (PhD expected 2025)

Alyssa Tedder-King, UNC OB (PhD expected 2025)

Emily Prinsloo, HBS Marketing (PhD expected 2023)

Selin Goksel, London Business School Marketing (PhD expected 2023)

Annabelle Roberts, University of Chicago Booth Behavioral Science (accepted faculty position at UT Austin 2022)

Kelly Nault, INSEAD OB (accepted faculty position at IE Business School 2022)

Salvatore Affinito, UNC OB (accepted post-doctoral position at HBS 2021)

Ximena Garcia-Rada, HBS Marketing (accepted faculty position at Texas A&M 2021)

Angelica Leigh, UNC OB (accepted faculty position at Duke University, 2020)

## **PROFESSIONAL SERVICE**

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### **Service to the Field**

Society of Judgment and Decision-Making, Diversity and Inclusion Committee (2022-)  
Ph.D Project, Faculty Advisor for Job Market Workshop (2020-present)  
INFORMS Organization Science Dissertation Competition Evaluator (2021-present)  
Behavior Change for Good Initiative, Wharton School, Elected Team Scientist (2018-)  
Society of Judgment and Decision-Making Conference Track Committee (2019-2021)  
Society of Judgment and Decision-Making Social Event Chair (2021)  
Society of Judgment and Decision-Making, Student Poster Award Chair (2020)  
Society of Judgment and Decision-Making, Student Poster Award Committee (2019)  
Academy of Management, Dexter Award Committee for Best International Paper (2020)  
Ph.D Project, How to Navigate Job Market-Faculty Advisor (2018-2020)

### **Journal Reviewing**

Academy of Management Journal (2016-present)  
Behavioral Science & Policy (2020-present)  
European Journal of Social Psychology (2022-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)  
Personality and Social Psychology Bulletin (2021-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 (elected, 2018-present)  
Israel Science Foundation (2020-2021)  
Social Sciences and Humanities Research Council of Canada (2021-2022)

## **University Service**

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

Speaker, UNC Alumni Week (2021)  
Speaker, Undergraduate Program Strategic Mid-Year Meeting (2021)  
Speaker, SPARK New Orientation Program (2020)  
Co-coordinator, OB Seminar Series (2020-2021)  
Founder and Coordinator, Unblocked Writing Group (2020-2021)  
Member, Behavioral Lab Committee (2019-2021)  
Instructor, SPARK New Orientation Program (2019)  
Member, OB Area Recruiting Committee (2017-2021)  
Member, Organizational Behavior Ph. D Admissions Committee (2018-2020)  
Member, Lab Manager Search Committee (2019-2020)  
Advisor, Carolina Behavioral Economics Club (2019-2021)

### **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)

## **PROFESSIONAL AFFILIATIONS**

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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**

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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, MIT Sloan

- 2009 National Bureau of Economic Research, Research Assistant, Finance  
2009 Harvard Business School, Undergraduate Research Assistant, Marketing

## SELECTED MEDIA COVERAGE

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- 2022 **HBS Working Knowledge:** Teams That Play Together Stay Together  
**Harvard Business Review:** HBR Articles of the Year 2021  
**El País:** Nuances of Self-Promotion  
**Indianapolis Business Journal:** It's Important to Promote Yourself at Work  
**Nepali Times:** Boasting While Pretending Not To
- 2021 **Harvard Business Review:** Don't Underestimate the Power of Kindness  
**Harvard Business Review:** Savvy Self-promotion  
**CNBC:** The value of kindness at work  
**The Wall Street Journal:** The Surprising Strategy for Acing a Job Interview  
**UNC The Well:** Being too humble can hurt you  
**Behavioral Science Toolkit:** Impression Management  
**UNC March Newsletter:** Studying how we act and finding humor along the way  
**The Seattle Times:** 5 Career-Damaging Verbal Flubs—and How to Stop  
**Harvard Business Review Turkey:** Business Thought Leaders  
**Attached Podcast:** A Bridgerton of Success—But Keeping it to Yourself?  
**Independent Turkey:** How to make a good impression?  
**Greatness Podcast:** Impression (Mis)Management
- 2020 **New York Times:** Some Ideas For Fixing America—Hiding Success  
**Psychology Today:** Hiding Success  
**L.A Times:** How to celebrate the holidays alone  
**Against the Rules Podcast with Michael Lewis**  
**Behavioral Science Podcast with Nick Hobson:** Impression (Mis)Management  
**Harvard Business Review:** 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 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?  
**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:** 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 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 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