

# A. PETER MCGRAW

## CURRICULUM VITAE

University of Colorado Boulder  
Leeds School of Business  
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Boulder, CO 80309  
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petermcgraw.org  
humorresearchlab.org  
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### POSITION

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| Leeds School of Business; University of Colorado Boulder                |             |
| Associate Professor of Marketing  | 2011 -      |
| Assistant Professor of Marketing  | 2004 - 2011 |
| Department of Psychology & Neuroscience; University of Colorado Boulder |             |
| Associate Professor of Psychology (Courtesy)                            | 2011 -      |
| Assistant Professor of Psychology (Courtesy)                            | 2008 - 2011 |
| Visiting Scholar at Erasmus University and University of Melbourne      | 2012 & 2013 |

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### POST DOCTORAL TRAINING

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| Princeton University                                       |             |
| Woodrow Wilson School for Public and International Affairs | 2002 - 2004 |

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### EDUCATION

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| The Ohio State University                                  |      |
| Ph.D. Quantitative Psychology/Judgment and Decision Making | 2002 |
| M.A. Quantitative Psychology/Judgment and Decision Making  | 1999 |
| Rutgers University   |      |
| M.Ed. Educational Psychology (Learning & Cognition)        | 1994 |
| B.A. Psychology and Exercise Science                       | 1992 |

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### SELECTED AWARDS, GRANTS, AND HONORS

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MBA Teaching Excellence Nomination; Leeds School of Business; 2017  
Frascona Teaching Award Nomination; Leeds School of Business; 2009, 2010, 2011, 2012, 2015, 2017  
Colorado Business Social Media Leader – Denver Business Journal; 2014  
Stylish Scientist List (seriously) – 2012, 2013, 2014, 2015, 2016  
Marketing Science Institute Grant; 2010, 2011, 2012  
Sterling-Rice Research Award; 2010, 2011, 2013  
Professor of the Game, University of Colorado Men's Basketball; 2010  
Big XII Faculty Fellowship; 2006, 2010  
Best Paper; Society for Consumer Psychology Winter Conference; 2009  
Guiney Research and Teaching Award; Leeds School of Business; 2008  
Transformative Consumer Research Grant - Association for Consumer Research; 2008  
Marketing Science Institute (MSI) Young Scholar; 2007  
Fellow, Max Planck Summer Institute on Bounded Rationality in Psychology and Economics; 2001  
The Billy Davies Award for Service to Students, UC - Santa Barbara; 1996

## RESEARCH

## RESEARCH INTERESTS

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Judgment and decision making    Emotions    Consumption    Humor    Entertainment

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## HUMOR RESEARCH LAB (HURL)

HuRL is dedicated to the scientific study of humor and its antecedents and consequences. The lab's theoretical and methodological base is in the interdisciplinary fields of consumer behavior, emotion, and judgment and decision making, with an emphasis in social and cognitive psychology.

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## SELECT INTERVIEWS AND MEDIA MENTIONS, AND POPULAR PRESS ARTICLES

|                                  |                            |                             |
|----------------------------------|----------------------------|-----------------------------|
| 538/ESPN                         | Forbes.com                 | NPR                         |
| Atlanta Journal-Constitution     | Fortune                    | Ozy                         |
| APA Observer                     | Fox News                   | Psychology Today            |
| The Art of Charm                 | Freakonomics Blog          | Popular Science             |
| The Atlantic                     | Grantland                  | Reader's Digest             |
| Australian Broadcast Corporation | GQ                         | Salon                       |
| Barrons                          | Harvard Business Review    | Scientific American         |
| BBC                              | Huffington Post            | Southwest Airlines Magazine |
| Bloomberg Businessweek           | Inc.                       | Slate                       |
| Boston Globe                     | Joe Rogan Experience       | United Hemispheres          |
| CBS this Morning                 | The Guardian               | USA Today                   |
| Chicago Tribune                  | Last Call with Carson Daly | TIME                        |
| Consumerist                      | Medium                     | USA Today                   |
| CNBC                             | Men's Health               | Vice                        |
| Cracked                          | Mother Jones               | The Washington Post         |
| Denver Post                      | New Republic               | Wall Street Journal         |
| Esquire                          | New York Post              | Westword                    |
| Fast Company co-create           | The New York Times         | Wired                       |
| Financial Times                  | NewYorker.com              | Wisconsin Public Radio      |
|                                  | Nightline                  | WTF with Marc Maron         |

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## BOOK

McGraw, A.P., & Warner, J. (2014). *The Humor Code: A Global Search for What Makes Things Funny*. Simon & Schuster: New York. (HumorCode.com)

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## WORKING PAPERS

Being funny is not enough: Negative reactions to advertisements predict brand attitudes better than perceived humor; Warren, C., Percival Carter, E., & McGraw, A.P.

Editing entertainment: Length constraints, product quality, and the case of the motion picture industry; McGraw, A.P., Stuppy, A., & Pomerance, J. (Equal authorship for the first two authors); Marketing Science Institute Working Paper Series

July 2017

## RESEARCH (CONT.)

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WORKING PAPERS (CONT.)

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Media hype narrowly helps but broadly hinders consumers' well-being; Percival Carter, E., Williams, L., & McGraw, A.P.

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UNDER REVIEW

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Beyond advertising: Humor, comedy, and consumer behavior; Warren, C., Barsky, A. & McGraw, A.P.

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PEER-REVIEW ARTICLES

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Warren, C. & McGraw, A.P., (2016). When does humorous marketing communications hurt brand attitudes? *Journal of Marketing Behavior*, 2, 39-67. Marketing Science Institute Working Paper Series

Warren, C., & McGraw, A.P., (2016). Differentiating what is humorous from what is not. *Journal of Personality and Social Psychology*, 10, 407-30

McGraw, A.P., & Davis, D., Scott, S., & Tetlock, P. (2016). The price of not putting a price on love. *Judgment and Decision Making*, 11, 40-47.

McGraw, A.P., Schiro, J. & Fernbach, P.M. (2015). Not a problem: The downside of humorous appeals. *Journal of Marketing Behavior*, 1, 187-208.

McGraw, A.P., Warren, C., & Kan, C. (2015). Humorous complaining. *Journal of Consumer Research*, 41, 1153-1171. (Lead article); Marketing Science Institute Working Paper Series

Bauman, C.W., McGraw, A.P., Bartels, D., & Warren, C., (2014). Revisiting external validity: Concerns about trolley problems and other sacrificial dilemmas in moral psychology. *Personality and Social Psychology Compass*, 8, 536-544.

Larsen, J.T. & McGraw, A.P., (2014). The case for mixed emotions. *Personality and Social Psychology Compass*, 8, 263-274.

McGraw, A.P., Williams, L.T., & Warren, C. (2014). The rise and fall of humor: Psychological distance modulates humorous responses to tragedy. *Social Psychology and Personality Science*, 5, 566-572.

Kane, J., Van Boven, L., & McGraw, A.P. (2012). Prototypical prospection: Future events are more prototypically represented and simulated than past events. *European Journal of Social Psychology*, 42, 354-362.

McGraw, A.P., Warren, C., Williams, L., & Leonard, B., (2012). Too close for comfort, or too far to care? Finding humor in distant tragedies and close mishaps. *Psychological Science*, 25, 1215 - 1223.

McGraw, A.P., Schwartz, J. & Tetlock, P. (2012). From the commercial to the communal: Reframing taboo trade-offs in religious and pharmaceutical marketing. *Journal of Consumer Research*, 39, 157-173.

## RESEARCH (CONT.)

## PEER-REVIEW ARTICLES (CONT.)

- Huber, M., Van Boven, L., McGraw, A.P., & Johnson-Graham, L. (2011). Whom to help? Immediacy bias in judgments and decisions about humanitarian aid. *Organizational Behavior and Human Decision Processes*, *115*, 283-293.
- Larsen, J.T. & McGraw, A.P. (2011). Further evidence for mixed emotions. *Journal of Personality and Social Psychology*, *100*, 1095-1110.
- McGraw, A.P., Todorov, A., & Kunreuther, H. (2011). A policy maker's dilemma: Preventing blame or preventing terrorism. *Organizational Behavior and Human Decision Processes*, *115*, 25-34.
- McGraw, A.P., Larsen, J.T., Kahneman, D., & Schkade, D. (2010). Comparing gains and losses. *Psychological Science*, *21*, 1438-1445.
- McGraw, A.P., Shafir, E., & Todorov, A. (2010). Valuing money and things: Why a \$20 item can be worth more and less than \$20. *Management Science*, *56*, 816-830.
- McGraw, A.P. & Warren, C. (2010). Benign violations: Making immoral behavior funny. *Psychological Science*, *21*, 1141-1149. (Equal authorship)
- Van Boven, L., Kane, J., McGraw, A.P., & Dale, J., (2010). Feeling close: Emotional intensity reduces perceptions of psychological distance. *Journal of Personality and Social Psychology*, *98*, 872-885.
- Larsen, J.T., Norris, C.J., McGraw, A.P., Hawley, L.C., & Cacioppo, J.T. (2009). The evaluative space grid: A single-item measure of positivity and negativity. *Cognition and Emotion*, *23*, 453-480.
- Levav, J., & McGraw, A.P. (2009). Emotional accounting: How feelings about money influence consumer choice. *Journal of Marketing Research*, *46*, 66-80. (Equal authorship)
- McGraw, A.P., Mellers, B.A., & Tetlock, P.E. (2005). Expectations and emotions of Olympic athletes. *Journal of Experimental Social Psychology*, *41*, 438-446.
- McGraw, A.P., & Tetlock, P.E. (2005). Taboo trade-offs, relational framing and the acceptability of exchanges. *Journal of Consumer Psychology*, *15*, 2-15. (Lead Article)
- Shiv, B., Bechara, A., Levin, I.P., Alba, J.W., Bettman, J.R., Dube, L., Isen, A., Mellers, B.A., Smidts, A., Grant, S.J., & McGraw, A.P. (2005). Decision neuroscience. *Marketing Letters*, *16*, 375-386.
- Tetlock, P.E., & McGraw, A.P. (2005). Theoretically framing relational framing. *Journal of Consumer Psychology*, *15*, 35-37.
- Larsen, J.T., McGraw, A.P., Mellers, B.A. & Cacioppo, J. (2004). The agony of victory and thrill of defeat: Mixed emotional reactions to disappointing wins and relieving losses. *Psychological Science*, *15*, 325-330.

## RESEARCH (CONT.)

## PEER-REVIEW ARTICLES (CONT.)

- McGraw, A.P., Mellers, B.A., & Ritov, I. (2004). The affective costs of overconfidence. *Journal of Behavioral Decision Making*, 17, 281-295.
- McGraw, A.P., Tetlock, P.E., & Kristel, O.V. (2003). The limits of fungibility: Relational schemata and the value of things. *Journal of Consumer Research*, 30, 219-229.
- Larsen, J.T., McGraw, A.P., & Cacioppo, J. (2001). Can people feel happy and sad at the same time? *Journal of Personality and Social Psychology*, 81, 684-696.
- Mellers, B.A., & McGraw, A.P. (2001). Anticipated emotions as guides to choices. *Current Directions in Psychological Science*, 10, 210-214.
- Mellers, B.A., & McGraw, A.P. (1999). How to improve Bayesian reasoning: Comment on Gigerenzer and Hoffrage. *Psychological Review*, 106, 417-424.

## INVITED ARTICLES, CHAPTERS, AND ENCYCLOPEDIA ENTRIES

- Bartels, D. M., Bauman, C.W., Cushman, F.A., Pizarro, D.A., & McGraw, A.P., (2016), Moral judgment and decision making. In G. Keren & G. Wu (Eds.) *The Wiley Blackwell Handbook of Judgment and Decision Making*. Vol. 1 (pp. 479-516) Chichester, UK: Wiley.
- Warren, C., & McGraw, A.P. (2015). Opinion: What makes things humorous. *Proceedings of the National Academy of Sciences*, 112 (23), 7105-7106.
- McGraw, A.P. & Warren, C. (2014). Benign violation theory. In S. Attardo (Ed.). *Encyclopedia of Humor Studies*, Vol. 1 (pp. 75-77) Sage Publications.
- McGraw, A.P. Williams, L.E., & Warren, C. (2014). Psychological distance. In S. Attardo (Ed.). *Encyclopedia of Humor Studies*, Vol. 2 (pp. 602-604) Sage Publications.
- Warren, C. & McGraw, A.P. (2014). Humor appreciation. In S. Attardo (Ed.). *Encyclopedia of Humor Studies*, Vol. 1 (pp. 52-55) Sage Publications.
- Warren, C. & McGraw, A. P., & Van Boven, L. (2011). Values and preferences: Defining preference construction. *Wiley Interdisciplinary Reviews: Cognitive Science*, 2, 193-205.
- Huber, M., Van Boven, L., & McGraw, A.P. (2010). Donate different: External and internal influences on emotion-based donation decisions. In D.M. Oppenheimer, D.M., & C.Y. Olivola, (Eds.) *The Science of Giving: Experimental Approaches to the Study of Charity*. (pp. 179-199) Taylor & Francis.
- Van Boven, L., Kane, J., & McGraw, A.P. (2009). Temporally asymmetric constraints on mental simulation: Retrospection is more constrained than prospection. In K. Markman, W. Klein, & S. Shur (Eds.), *The Handbook of Imagination and Mental Simulation*. (pp. 131-150) Psychology Press.

## RESEARCH (CONT.)

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INVITED ARTICLES, CHAPTERS, AND ENCYCLOPEDIA ENTRIES (CONT.)

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Mellers, B.A., & McGraw, A.P. (2004). Self-serving beliefs and the pleasure of outcomes. In J. Carillo and I. Brocas (Eds.), *The Psychology of Economic Decisions. Vol. 2: Reasons and Choices*. (pp. 31-48) Oxford University Press.

Tetlock, P.E., McGraw, A.P., & Kristel, O.V. (2004). Proscribed forms of social cognition: Taboo trade-offs, blocked exchanges, forbidden base rates, and heretical counterfactuals. In N. Haslam (Ed.), *Relational Models Theory: A Contemporary Overview*. (pp. 247-262) Mahway, NJ: Erlbaum.

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PAPERS ON SOCIAL SCIENCE RESEARCH NETWORK (SSRN)

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McGraw, A.P., Carter, E.P., & Harman, J.J., Humor production and perceptions of psychological health.

McGraw, A.P., Warren, C., Van den Bergh, B., & Cuneo, M., Marijuana and utility maximization.

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PROCEEDINGS

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Warren, A.P., & McGraw, A.P. (2014). Beyond funny ads: Empirical and theoretical insights into humorous consumption and marketing. *Advances in Consumer Research*, 41.

McGraw, A.P., Williams, L.E., & Warren, C., (2013). The psychophysics of humor. *Advances in Consumer Research*, 40.

Warren, A.P., & McGraw, A.P. (2013). Humorous consumption. *Advances in Consumer Research*, 40.

Kan, C., Warren, A.P., & McGraw, A.P. (2012). Humorous complaining. *Advances in Consumer Research*, 39.

McGraw, A.P., Schiro, J., & Fernbach, P. (2012). All kidding aside: Humor lowers propensity to remedy a problem. *Advances in Consumer Research*, 39.

Naylor, R., & McGraw, A.P. (2011) Harming, stealing, lying, and cheating: Exploring the antecedents and consequences of unethical consumption behavior. *Advances in Consumer Research*, 38.

McGraw, A.P., & Warren, C. (2011). Benign marketing violations: How and when humorous marketing hurts brands. *Advances in Consumer Research*, 38.

McGraw, A.P., Warren, C., Williams, L.E., & Leonard, B. (2011). Too close for comfort or too far to care? The role of psychological distance in humor appreciation. *Society for Consumer Psychology Winter Conference Proceedings*.

Warren, C., & McGraw, A.P., (2011). On the relationship between humor and brand attitude. *Society for Consumer Psychology Winter Conference Proceedings*.

Leonard, B., Warren, C., & McGraw, A.P. (2010). Make a funny: Humor production and the benign violation theory. *Advances in Consumer Research*, 37.

## RESEARCH (CONT.)

## PROCEEDINGS (CONT.)

- McGraw, A.P., Schwarz, J., & Tetlock, P. (2010). Commercial marketing with communal sentiments: Reframing taboo trade-offs in religious marketing. *Advances in Consumer Research*, 37.
- McGraw, A.P., & Warren, C. (2010). Benign violations: Humor as a mixed emotional experience. *Advances in Consumer Research*, 37.
- McGraw, A.P., & Davis, D. (2009). In death and in love: Sacred trade-offs in the death care and wedding industries. *Society for Consumer Psychology Winter Conference Proceedings*.
- McGraw, A.P., Schwartz, J., & Tetlock, P.E., (2009). Commercial marketing strategies and communal sentiments: Legitimizing taboo trade-offs in religious marketing. *Society for Consumer Psychology Winter Conference Proceedings*.
- McGraw, A.P., Van Boven, L., Huber, M., & Johnson-Graham, L. (2009). Who to help: Immediacy bias in humanitarian aid allocation. *Advances in Consumer Research*, 36.
- Van Boven, L. Kane, J., McGraw, A. P., & Dale, J. (2009). Feeling close: The emotional nature of psychological distance. *Advances in Consumer Research*, 36.
- Warren, C., & McGraw, A.P. (2009), Wrong, but funny: Moral violations can elicit mixed emotions. *Society for Consumer Psychology Winter Conference Proceedings*.
- McGraw, A.P. (2008). “Do unto others...”: The influence of others on perceptions of price (un)fairness. *Advances in Consumer Research*, 35. (Symposium summary)
- McGraw, A.P., & Larsen, J.T. (2008). Midway between the two?: The case for mixed emotions. *Advances in Consumer Research*, 34.
- McGraw, A.P., Larsen, J.T., Kahneman, D., & Schkade, D. (2008). Bipolar scales mask loss aversion. *Advances in Consumer Research*, 35.
- McGraw, A.P., & Lau, L. (2008). Feeling mixed? Emerging perspectives on mixed emotions and consumer responses, *Advances in Consumer Research*, 35. (Symposium summary)
- Schwartz, J., & McGraw, A.P. (2008). Justifying the high price of medicine: How relational framing reduces consumer distress. *Advances in Consumer Research*, 35.
- Van Boven, L., McGraw, A.P., & Kane, J. (2008). Tethered by tense: Retrospection is more constrained than prospecting. *Society for Consumer Psychology Winter Conference Proceedings*.
- McGraw, A.P., Schkade, D., & Kahneman, D. (2004). Loss aversion and predictions of utility. *Advances in Consumer Research*, 31.
- McGraw, A.P., & Levav, J. (2003). The consequences of love-hate relationships with financial windfalls. *Society for Consumer Psychology Winter Conference Proceedings*.

## RESEARCH (CONT.)

## PROCEEDINGS (CONT.)

McGraw, A.P., Tetlock, P.E., & Kristel, O.V. (2002). The limits of fungibility: Relational schemata and the value of things. *Advances in Consumer Research*, 29.

## INVITED TALKS

- 2017 Influencers Salon  
London Business School  
National University of Singapore Business School  
Tel Aviv University; Collier School of Management  
University of British Columbia; Sauder School of Business  
University of California Riverside: Anderson Graduate School of Management  
University of Cambridge; Judge Business School  
University of Oregon; Lundquist College of Business  
Western Industrial Nevada (WIN)
- 2016 Center for Innovation and Creativity; University of Colorado Boulder  
CU on the Weekend  
FunnyBizz Conference; San Francisco  
Nerd Nite Los Angeles  
Nielsen Company  
University of Melbourne, School of Business and Economics  
University of Queensland, Department of Psychology  
University of Southern California, Institute for Creative Technologies  
University of Sydney Business School  
University of Utah Eccles School of Business  
Viacom International Media Network  
YMCA
- 2015 University of Oklahoma, Global Studies Program  
Empiricist League, San Francisco
- 2014 Carnegie Mellon University, Tepper School of Business  
Catalyst Week - Las Vegas  
Colorado Teen Science Café  
Dairy Center for the Arts  
Erasmus University, Rotterdam School of Management  
FunnyBizz Conference; San Francisco and New York  
The Swellness Movement  
Texas A&M University, Mays School of Business  
Tulane University, Freeman School of Business  
University of Colorado Anschutz Medical Campus  
University of Colorado Directors Club  
University of Colorado's Excellence in Leadership Program  
University of Colorado Office of Contract and Grants  
University of Colorado Women's Club  
University of Pennsylvania, Author@Wharton  
University of Western Ontario, Dan Management and Organizational Studies  
Westminster College
- 2013 Boulder Startup Week  
Chicago Ideas Week  
Mind Science Foundation  
QuickLeft  
SXSW Interactive & SXSW V2V  
Stanford University Graduate School of Business  
Triple Nine Society



## RESEARCH (CONT.)

## INVITED TALKS (CONT.)

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- 2013 University of Alberta School of Business  
University of Melbourne, School of Business and Economics  
University of Pennsylvania, Wharton School  
University of Southern California, Marshall School of Business  
University of Sydney Business School
- 2012 10 Conference  
Bridgetown Comedy Festival  
Erasmus University, Rotterdam School of Management  
London Business School  
Tilburg University, Department of Psychology  
University of Wisconsin, Wisconsin School of Business  
University of Zurich, Department of Psychology
- 2011 Colorado State University, Psychology Department  
Northwestern University, Kellogg School of Management  
University of California, Los Angeles Anderson School of Management  
University of California, Berkeley, Haas School of Business  
University of Michigan, Ross School of Business  
Palo Alto Institute, Palo Alto, CA  
Judgment and Decision-Making Preconference. SPSP conference; San Antonio, TX  
Humor Preconference. SPSP conference; San Antonio, TX
- 2010 Boulder Chamber of Commerce, Boulder, CO  
Golden Chamber of Commerce, Golden, CO  
TedxBoulder, Boulder, CO  
Tulane University, Freeman School of Business  
University of Chicago, Booth School of Business
- 2009 University of California, San Diego, Cognitive Psychology Department
- 2008 Duke University, Fuqua School of Business  
Tulane University; Department of Psychology  
Tilburg University, Tilburg Institute for Behavioral Economics Research (TIBER)  
Emotions and Decision Making Congress, University of Bari; Bari, Italy
- 2007 Columbia University, Columbia School of Business  
New York University, Stern School of Business
- 2007 University of Minnesota, Carlson School of Management  
Values-driven Judgment Conference, Northwestern University  
Marketing Science Institute Young Scholar's Conference; Park City, UT
- 2006 Harvard University, Harvard Business School  
Texas Tech University, Department of Psychology
- 2005 University of Pennsylvania, Wharton School of Business
- 2003 Rutgers University, Department of Psychology
- 2000 The Ohio State University; Center for Cognitive Science  
Relational Models Conference, University of Buffalo School of Business; Buffalo, NY
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## FIRST-AUTHOR CONFERENCE TALKS

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- Serving Customers Comedy. Operations Services Conference, University of Southern California; Los Angeles, CA. June 2015
- Humorous Complaining; Society for Judgment and Decision Making conference (SJDM); Long Beach, CA. November 2014.

## RESEARCH (CONT.)

## FIRST-AUTHOR CONFERENCE TALKS (CONT.)

Humorous Complaining; Behavioral Decision Research in Management conference (BDRM); London. July 2014.

Humor and Retail. Emotions and Retailing Conference; Baker Center for Retailing at Wharton; Philadelphia, PA. May 2013.

What makes things funny? Implications for morality, good manners, and well-being; Law and Subjective Well-being Conference; Boulder, CO. July, 2013.

Humorous complaining. Judgment and Decision Making Winter Symposium; Park City, UT. January 2013.

Trolleyology: On the misappropriation of a thought experiment. Society for Judgment and Decision Making conference; Minneapolis, MN. November, 2012.

What makes things funny? – Connecting humor's antecedents to its consequences. Association for Applied and Therapeutic Humor; Chicago, IL April 2012.

Too close for comfort, or too far to care? Finding humor in distant tragedies and close mishaps. International Society for Humor Studies; Boston, MA. July, 2011.

A policy maker's dilemma: Preventing terrorism or preventing blame. International Conference on Behavioral Decision Making; Interdisciplinary Center IDC; Herzliya, Israel. May, 2011.

Too close for comfort or too far to care? The role of psychological distance in humor appreciation. Society for Consumer Psychology; Atlanta, GA. February, 2011.

On the relationship between humor and brand attitude. Society for Consumer Psychology; Atlanta, GA. February, 2011.

Benign violations: Making immoral behavior funny. Society for Judgment and Decision Making conference; St. Louis, MO. November, 2010.

Commercial marketing with communal sentiments: Reframing taboo trade-offs in religious marketing. Association for Consumer Research conference; Jacksonville, FL. October, 2010.

Benign violations: Humor as a mixed emotional experience. Association for Consumer Research conference; Jacksonville, FL. October, 2010.

Can't put a price on love: The sacred, spendthrift pursuit of secular products. Behavioral Decision Research in Management; Pittsburgh, PA. June 2010.

Wrong but funny: Moral violations can elicit mixed emotions. Subjective Probability, Utility, and Decision Making conference; Trento, Italy. August, 2009.

## RESEARCH (CONT.)

## FIRST-AUTHOR CONFERENCE TALKS (CONT.)

Wrong but funny: Moral violations can elicit mixed emotions. TIBER Symposium; Tilburg University; Tilburg, Netherlands August, 2009.

Commercial marketing and communal sentiments: Legitimizing taboo trade-offs in religious marketing. Society for Consumer Psychology conference; San Diego, CA. February 2009. (Best Paper Award)

Preventing blame while preventing terrorism. Society for Judgment and Decision Making pre-conference: Using Human Nature to Improve Human Life; Chicago, IL. November, 2008.

Who to help? Immediacy bias in judgments and decisions about humanitarian aid. Association for Consumer Research conference; San Francisco, CA. October, 2008.

Do bipolar scales mask loss aversion? Behavioral Decision Research in Management conference; San Diego, CA. April, 2008.

Who to help? Immediacy bias in judgments and decisions about humanitarian aid. Society for Consumer Psychology conference; New Orleans, LA. February, 2008.

Bipolar scales mask loss aversion. Association for Consumer Research conference; Memphis, TN. October, 2007.

“Midway between the two?”: The case for mixed emotions. Association for Consumer Research conference; Memphis, TN. October, 2007.

Bipolar scales mask loss aversion. Subjective Probability, Utility, and Decision Making conference; Warsaw, Poland. August, 2007.

Valuing money and things: Why a \$20 item can be worth more and less than \$20. Subjective Probability, Utility, and Decision Making conference; Warsaw, Poland. August, 2007.

Secular encroachments on sacred values: Love, health, and death. Transformative Consumer Research conference; Dartmouth College. July, 2007.

Problems with the gamble as decision metaphor (or why an air purifier is not like \$300). Society for Consumer Psychology conference; Las Vegas, NV. February, 2007.

“Midway between the two?”: The case for mixed emotions. Society for Personality and Social Psychology conference; Memphis, TN. January, 2007.

Loss aversion is comparative. Society for Judgment and Decision Making conference; Houston, TX. November, 2006.

Problems with the gamble as decision metaphor (or why an air purifier is not like \$300). Behavioral Decision Research in Management conference; Santa Monica, CA. April, 2006.

## RESEARCH (CONT.)

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FIRST-AUTHOR CONFERENCE TALKS (CONT.)

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- Problems with the gamble as decision metaphor (or why an air purifier is not like \$300). Society for Judgment and Decision Making conference; Toronto, ON. November, 2005.
- Determinants of decisions to prevent terrorist acts: Anticipated blame or perceived risks?. Society for Judgment and Decision Making conference; Toronto, ON. November, 2005.
- Taboo trade-offs, relational framing, and the acceptability of exchanges. Society of Judgment and Decision Making conference; Minneapolis, MN. November, 2004.
- Loss aversion and predicted utility. Association for Consumer Research conference. Portland, OR. October, 2004.
- Loss aversion and predicted utility; Society for Judgment and Decision Making conference. Vancouver, BC. November, 2003.
- The consequences of love-hate relationships with financial windfalls. Society for Judgment and Decision Making conference; Kansas City, MO. November, 2002.
- The consequences of love-hate relationships with financial windfalls. Association for Consumer Research conference, Atlanta, GA. October, 2002.
- The limits of fungibility: Relational schemata and the value of things. Society for Judgment and Decision Making conference; Orlando, FL. November, 2001.
- The limits of fungibility: Relational schemata and the value of things. Association for Consumer Research conference; Austin, TX. October, 2001.
- Do Bronze Medalists have more fun? Society for Judgment and Decision Making conference. Dallas, TX. November, 1998.

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CONFERENCE AND SYMPOSIUM ORGANIZATION

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- Morality in the marketplace. Symposium organization at the Association for Consumer Research; Baltimore, MD. October, 2014; with Bartels, D., Schwartz, J., and Belk, R.
- Morality in the marketplace. Tulane University. New Orleans, LA. October, 2014; with Schwartz, J.
- Harming, stealing, lying, and cheating: Exploring the antecedents and consequences of unethical consumption behavior. Symposium organization at the Association for Consumer Research; St. Louis, MO. October, 2011; with Naylor, R.
- Beyond construal: Examining broad implications of psychological distance and consumer judgment. Symposium organization at the Society for Consumer Psychology; Atlanta, GA. February, 2011; with Williams, L.E.

## RESEARCH (CONT.)

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CONFERENCE AND SYMPOSIUM ORGANIZATION (CONT.)

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Moral flexibility in consumer judgment and choice. Symposium organization at the Association for Consumer Research; Jacksonville, FL. October, 2010; with Bartels, D.

4<sup>th</sup> Annual Judgment and Decision-Making Preconference. Pre-conference organization at the Society for Personality and Social Psychology conference; Tampa, FL. February, 2009; with Ratner, R., Roese, N., & See, K.

3<sup>rd</sup> Annual Judgment and Decision-Making Preconference. Pre-conference organization at the Society for Personality and Social Psychology conference; Albuquerque, NM. February 2008; with Fishbach, A., Roese, N., & See, K.

Effects of emotion on judgments and decisions about humanitarian aid. Symposium organization at the Society for Consumer Psychology; New Orleans, LA. February, 2008.

“Do unto others...”: The influence of others on perceptions of price (un)fairness. Symposium organization at the Association for Consumer Research; Memphis, TN. October, 2007.

Feeling mixed? Emerging perspectives on mixed emotions and consumer responses. Symposium organization at the Association for Consumer Research; Memphis, TN. October, 2007; with Lau.

2<sup>nd</sup> Annual Judgment and Decision-Making Preconference. Pre-conference organization at the Society for Personality and Social Psychology conference; Memphis, TN. January, 2007; with Fishbach, A., Kruger, J., & Roese, N.

How to get ahead as a graduate student in judgment and decision making. Symposium organization at the Society for Judgment and Decision Making; Orlando, FL. November, 2001; with Schwartz, J.

Null Hypothesis Significance Testing: Implications for psychological science and education. Symposium organization at the American Psychological Association; Boston, MA. August, 1999; with Studts.

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RETIRED RESEARCH LABS

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**Moral Research Laboratory (MoRL)**

MoRL is a (virtual) research laboratory that investigates the mental processes underlying morally-motivated judgment and choice, with a focus on consumer behavior and implications for public policy. The lab’s theoretical base is in the interdisciplinary field of judgment and decision making, with an emphasis in social and cognitive psychology. Co-founded with Dan Bartels (University of Chicago).

**Judgment, Emotion, Decision, and Intuition Laboratory (JEDI)**

JEDI investigates the interrelation between people’s judgment, emotion, and decision making in everyday life, as well people’s intuitions about these processes. The lab’s theoretical and methodological base is in social and cognitive psychology, with emphases in the interdisciplinary fields of consumer behavior, emotion, and judgment and decision making. Co-founded with Leaf Van Boven (University of Colorado).

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 RESEARCH (CONT.)
 

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 RECRUITING PRESENTATIONS
 

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McGraw, A.P., & Levav, J. (2003). The consequences of love-hate relationships with financial windfalls.

|                            |                        |                                   |
|----------------------------|------------------------|-----------------------------------|
| Carnegie Mellon University | University of Arizona  | University of Michigan            |
| Cornell University         | University of Chicago  | University of Pittsburgh          |
| New York University        | University of Colorado | University of Southern California |
| Stanford University        | University of Maryland | University of Toronto             |

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 CREATIVE WORK
 

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 LIVE THEATER
 

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*Funny or True?* is the comedy gameshow that pits comedians against scientists to see who has the biggest funny bone.

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 TEACHING
 

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 POSITION
 

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Instructor; University of Colorado Boulder, Leeds School of Business  
 Advertising and Promotion Management (Undergraduate)  
 Buyer Behavior (Undergraduate)  
 Consumer and Managerial Decision Research in Marketing (PhD)  
 Marketing Management (MBA)

Laboratory Instructor; The Ohio State University, Department of Psychology  
 Introduction to Graduate Statistics (PhD)  
 Analysis of Variance (PhD)  
 Correlation and Regression Analysis (PhD)

Teaching Associate; Princeton University, Woodrow Wilson School of Public Policy  
 Psychology for Public Policy Analysis and Implementation (MPA)

Teaching Associate; The Ohio State University, Department of Psychology  
 Introduction to Graduate Statistics (PhD)  
 Judgment and Decision Making (Undergraduate Honors)

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 UNDERGRADUATE HONOR THESIS COMMITTEES
 

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|                |             |      |                      |            |      |
|----------------|-------------|------|----------------------|------------|------|
| Roxanne Ross   | Psychology* | 2013 | Eric Osowski         | Psychology | 2007 |
| Paul Forna     | Economics   | 2012 | Katherine Skallerud* | Psychology | 2007 |
| Michaela Cuneo | Psychology* | 2011 | Jasmine Sheldon      | Psychology | 2006 |
| Josh Morris    | Psychology  | 2008 | Tamara Umari         | Psychology | 2006 |
| Jarratt Pytell | Psychology  | 2008 | * Chair              |            |      |
| Matt Lambuth*  | Psychology  | 2007 |                      |            |      |

## TEACHING (CONT.)

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### DISSERTATION COMMITTEES

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|                       |            |      |                     |            |      |
|-----------------------|------------|------|---------------------|------------|------|
| Erin Percival Carter* | Marketing  | 2017 | Andrew Meyer        | Economics  | 2009 |
| Julie Schiro*         | Marketing  | 2016 | Joanne Kane         | Psychology | 2008 |
| Mitchell Pentzer      | Classics   | 2015 | David Kingsley      | Economics  | 2007 |
| Abigal Schneider      | Marketing  | 2014 | Rodney Ruble        | Marketing  | 2007 |
| Laura Johnson-Graham  | Psychology | 2012 | Gregory Webster     | Psychology | 2006 |
| Caleb Warren          | Marketing  | 2010 | * Chair or Co-chair |            |      |
| Gina Slejko Mohr      | Marketing  | 2009 |                     |            |      |

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### INDEPENDENT STUDY ADVISOR

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|   |                        |      |
|---|------------------------|------|
| Zoe Berg-Pitt; <i>Humor and Advertising</i> | University of Colorado | 2010 |
| Lindsay Vidoni; <i>The Buzz Effect</i>      | University of Colorado | 2006 |
| Bryan Richey; <i>Surrounded</i>             | University of Colorado | 2005 |
| Zongyu Zhou; <i>The Talent Gap</i>          | University of Colorado | 2017 |

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### FACULTY TEACHING EXCELLENCE PROGRAM (FTEP) PARTICIPATION

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|                                      |  |
|--------------------------------------|--|
| Being Fully Present with Students    | Symposia on Teaching by Leading a Discussion |
| Leeds Junior Faculty FTEP Program    | Teaching the First Day of Class              |
| Symposia on Getting Students to Talk | Video Consultation Plus                      |

## SERVICE

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### SERVICE TO THE UNIVERSITY

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Chair, Curriculum review for the Leeds second-year experience, 2017  
Executive Committee, Marketing Division, 2017-  
Chair, Marketing Division Doctoral Committee, 2013-  
Representative, Doctoral Curriculum Policy Committee, 2013-  
Chair, Technology Committee; Leeds School of Business, 2009-2012  
Marketing Division Doctoral Committee; Leeds School of Business, 2009-2012  
Coordinator; Marketing Research Seminar Series (MRSS); Leeds School of Business, 2007-2012  
Coordinator: Distinguished Speaker Series (DSS); Leeds School of Business, 2008-2012  
Faculty Advisory Committee; Undergraduate Research Opportunities Program (UROP), 2005-2010  
Advisor; American Marketing Association, University of Colorado Chapter, 2005-2012  
Technology Committee; Leeds School of Business, 2004-2012  
Associate Head Coach; University of Colorado Men's Lacrosse Team, 2007-2009  
Academic Advisor; University of Colorado Men's Lacrosse Team, 2006-2009  
Assistant Coach, University of Colorado Men's Lacrosse Team, 2004-2007

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### SERVICE TO THE PROFESSION

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Association for Consumer Research Doctoral Symposium Faculty; 2008, 2011, 2015  
Conference Chair, Behavioral Decision Research in Management (BDRM), 2012  
Co-organizer, Judgment and Decision Making Pre-conference, SPSP, 2007 – 2009  
Program Committee/Reviewer, Behavioral Decision Research in Management (BDRM), 2014, 2016  
Program Committee/Reviewer, Association for Consumer Research, 2006–2010, 2014–2017; 2011 (AE)

## SERVICE (CONT.)

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 SERVICE TO THE PROFESSION (CONT.)
 

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Program Committee/Reviewer, Society for Consumer Psychology, 2006 – 2017  
 Program committee/Reviewer for Boutique conference on Virtue and Vice, 2018  
 Sheth Doctoral Dissertation Competition Reviewer, Society for Consumer Psychology, 2006 - 2008  
 Student Poster Judge, Society for Judgment and Decision Making, 2004 -2006  
 Student Poster Judge, Society for Personality and Social Psychology, 2006 -2007  
 Marketing Science Institute Clayton Doctoral Dissertation Proposal Reviewer, 2016.

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 AD HOC GRANT REVIEWER
 

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|   |   |
|---|---|
| Austrian Science Fund   | National Science Foundation   |
| Social Sciences and Humanities Research Council of Canada (SSHRC) | Time-Sharing Experiments for the Social Sciences; National Science Foundation |

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 AD HOC REVIEWER
 

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|   |  |
|---|--|
| Basic and Applied Social Psychology         | Journal of Marketing Behavior                        |
| Cognition                                   | Journal of Marketing Research                        |
| Cognition and Emotion                       | Journal of Personality                               |
| Cognitive Science                           | Journal of Personality and Social Psychology         |
| Developmental Psychology                    | Journal of Personality Research                      |
| Experimental Psychology                     | Journal of Social and Personal Relationships         |
| HUMOR                                       | Judgment and Decision Making                         |
| International Journal of Psychology         | Management Science                                   |
| Journal of Advertising                      | Marketing Letters                                    |
| Journal of Behavioral Decision Making       | Organizational Behavior and Human Decision Processes |
| Journal of Consumer Psychology              | Personality and Social Psychology Bulletin           |
| Journal of Consumer Research                | Personality and Individual Differences               |
| Journal of Decision Making                  | Psychological Methods                                |
| Journal of Economic Psychology              | Psychological Science                                |
| Journal of Experimental Psychology: Applied | Psychonomic Bulletin & Review                        |
| Journal of Experimental Psychology: General | Social and Personality Psychology Compass            |
| Journal of Experimental Social Psychology   |  |

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 EDITORIAL BOARDS
 

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|   |                               |
|---|-------------------------------|
| Journal of Consumer Research, 2011 –                            | Frontiers in Psychology, 2012 |
| Judgment and Decision Making, 2008 - 2013                       | Emotion, 2010 – 2013          |
| Organizational Behavior & Human Decision Processes, 2011 - 2013 |                               |

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 PROFESSIONAL ORGANIZATIONS
 

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|                                   |   |
|-----------------------------------|---|
| Association for Consumer Research | Society for Judgment and Decision Making      |
| Society for Consumer Psychology   | Society for Personality and Social Psychology |



**OTHER FULL-TIME EMPLOYMENT**

|   |            |
|---|------------|
| Residence Staff; Semester at Sea; Institute for Shipboard Education                     | 1996, 2000 |
| Co-Director; Family Student Housing; University of California, Santa Barbara            | 1997       |
| Residence Hall Director; Department of Housing; University of California, Santa Barbara | 1994-1996  |