

Nadav Klein

Curriculum Vitae

University of Chicago

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EMPLOYMENT

Post-doctoral scholar, University of Chicago

EDUCATION

Ph.D., University of Chicago (2015)

M.B.A, University of Chicago (2013)

B.A., Amherst College (2007)

AREAS OF EXPERTISE

Prosocial Behavior, Reputation,

Group Decision-Making, Parental Decision-Making

ACADEMIC POSITIONS, HONORS, AND AWARDS

- Master of the Arts Degree (MAPSS) Preceptor, University of Chicago, 2014-2015
 - Advising 16 graduate psychology Master's students
 - Taught core "Social Sciences Perspectives" course
 - Teaching Evaluations: 3.90 / 4.00
- Instructor, University of Chicago Graham School of Professional Studies, 2013-2014
 - Taught Negotiations, Managing in Organizations, and Decision-Making
 - Teaching Evaluations: 4.90 / 5.00
- Outstanding Teaching Assistant Award – Booth executive program 2011-2013.
- Teaching Assistant for a total of 39 sections of business courses
 - Courses: Negotiations, Managing in Organizations, Managerial Decision-Making
- Katherine Dusak Miller Fellowship, 2011-2014 - \$67,500
- Institute for Human Studies, Bernard Marcus Fellowship, 2011-2014 - \$11,000
- Amherst College Memorial Fellowship, 2010-2012 - \$6,250
- Hillel Einhorn Research Fellowship, 2011 - \$2,000
- SPSP Travel Award, 2012 - \$500

PUBLISHED MANUSCRIPTS

1. **Klein, N.** & Epley, N. (in press). Group discussion improves lie detection. *Proceedings of the National Academy of Sciences of the United States*.
2. **Klein, N.** & Epley, N. (2014). The topography of generosity: Asymmetric evaluations of prosocial actions. *Journal of Experimental Psychology: General*, 143, 2366-2379.
3. **Klein, N.** & Fishbach, A. (2014). Feeling good at the right time: Why people value predictability in goal attainment. *Journal of Experimental Social Psychology*, 55, 21-30.
4. Waytz, A., **Klein, N.**, & Epley, N. (2013). Imagining other minds: Hair-triggered but not hare brained. In M. Taylor (ed.), *The Oxford Handbook of the Development of Imagination* (pp. 272-87). Oxford University Press: New York.

MANUSCRIPTS UNDER REVIEW

4. **Klein, N.** (under review). The disparity between what people value about prosocial behavior and its social benefits.
5. **Klein, N.** (under review). Good deeds, lax standards: Judgments of failure in prosocial actions are less severe than in self-interested actions.
6. **Klein, N.**, Uskul, A., Grossman, I., Kraus, A., & Epley, N. (under review). It generally pays to be nice, but not really nice: Valuations of prosociality in 7 countries.
7. **Klein, N.** (under review). Insensitivity to gradations in warmth traits constrains beliefs about others' potential for improvement.
8. **Klein, N.**, Labroo, A. A., Mehta, N. (under review). The 'attribute-reweighting effect:' Why marketing spends can increase competitors' sales.

9. **Klein, N.** & O'Brien, E. (under review). The moral tipping-point: When do we think others officially become good or bad?
 10. **Klein, N.** (under review). To whom much is given, much more is expected: The role of social expectations in discouraging donations by high-income persons
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MANUSCRIPTS IN PREPARATION (DATA COLLECTION COMPLETE)

11. **Klein, N.**, Zhao, H., & Epley, N. (in preparation). Not holier, just less evil, than you: Bounded Self-Righteousness in social judgment.
 12. DeJesus, J., **Klein, N.**, Kinzler, K., & Epley, N. (in preparation). Can't buy me love: Children and adults evaluate generous resource allocations no better than fair ones.
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CONSULTING EXPERIENCE

- *The World Bank*, 2013-2014
 - *Whirlpool*, 2011
 - *Dane-Elec*, 2012
 - *Cornerstone Research*, 2008-2009
 - *Close Concerns*, 2006
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ACADEMIC CONFERENCE PRESENTATIONS

1. Klein, N. (2015). When is a saint taken for a sucker? Understanding when moral actors will be exploited. To be presented at the JDM pre-conference at SPSP.
2. Klein, N. & Epley, N. (2014). *The Topography of Generosity: Asymmetric Evaluations of Prosocial Actions*. Presented in the Association for Consumer Research (ACR).
3. Klein, N. & Epley, N. (2014). *Groups Can Detect White Lies*. Presented in the Association for Consumer Research (ACR).

4. Klein, N. & Epley, N. (2014). *The Topography of Generosity: Nonlinear Evaluations of Prosocial Actions*. Presented at the “Data Blitz” session of the Society of Personality and Social Psychology (SPSP).
5. Klein, N. & Epley, N. (2014). *Can Groups Catch Liars?* Presented at the Society for Consumer Psychology (SCP).
6. Klein, N. & Epley, N. (2014). *The “holier than thou” effect decomposed*. Presented at the Midwestern Psychological Association (MPA).
7. Klein, N. & Epley, N. (2013). *The fairness premium in social evaluation*. Presented at the Society for Consumer Research (SCP).
8. Klein, N. & Epley, N. (2013). *The fairness premium in social judgment: Generosity is no better than fairness*. Presented at the Kellogg-Booth Student Symposium (KBSS).
9. Klein, N. & Epley, N. (2013). *The fairness premium in social judgment: Generosity is no better than fairness*. Presented at the Chicago Graduate Student Research Symposium (CGSRS).
10. Klein, N. & Epley, N. (2013). *An illusory wisdom of crowds?: Groups detect lies through cynicism, not insight*. Presented at the Midwestern Psychological Association (MPA).
11. Klein, N. & Labroo, A. A. (2012). *The “attribute-trifling” effect: Motivated maintenance of brand loyalty*. Presented at the Society for Consumer Research (SCP).
12. Klein, N. & Fishbach, A. (2012). *Feeling good at the right time: Why people value predictability in goal attainment*. Presented at the Trans-Atlantic Doctoral Conference (TADC) at London Business School.
13. Klein, N. & Epley, N. (2012). *The fairness premium in social evaluation*. Presented at the Social Psychologists of Chicago Conference (SPOC).
14. Klein, N. & Fishbach, A. (2012). *Feeling good at the right time: Why people value predictability in goal attainment*. Presented at the Society for the Study of Motivation (SSM).

15. Klein, N. & Fishbach, A. (2011). *Feeling Good at the Right Time: Premature Positive Emotion Leads People to Hold Back Positive Emotion*. Presented at the Association for Consumer Research (ACR).

ACADEMIC CONFERENCE POSTERS

1. Klein, N. & Epley, N. (2013). *The fairness premium in social evaluation*. Poster presented at the Society for Personality and Social Psychology (SPSP).
2. Klein, N. & Epley, N. (2012). *The fairness premium in social evaluation*. Poster presented at the Society of Judgment and Decision Making (SJDM).
3. Klein, N. & Fishbach, A. (2010). *Feeling Good at the Right Time: People Hold Back Positive Emotion When Good News Arrives Prematurely*. Poster presented at the Society for Personality and Social Psychology (SPSP), 2010.
4. Klein, N. & Fishbach, A. (2010). *Feeling Good at the Right Time: People Hold Back Positive Emotion When Good News Arrives Prematurely*. Poster presented at the Society of Judgment and Decision Making (SJDM), 2010.

PROFESSIONAL AFFILIATIONS

- Society for Judgment and Decision-Making (SJDM)
- Society for Personality and Social Psychology (SPSP)
- Academy of Management (AOM)
- Association for Psychological Science (APS)
- Association for Consumer Research (ACR)

SERVICE

- Ad-Hoc Reviewer: *Journal of Experimental Psychology: General*, *Quarterly Journal of Experimental Psychology*
- Conference Reviewer: Academy of Management, Association for Consumer Research, Society for Consumer Psychology

- Graduate Student Orientation: The University of Chicago Ph.D. Program, 2011-2014
- Graduate Student Mentor: The University of Chicago Ph.D. Program
- Science Fair Judge: High-Schools in Chicago, Evanston, and DeKalb, IL, 2013-2014

SELECTED QUOTES FROM STUDENT EVALUATIONS OF MY TEACHING

1. "Nadav is able to answer almost all of our questions and give us clear explanations to our questions, and this tells us that he does understand the materials pretty well. Also, he has many activities prepared for us, which are usually activities from past psychological studies, they are very helpful for us to understand the perspectives from our psychology background and thus feel more related to the perspectives. Besides, he prepares summary of the perspectives for the past weeks as exam review at the section just before the exams, which we found really useful for navigating our reviews before we started writing our exams."
2. "Very good, relaxing way to ask questions about the perspectives. I learned the most about each perspective during discussions the entire quarter."
3. "The discussions were very useful for me. Nadav always had a plan that was well-executed and beneficial to our understanding of the perspective."
4. "Good understanding and explanation of the material. I found the discussion section extremely helpful in understanding the course."
5. "He did a very good-excellent job of trying to relate the important aspects of each perspective in a way that we could understand. Most of us did not have prior knowledge of many of these perspectives, and he did his best to ensure that we were at least clear on the basics. I really liked how he used short activities and examples for a couple of the discussions."
6. "The discussions were probably the most valuable part of understanding the perspectives. Discussion of each perspective with peers and a leader helped tremendously in understanding each perspective, and how they related to each other."