

# Marissa A. Sharif

The Wharton School  
751 Jon M. Huntsman Hall  
University of Pennsylvania  
Philadelphia, PA 19104  
[masharif@wharton.upenn.edu](mailto:masharif@wharton.upenn.edu)  
[www.marissasharif.com](http://www.marissasharif.com)

---

## ACADEMIC POSITIONS

---

### The Wharton School, University of Pennsylvania

Associate Professor of Marketing (with tenure), July 2024 – Present

Assistant Professor of Marketing, July 2017 – June 2024

## EDUCATION

---

### UCLA Anderson School of Management

Ph.D., Marketing, June 2017

### University of California, Los Angeles

Bachelor of Science in Psychobiology, 2012 (Cum Laude)

## RESEARCH INTERESTS

---

Motivation; Judgment and Decision Making; Consumer Health

## PUBLICATIONS (\*Equal Authorship/<sup>+</sup>PhD Student Collaborator at Start of Project/<sup>^</sup>Industry Partner)

---

22. Woolley, Kaitlin and **Marissa A. Sharif** (2026), “Digital Tracking, Gamification, Social Media, and AI: How Technology Influences Motivation,” *Consumer Psychology Review*, 9(1), 85-100. [\[Link\]](#)
21. <sup>+</sup>Chae, Rebecca, Kaitlin Woolley, and **Marissa A. Sharif** (2026) , “Give me a Break! Categorizing Tasks Surrounding Breaks Reduced Rumination and Improves Task Performance,” *Journal of Experimental Psychology: General*, 155(2), 433-450. [\[Link\]](#)
20. <sup>+</sup>Duncan, Shannon and **Marissa A. Sharif** (2025), “Making Up for Failure: Framing Subgoals as Opportunities for Redemption Increases Goal Persistence,” *Journal of Marketing*, accepted.
19. Mrkva, Kellen, <sup>+</sup>Shannon Duncan, **Marisa A. Sharif**, and <sup>^</sup>Stanley Zuo (2025), “Confirmation Choice Architecture: Nudging Consumers with Conditional Opportunities to Switch Subscriptions,” *Journal of Consumer Research*, forthcoming.

18. **Sharif, Marissa A.**, <sup>^</sup>Elizabeth C. Webb, and Sudeep Bhatia (2025), “Extremeness Aversion and Choice Set Composition: Exposure to Multiple Extreme Options Reduces Extremeness Aversion,” *Journal of Consumer Research*, forthcoming.
17. <sup>+</sup>Mehr, Katie, <sup>+</sup>Jackie Silverman, **Marissa A. Sharif**, Alixandra Barasch, and Katherine Milkman (2025) “The Motivating Power of Streaks: Increasing Productivity is as Easy as 1,2,3,” *Organizational Behavior and Human Decision Processes*, 187, 104391. [\[Link\]](#)  
-Select Media Coverage: [Harvard Business Review](#)
16. <sup>+</sup>Yin, Siyuan and **Marissa A. Sharif** (2024), “How and When Does a Used (vs. Unused) Account Affect Consumption Behavior?,” *Journal of Experimental Psychology: General*, 153 (9), 939-956. [\[Link\]](#)
15. Boghatri, Reihane, **Marissa A. Sharif**, <sup>+</sup>Siavash Yousefi, and Arsalan Heydarian (2024), “Emotion Tracking (vs. Reporting) Increases the Persistence of Positive (vs. Negative) Emotions,” *Journal of Experimental Social Psychology*, 110, 104556. [\[Link\]](#)
14. <sup>\*</sup>Rafieian, Hoori and <sup>\*</sup>**Marissa A. Sharif** (2023), “It’s the Effort That Counts: The Effect of Self-Control on Goal Progress Perceptions,” *Journal of Marketing Research*, 60 (3), 527-542. [\[Link\]](#)
13. <sup>+</sup>Rai, Aneesh, **Marissa A. Sharif**, <sup>+</sup>Edward Chang, Katherine Milkman, and Angela Duckworth (2023), “A Field Experiment on Subgoal Framing to Boost Volunteering: The Tradeoff Between Goal Granularity and Flexibility,” *Journal of Applied Psychology*, 108(4), 621-634. [\[Link\]](#)
12. Gibson, Laura, Erica Dixon, **Marissa A. Sharif**, Anyara Rodriguez, and Joseph Capella (2023), “Impact of Privacy Messaging on COVID Exposure Notification App Downloads: Evidence from a Randomized Experiment,” *American Journal of Preventative Medicine: Focus*, 2(1), 100059. [\[Link\]](#)
11. **Sharif, Marissa A.** and Kaitlin Woolley (2022), “Working to Unlock Rewards: Leveraging Goals in Rewards Systems to Increase Consumer Persistence,” *Journal of Consumer Research*, 49(4), 634-656. [\[Link\]](#)  
-Select Media Coverage: Harvard Business Review (May/June 2023 Print Issue)
10. <sup>\*</sup>Woolley, Kaitlin and <sup>\*</sup>**Marissa A. Sharif** (2022), “Down a Rabbit Hole: How Prior Consumption Shapes Subsequent Media Consumption,” *Journal of Marketing Research*, 59(3) 453-471. [\[Link\]](#)  
-Lead Article
9. **Sharif, Marissa A.**, Erica Dixon, Elizabeth Bair, Carolina Garzon, Laura Gibson, Kristin Linn, and Kevin Volpp (2021), “The Impact of Nudges on Downloads of COVID-19 Exposure Notification Apps: A Randomized Trial,” *Journal of the American Medical Association (JAMA) Network Open*, 4(12), e2140839-e2140839 [\[Link\]](#)
8. **Sharif, Marissa A.**, Cassie Mogilner, and Hal Hershfield (2021), “Having Too Little or Too Much Time Is Linked to Lower Subjective Well-Being,” *Journal of Personality and Social Psychology*, 121(4), 933-947. [\[Link\]](#)  
- Select Media Coverage: [Washington Post](#); [NBC](#); [The Atlantic](#); [Time](#)
7. **Sharif, Marissa A.** and Daniel M. Oppenheimer (2021), “The Effect of Salient Categories in Relative Encoding Biases on Memory-Based Judgments,” *Organizational Behavior and Human Decision Processes*, 162, 1-8. [\[Link\]](#)

6. Woolley, Kaitlin and **Marissa A. Sharif** (2021), “Incentives Increase Relative Positivity of Review Content and Enjoyment of Review Writing,” *Journal of Marketing Research*, 58(3), 539-558. [\[Link\]](#)
5. **Sharif, Marissa A.** and Suzanne B. Shu (2021), “Nudging Persistence After Failure Through Emergency Reserves,” *Organizational Behavior and Human Decision Processes*, 163, 17-29. [\[Link\]](#)
  - Select Media Coverage: [BBC](#); [NPR](#); [Pattern Health](#); [Forbes](#)
  - Awards: [Hindsight Award](#)
4. \***Sharif, Marissa A.** and \*Kaitlin Woolley (2020), “The Effect of Categorization on Goal Progress Perceptions and Motivation,” *Journal of Consumer Research*, 47(4), 608-630. [\[Link\]](#)
3. Shu, Suzanne B. and **Marissa A. Sharif** (2018), “Occasion Matching of Indulgences,” *Journal of Marketing Behavior*, 3(3), 211-239. [\[Link\]](#)
2. **Sharif, Marissa A.** and Suzanne B. Shu (2017), “The Benefits of Emergency Reserves: Greater Preference and Persistence for Goals having Slack with a Cost,” *Journal of Marketing Research*, 54(3), 495-509. [\[Link\]](#)
  - Select Media Coverage: [BBC](#), [Washington Post](#), [Knowledge @ Wharton](#)
1. **Sharif, Marissa A.** and Daniel M. Oppenheimer (2016), “The Effect of Relative Encoding on Memory-Based Judgments,” *Psychological Science*, 27(8), 1136-1145. [\[Link\]](#)

---

**MANUSCRIPTS UNDER REVIEW** (\*Equal Authorship/<sup>+</sup>PhD Student Collaborator/<sup>^</sup>Industry Partner)

23. <sup>+</sup>Duncan, Shannon, **Marissa A. Sharif**, <sup>^</sup>Shikha Kanwar, <sup>^</sup>Maura Toner, and <sup>^</sup>Miki Duruz, “How vs. How and Why Nudges: When Stating Your Case Isn’t as Effective,” invited for 3rd round review at the *Journal of Consumer Research*.
24. <sup>+</sup>Duncan, Shannon, **Marissa A. Sharif**, and Jordan Etkin, “Checking Progress More Frequently Decreases Satisfaction,” invited for 2<sup>nd</sup> round review at the *Journal of Marketing*.
25. <sup>+</sup>Kim, Lena, Kaitlin Woolley\*, and **Marissa A. Sharif\***, “When and Why Redeeming Loyalty Points Reduces Loyalty,” invited for 2<sup>nd</sup> round review at the *Journal of Consumer Research*.
26. <sup>+</sup>Park, Alex, Rachel Gershon\*, and **Marissa A. Sharif\***, “The Struggle is Real: Motivating Goal Pursuit by Normalizing Difficulty,” invited for 2<sup>nd</sup> round review at the *Journal of Consumer Psychology*.
27. Samure, Roger and Marissa A. Sharif, “Deploying Large Language Models for Healthy Behaviour Change,” invited for 2<sup>nd</sup> round review at *Nature: Human Behavior*
28. Samure, Roger and **Marissa A. Sharif**, “How Posting on Social Media Impacts Goal Persistence,” under review at the *Journal of Consumer Research*.

29. <sup>+</sup>Yin, Siyuan and **Marissa A. Sharif**, “Categorization & Leisure: When Consumers Prefer to Spend Time on Leisure Activities,” under review at the *Journal of Consumer Research*.
30. <sup>+</sup>Yin, Siyuan and **Marissa A. Sharif**, “The Honeymoon Fund Effect: Exerting Effort to Choose Increases Generosity,” under review at the *Journal of Experimental Social Psychology*.
31. Nguyen, Kenneth, Amaan Ali, Anya Moravek, Summer Rozema, Renzo Laynes, Kento Yamanouchi, Felecia Dillon, Aiyush Bansal, **Marissa A. Sharif**, and Philip Louie PK, “Variation in Patient Communication Preferences and Technology Acceptance Across Clinical Contexts,” under review at *Health Services Research*.

#### **WORKING PAPERS** (\*Equal Authorship/<sup>+</sup>PhD Student Collaborator/<sup>^</sup>Industry Partner)

---

32. Mazar, Asaf, **Marissa A. Sharif**, and Angela Duckworth, “Slow and Steady Wins the Race: Consistent Rewards Outperform Variable Rewards in Consumer Habit Formation,” in preparation for *Journal of Experimental Psychology: General*.
33. <sup>+</sup>Duncan, Shannon, **Marissa A. Sharif\***, and Kaitlin Woolley\*, “The More You Have, The More You Want: How Having More Points Increases Motivation to Accumulate Even More,” in preparation for the *Journal of Consumer Research*
34. <sup>+</sup>Yin, Siyuan and **Marissa A. Sharif**, “When Reminders Backfire: How Thinking More (vs. Less) Frequently About an Experience Affects Excitement Over Time,” in preparation for the *Journal of Consumer Research*.
35. **Sharif, Marissa A.** and Cait Lambertson, “Getting (Un)Wasted: A Framework and Agenda for Studying Consumption Waste,” in preparation for the *Journal of Marketing*.
36. <sup>+</sup>Li, Beatrice, **Marissa A. Sharif**, and Arsalan Heydarian, “When and Why Elaboration Enhance Willingness to Share Personal Data, in preparation for the *Journal of Experimental Social Psychology*.
37. **Sharif, Marissa A.**, “Changeable Choices Shift Consumers Towards Uncertain Options” in preparation for the *Journal of Experimental Psychology: Applied*.

#### **CHAPTERS**

---

38. Woolley Kaitlin and **Marissa A. Sharif**, “From Rabbit Holes to Personalized AI Reminders: How Technology Hurts and Helps Motivation” *Handbook of Motivation and Social Psychology*. Cheltenham, UK: Edward Elgar Publishing Ltd., accepted.

#### **ADDITIONAL PUBLICATIONS**

---

39. Woolley, Kaitlin and **Marissa A. Sharif** (January 2022), “The Psychology of your Scrolling Addiction,” *Harvard Business Review*.
40. Woolley, Kaitlin and **Marissa A. Sharif** (June 2021), “What Happens When Companies Pay Customers to Write Reviews?,” *Harvard Business Review*.

## **PEER-REVIEWED CONFERENCE PRESENTATIONS**

---

- Yin, Siyuan and Marissa A. Sharif (2026) “When Reminders Backfire: How Thinking More (vs. Less) Frequently About an Experience Affects Excitement Over Time,” Talk presented at the Society of Consumer Psychology in San Diego, CA
- Roger Samure and Marissa Sharif (2026) “The Consequences of Sharing Goal Progress on Social Media,” Talk presented at the Society of Consumer Psychology in San Diego, CA
- Roger Samure and Marissa Sharif (2025) “The Consequences of Sharing Goal Progress on Social Media,” Talk presented at the Society of Judgment and Decision Making Conference in Denver, Colorado
- Shannon Duncan, Marissa A. Sharif, and Kaitlin Woolley (2025) “The More You Have, The More You Want: How Having More Points Increases Motivation to Accumulate Even More,” Talk presented at the Association of Consumer Research in Washington DC.
- Shannon Duncan and Marissa A. Sharif (2025) “How vs. How and Why Nudges: When Stating Your Case Isn’t as Effective,” Talk presented at the Society of Consumer Psychology in Las Vegas, Nevada.
- Siyuan Yin and Marissa A. Sharif (2025) “The Honeymoon Fund Effect: Exerting Effort to Choose Increases Generosity,” Talk presented at the Society of Consumer Psychology in Las Vegas, Nevada.
- Siyuan Yin and Marissa A. Sharif (2024) “The End-of-Period Effect: Temporal Category Boundaries Influence Leisure Engagement,” Talk presented at the Behavioral Decision Research in Management Conference, Chicago, IL.
- Siyuan Yin and Marissa A. Sharif (2024) “The End-of-Period Effect: Temporal Category Boundaries Influence Leisure Engagement,” Talk presented at the Society of Consumer Psychology, Nashville, TN.
- Lena Kim, Kaitlin Woolley, and Marissa A. Sharif (2023), “When and Why Redeeming Loyalty Points Leads to Disloyal Customers,” Talk presented at the Association of Consumer Research, Seattle, WA.
- Siyuan Yin and Marissa A. Sharif (2023) “The Placeholder Effect: Using Break Days to Form Habits,” Talk presented at the Association of Consumer Research, Seattle, WA.
- Siyuan Yin and Marissa A. Sharif (2023) “The Honeymoon Fund Effect: Exerting Effort to Choose Increases Generosity,” Talk presented at the Association of Consumer Research, Seattle, WA.
- Duncan, Shannon, Marissa A. Sharif, and Jordan Etkin (2023), “Too Much of a Good Thing: Frequent Checking Decreases Subjective Performance Evaluation,” Talk presented at the Society for the Science of Motivation Conference, Washington DC.
- Duncan, Shannon, Marissa A. Sharif, and Jordan Etkin (2023), “Too Much of a Good Thing: Frequent Checking Decreases Subjective Performance Evaluation,” Talk presented at the Society for Consumer Psychology, San Juan, PR.
- Marissa A. Sharif (2022), “Changeable Choices Shift Consumers Towards Uncertain Options,” Talk presented at the *Society of Judgment and Decision Making*, San Diego CA.

- Yin, Siyuan and Marissa A. Sharif (2022), “The Honeymoon Fund Effect: How do Choices Promote Giving Behavior?,” Talk presented at the *Society of Judgment and Decision Making*, San Diego CA.
- Chae, Rebecca, Kaitlin Woolley, and Marissa A. Sharif (2022), “Categorizing Tasks Surrounding Breaks Reduced Rumination and Improves Task Performance,” Talk presented at the *Association of Consumer Research*, Denver, CO.
- Yin, Siyuan and Marissa A. Sharif (2022), “Categorization & Leisure: When Consumers Prefer to Spend Time on Leisure Activities,” Talk presented at the *Association of Consumer Research*, Denver, CO.
- Duncan, Shannon, Marissa A. Sharif, and Jordan Etkin (2022), “Too Much of a Good Thing: Frequent Checking Decreases Subjective Performance Evaluation,” Talk presented at the *Association of Consumer Research*, Denver, CO.
- Marissa A. Sharif and Kaitlin Woolley (2022) “Working to Unlock Rewards: Leveraging Goals in Rewards Systems to Increase Consumer Persistence,” Talk presented at the *Association of Consumer Research*, Denver, CO.
- Chae, Rebecca, Kaitlin Woolley, and Marissa A. Sharif (2022), “Give Me a Break! Categorizing Tasks Surrounding Breaks Improves Task Performance by Reducing Rumination,” Talk presented at the *Society for Consumer Psychology*. \*\*Best Talk Award for the Goals and Motivation Track\*\*
- Duncan, Shannon and Marissa A. Sharif (2022), “Making Up for Failure: A Simple Nudge to Improve Goal Persistence,” Talk presented at the *Society for Consumer Psychology*.
- Yin, Siyuan and Marissa A. Sharif (2022) “How and When does a Used (vs. Unused) Account Affect Consumption Behavior?,” Talk presented at the *Society for Consumer Psychology*.
- Marissa A. Sharif and Kaitlin Woolley (2021) “Working to Unlock Rewards: Leveraging Goals in Rewards Systems to Increase Consumer Persistence,” Talk presented at the *Society for Consumer Psychology*.
- Marissa A. Sharif and Kaitlin Woolley (2021) “Working to Unlock Rewards: Leveraging Goals in Rewards Systems to Increase Consumer Persistence,” Talk presented at the *Society of Judgment and Decision Making*.
- Yin, Siyuan and Marissa A. Sharif (2021) “How and When does a Used (vs. Unused) Account Affect Consumption Behavior?,” Talk presented at the *Society of Judgment and Decision Making*.
- Duncan, Shannon and Marissa A. Sharif (2021), “Making Up for Failure: A Simple Nudge to Improve Goal Persistence,” Talk presented at the *Association of Consumer Research*.
- Park, Alex, Rachel Gershon, and Marissa A. Sharif (2021), “The Struggle is Real: Motivating Goal Pursuit by Normalizing Difficulty,” Talk presented at the *Association of Consumer Research*.
- Yin, Siyuan and Marissa A. Sharif (2021) “How and When does a Used (vs. Unused) Account Affect Consumption Behavior?,” Talk presented at the *Association of Consumer Research*.

- Rai, Aneesh, Marissa A. Sharif, Edward Chang, Katherine Milkman, and Angela Duckworth (2021), “Temporally Reframing Long-Term Goals Durably Boosts Productivity: A Field Experiment,” Talk presented at the *Association of Consumer Research*.
- Woolley, Kaitlin and Marissa Sharif (2021) “Incentives for Reviewing Increase Positivity of Review Content Through Intrinsic Motivation,” Talk presented at the *Society for Consumer Psychology*.
- Mehr, Katie, Jackie Silverman, Marissa A. Sharif, Alixandra Barasch, and Katherine Milkman (2020) “Incentivizing Streaks,” Talk presented at the *Society of Judgment and Decision Making*.
- Marissa A. Sharif and Raghuram Iyengar (2020), “Delayed vs. Immediate Reward Choice: Anticipating Choice is More Motivating than Choice Itself,” Talk presented at the *Association of Consumer Research*.
- Hoori Rafieian and Marissa A. Sharif (2020), “The Effect of Task Initiation Difficulty on Consumers’ Perceived Goal Progress and Motivation,” Talk presented at the *Society for Consumer Psychology*, Huntington Beach, CA
- Marissa A. Sharif and Raghuram Iyengar (2020) “Aiming for the Stars when Unsure: Preference Uncertainty in Rewards Leads to Greater Persistence,” Talk presented at the *Society for Consumer Psychology*, Huntington Beach, CA
- Mehr, Katie, Jackie Silverman, Marissa A. Sharif, Alixandra Barasch, and Katherine Milkman (2020) “Incentivizing Streaks,” Talk presented at the *Society for Consumer Psychology*, Huntington Beach, CA
- Sharif, Marissa A. and Kaitlin Woolley (2019), “The Categorization Bias: The Effect of Categorization on Goal Progress Perceptions and Motivation,” Talk presented at *Society of Judgment and Decision Making*, Montreal, Canada.
- Rafieian, Hoori and Marissa A. Sharif (2019), “The Difficulty of Task Initiation Affects Consumers’ Perceived Goal Progress,” Talk presented at *The Association of Consumer Research*, Atlanta, Georgia.
- Woolley, Kaitlin and Marissa A. Sharif (2019), “Understanding the Drivers of Binge-Watching,” Talk presented at *The Association of Consumer Research*, Atlanta, Georgia.
- Sharif, Marissa A. and Kaitlin Woolley (2019), “The Categorization Bias: The Effect of Categorization on Goal Progress Perceptions and Motivation,” Talk presented at *The Association of Consumer Research*, Atlanta, Georgia.
- Sharif, Marissa A. and Kaitlin Woolley (2019), “The Dissimilarity Bias: The Effect of Dissimilarity on Goal Progress Perceptions and Motivation,” Talk presented at *The Academy of Management*, Boston, Massachusetts.
- Sharif, Marissa A. and Kaitlin Woolley (2019), “The Dissimilarity Bias: The Effect of Dissimilarity on Goal Progress Perceptions and Motivation,” Talk presented at *Society for Consumer Psychology*, Savannah, Georgia.

- Sharif, Marissa A. and Elizabeth C. Webb (2018), “Choice Set in Context: How Choice Set Size Affects the Share of Compromise Options,” Talk presented at *Society for Judgment and Decision Making*, New Orleans, LA.
- Sharif, Marissa A., Mogilner, C., & Hershfield, H. (2018), “The Effects of Being Time Poor and Time Rich on Happiness,” Talk presented at *Association for Consumer Research*, Dallas, Texas.
- Sharif, Marissa A. and Daniel M. Oppenheimer (2017), “The Effect of Relative Encoding on Memory-Based Judgments,” Talk presented at *Society for Judgment and Decision Making*, Vancouver, Canada.
- Sharif, Marissa A. and Elizabeth C. Webb (2016), “The Role of Choice Set Size on Consumers’ Preference for Unique Goods,” Talk presented at *Association for Consumer Research*, Berlin, Germany.
- Sharif, Marissa A. and Daniel M. Oppenheimer (2016), “The Effect of Relative Encoding on Memory-Based Judgments,” Talk presented at *Behavioral Decision Research in Management*, Toronto, Canada.
- Sharif, Marissa A. and Suzanne B. Shu (2016), “Emergency Reserves: The Benefits of Providing Slack with a Cost,” Talk presented at *Society for Consumer Psychology*, St. Pete Beach, FL.
- Sharif, Marissa A. and Stephen A. Spiller (2016), “Indecisive Consumers and Sensitivity to Outside Options,” Talk presented at *Society for Consumer Psychology*, St. Pete Beach, FL.
- Sharif, Marissa A. and Suzanne B. Shu (2015), “Preference for the Emergency Reserve,” Poster presented at *Society for Judgment and Decision Making*, Chicago, IL.
- Sharif, Marissa A. and Daniel M. Oppenheimer (2014), “The Effect of Retrieval on Judgments Depends on the Strength of the Category Association,” Talk presented at *Society for Judgment and Decision Making*, Long Beach, CA.
- Sharif, Marissa A. and Suzanne B. Shu (2014), “The Effect of an Emergency Reserve on Goal Performance,” Talk presented at *Society for Judgment and Decision Making*, Long Beach, CA.
- Sharif, Marissa A. and Stephen A. Spiller (2014), “Indecisive Consumers and Opportunity Cost Consideration,” Talk presented at *Association of Consumer Research*, Baltimore, MD.
- Sharif, Marissa A. and Suzanne B. Shu (2014), “The Effect of an Emergency Reserve on Goal Performance,” Talk presented at *Association of Consumer Research*, Baltimore, MD.
- Sharif, Marissa A. and Suzanne B. Shu (2014), “The Effect of an Emergency Reserve on Goal Performance,” Talk presented at *Behavioral Decision Research in Management*, London, UK.
- Sharif, Marissa A. and Suzanne B. Shu (2013), “The Effect of an Emergency Reserve on Self-Control Performance,” Poster presented at *Society for Judgment and Decision Making*, Toronto, Canada.

## **INVITED PRESENTATIONS**

---

New York University, April 2026  
University of Delaware, April 2026

Behavioral Science Webinar Series for the AHA Health Care as Food, February 2026  
University of California, Berkeley, April 2025  
University of Maryland, March 2025  
Harvard University, May 2023  
Columbia University, April 2023  
University of Southern California, November 2022  
Grenoble Ecole de Management, October 2022  
University of Alberta, April 2022  
ESADE, March 2022  
Data Colada Seminar Series, March 2022  
Georgetown University, April 2021  
Northwestern University, April 2021  
Behavior Change for Good Seminar Series, March 2021  
Cornell University, November 2020  
Stanford University, November 2020  
University of Southern California, May 2020  
University of California, Berkeley, November 2019  
University of California, San Diego, October 2019  
Yale University, May 2019  
Four Schools Conference, April 2018  
Cognitive Forum at UCLA, February 2017  
Massachusetts Institute of Technology, November 2016  
University of Chicago, November 2016  
University of Pennsylvania, October 2016  
University of Michigan, October 2016  
Southern Methodist University, October 2016  
Cornell University, October 2016  
Columbia University, September 2016  
Washington University in St. Louis, September 2016  
London Business School, September 2016

## **TEACHING**

---

MKTG 211: Consumer Behavior Undergraduate Course, Spring 2018; Spring 2019; Spring 2020; Spring 2022; Spring 2023  
MKTG 9520: Information Processing PhD Seminar, Spring 2023, Fall 2023, Fall 2024, Fall 2025 (Course Head)  
MKTG 611: Marketing Management, Fall 2024, Fall 2025

## **HONORS**

---

Wharton Teaching Excellence Award (2017-2018; 2018-2019; 2019-2020; 2021-2022; 2022-2023)  
Wolpov Family Faculty Scholar, 2020-2022  
Morrison Center Funding, UCLA Anderson School of Management (\$6,000), 2017  
Xavier Dreze Prize for Best Dissertation, 2017  
UCLA Graduate Division Dissertation Year Fellowship, 2016-2017  
AMA Sheth Foundation Doctoral Consortium Fellow, 2016  
UCLA Anderson Dean's Award, 2014-Present  
UCLA Anderson Summer Doctoral Fellowship, 2013-Present  
UCLA Anderson Doctoral Fellowship, 2012-Present

Undergraduate Research Scholars Program Scholarship, 2011-2012  
Irving and Jean Stone Honors Program Research Stipend, 2011  
The Rose Gilbert Honors Scholars Program Scholarship, 2011  
Valedictorian of Upland High School (of 768 students), 2008

## **SERVICE**

---

### *Conference Committees*

SCP Competitive Paper Reviewer, Program Committee  
SSM (Society for Science of Motivation), Program Committee  
ACR, Program Committee  
ACR Competitive Paper Reviewer  
Society for Judgment and Decision Making Reviewer  
AMA-EBSCO-RRBM Award Reviewer

### *Journal Reviewer*

Editorial Review Board, *Journal of Consumer Research*  
Editorial Review Board, *Journal of Consumer Psychology*  
Ad Hoc Reviewer, *Management Science*  
Ad Hoc Reviewer, *Journal of Consumer Psychology*  
Ad Hoc Reviewer, *Organizational Behavior and Human Decision Processes*  
Ad Hoc Reviewer, *Marketing Science*  
Ad Hoc Reviewer, *Judgment and Decision Making*  
Ad Hoc Reviewer, *Journal of Consumer Research*  
Ad Hoc Reviewer, *Journal of Marketing*  
Ad Hoc Reviewer, *Journal of Marketing Research*  
Ad Hoc Reviewer, *Journal of the Association of Consumer Research*  
Ad Hoc Reviewer, *Journal of Experimental Psychology: General*  
Ad Hoc Reviewer, *Journal of Personality and Social Psychology*  
Ad Hoc Reviewer, *Motivation Science*

### *University of Pennsylvania Service*

*Early Career Recruiting Committee*: 2018-2019; 2022-2023  
*Doctoral Committee*: 2020-2021; 2021-2022; 2022-2023; 2024-2025; 2025-2026  
*Decision Processes Colloquia*: 2019-2020  
*Marketing Curriculum Committee*: 2019-2020; 2023-2024  
*Curriculum Innovation & Review Committee*: 2024-2025  
*Wharton Behavioral Lab Advisory Board*: 2024-2026  
*Chair Search Committee*: 2025-2026

### *Other Service*

*Behavioral Science Task Force of Health Care by Food*, 2025-2026  
*Faculty Lead of the Tactical Insights Program for Health Care by Food*, 2025-Present

### *Professional Affiliations*

Society for Judgment and Decision Making  
Association for Consumer Research  
Society for Consumer Psychology  
Behavior Change for Good Initiative  
Center for Health Incentive and Behavioral Economics (CHIBE)

## **MENTORSHIP & DOCTORAL STUDENT TRAINING**

---

### ***Dissertation Committees***

Shannon Duncan (Marketing 2025; Chair/Advisor; Placement: University of Alberta)  
Siyuan Yin (Marketing 2025; Chair/Advisor; Placement: Stony Brook University)  
Alexander Park (Marketing 2023; External member, Washington University in St. Louis; Placement: Indiana University)  
Joowon Kim (Marketing 2021; Committee Member; Placement: Yale University)  
Jackie Silverman (Marketing 2019; Committee Member; Placement: University of Delaware)  
Beatrice Li (Civil Engineering 2025, External member, University of Virginia)

### ***PhD and Post-Doc Mentorship***

Siyuan Yin (Marketing PhD Student), advisor/chair, 1<sup>st</sup> year paper advisor  
Shannon Duncan (Marketing PhD Student), advisor/chair, 1<sup>st</sup> year paper advisor  
Katie Mehr (Wharton OID PhD student), coauthor  
Aneesh Rai (Wharton OID PhD Student), coauthor  
Edward Chang (former Wharton OID PhD Student), coauthor  
Alexander Park (Washington University PhD Student), coauthor  
Jackie Silverman (former Wharton PhD Student), coauthor  
Hoori Rafieian (former Wharton Post-Doc), coauthor  
Reihane Boghatri (former Wharton Post-Doc), coauthor  
Rebecca Chae (former University of Michigan PhD Student), coauthor  
Lena Kim (Cornell University PhD Student), coauthor  
Asaf Mazar (Wharton OID Post-Doc), coauthor  
Roger Samure (Marketing PhD Student), coauthor  
Grace Zhang (Marketing PhD student), co-advisor  
Rohan Garg (Marketing PhD Student), coauthor  
Natalia Kononov (Marketing Post-Doc), coauthor