

Erin L. Krupka

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EDUCATION

Carnegie Mellon University
Ph.D. in Behavioral Decision Research

Pittsburgh, PA
2007

Carnegie Mellon University
M.S. in Behavioral Decision Research

Pittsburgh, PA
2004

Carnegie Mellon University
M.S. in Social and Decision Science

Pittsburgh, PA
2004

University of Chicago
M.P.P., Master of Public Policy

Chicago, IL
2002

Wheaton College
B.A., Comparative Literature & Wheaton Scholar

Norton, MA
1997

PROFESSIONAL EXPERIENCE

School of Information, University of Michigan
Associate Dean for Faculty

Ann Arbor, MI
07/01/23–Present

School of Information, University of Michigan
Ex-officio Dean's Advisory Committee

Ann Arbor, MI
01/01/23–06/30/23

School of Information, University of Michigan
Doctoral Program Director

Ann Arbor, MI
04/30/19–04/30/23

School of Information, University of Michigan
Professor (w. Tenure)

Ann Arbor, MI
2024–Present

School of Information, University of Michigan
Associate Professor (w. Tenure)

Ann Arbor, MI
2017–2024

School of Information, University of Michigan
Assistant Professor

Ann Arbor, MI
2009–2017

IZA Institute of Labor Economics
Research Associate

Bonn, Germany
2007–Present

PUBLICATIONS

- [1] J. M. Murray, S. C. Sanchez-Franco, O. L. Sarmiento, E. O. Kimbrough, C. Tate, S. C. Montgomery, R. Kumar, L. Dunne, A. Ramalingam, **E. Krupka**, F. Montes, H. Zhou, L. Moore, L. Bauld, B. Llorente, F. Kee, and R. Hunter, “Mediation analysis investigating the mechanisms of two school-based smoking prevention interventions in adolescents from Northern Ireland and Bogotá: The MECHANISMS study”, *Frontiers in Public Health*, forthcoming.
- [2] **E. Krupka** and Schneeberger, A., “Determinants of norm compliance: Moral similarity and group identification”, Resubmitted, *Management Science*, 2026.
- [3] Bae, J., B. Choi, **E. Krupka**, and S. Lee, “Harnessing project identity and safety norms to promote construction workers’ safety behavior: Field intervention study”, *Journal of Construction Engineering and Management*, vol. 151, no. 3, p. 04024208, 2025.
- [4] G. Charness, E. Dimant, U. Gneezy, and **E. Krupka**, “Experimental methods: Eliciting and measuring social norms”, *Journal of Economic Behavior and Organization*, vol. 237, p. 107187, 2025.
- [5] E. Dimant, **E. Krupka**, and A. Robertt, “Escalation and polarization spillovers”, Manuscript in preparation, 2025.
- [6] Hoover, H. and **E. Krupka**, “Different norms of sexual activity and consent seeking among college students: Social identity and statistical discrimination”, *Journal of Economic Behavior and Organization*, vol. 235, p. 107028, 2025.
- [7] **E. Krupka** and Y. Lee, “The persistent and broad effects of disinformation on behaviors, beliefs, and norms”, Manuscript available, 2025.
- [8] **E. Krupka** and R. A. Weber, “Krupka-weber norm elicitation method: A review”, in *Elgar Encyclopedia of Behavioural and Experimental Economics*, S. Chuah, R. Hoffmann, and A. Neelim, Eds., Edward Elgar Publishing Ltd., 2025, pp. 270–273.
- [9] J. M. Murray, S. C. Sanchez-Franco, O. L. Sarmiento, E. O. Kimbrough, C. Tate, S. C. Montgomery, R. Kumar, L. Dunne, A. Ramalingam, **E. Krupka**, F. Montes, H. Zhou, L. Moore, L. Bauld, B. Llorente, F. Kee, and R. Hunter, “Moderators of peer influence effects for experimentally measured smoking and vaping norms, and other smoking outcomes, in adolescents from high and middle-income settings: The MECHANISMS study”, *Frontiers in Psychology*, vol. 16, pp. 1–35, 2025.
- [10] L. Balafoutas, E. Dimant, S. Gächter, and E. Krupka, *Social norms: Enforcement, breakdown & polarization*, 2024.

[11] Chang, D., R. Chen, **E. Krupka**, and Z. Song, “Do policy instruments that restrict social identity expression increase economic cooperation?”, *European Economic Review*, vol. 170, p. 104847, 2024.

[12] E. Kimbrough, **E. Krupka**, R. Kumar, J. Murray, A. Ramalingam, S. Sánchez-Franco, O. Sarmiento, F. Kee, and F. Hunter, “On the stability of norms and norm-following propensity: A cross-cultural panel study with adolescents”, *Experimental Economics*, pp. 1–28, 2024.

[13] J. Kullgren, H. Kim, M. Slowey, J. Colbert, B. Soyster, S. Winston, K. Ryan, J. Forman, M. Riba, **E. Krupka**, and E. Kerr, “Using behavioral economics to reduce low-value care among older adults: A cluster randomized clinical trial”, *JAMA Internal Medicine*, vol. 184, no. 3, pp. 281–290, 2024, ***2025 SGIM Best Published Research Paper of the Year Award**.

[14] C. Eckel, H. Hoover, **E. Krupka**, N. Sinha, and R. Wilson, “Using social norms to explain giving behavior”, *Experimental Economics*, vol. 26, no. 5, pp. 1115–1141, 2023.

[15] **E. Krupka**, Hoover, H., C. Eckel, T. Rosenblat, O. Ojumu, and R. K. Wilson, “Multiple social identities cloud norm perception: Responses to covid-19 among university aged republicans and democrats”, *Frontiers in Behavioral Economics*, vol. 2, p. 1205873, 2023.

[16] J. Murray, S. Sánchez-Franco, O. Sarmiento, E. Kimbrough, C. Tate, S. Montgomery, R. Kumar, L. Dunne, A. Ramalingam, **E. Krupka**, and F. Montes, “Selection homophily and peer influence for adolescents’ smoking and vaping norms and outcomes in high and middle-income settings”, *Humanities and Social Sciences Communications*, vol. 10, no. 1, pp. 1–35, 2023.

[17] **E. Krupka**, R. Weber, R. T. Croson, and H. Hoover, “When in rome: Identifying social norms as a group phenomenon”, *Judgement and Decision Making Journal*, vol. 17, no. 2, pp. 263–283, 2022.

[18] C. Tate, R. Kumar, J. M. Murray, S. Sanchez-Franco, O. L. Sarmiento, S. C. Montgomery, H. Zhou, A. Ramalingam, **E. Krupka**, E. Kimbrough, and F. Kee, “The personality and cognitive traits associated with adolescents’ sensitivity to social norms”, *Scientific Reports*, vol. 12, no. 1, pp. 1–11, 2022.

[19] **E. Krupka**, S. Leider, and M. Jiang, “Promises-keeping norms and renegotiation behavior”, Manuscript, 2021.

[20] **E. Krupka** and Z. Song, “An empirical analysis of “we thinking” and status”, Manuscript available, 2021.

[21] R. Hunter, F. Montes, J. M. Murray, S. Sanchez-Franco, S. C. Montgomery, J. Jaramillo, C. Tate, R. Kumar, L. Dunne, A. Ramalingam, E. Kimbrough, **E. Krupka**, H. Zhou, L. Moore, L. Bauld, B. Llorente, O. L. Sarmiento, and F. Kee, “Mechanisms study: Using game theory to assess the effects of social norms and social networks on adolescent smoking in schools - a proof of concept study”, *Frontiers in Public Health*, vol. 8, p. 377, 2020.

[22] J. M. Murray, E. O. Kimbrough, **E. Krupka**, et al., “Confirmatory factor analysis comparing incentivized experiments with self-report methods to elicit adolescent smoking and vaping social norms”, *Scientific Reports*, vol. 10, p. 15818, 2020. DOI: 10.1038/s41598-020-72784-z.

[23] D. Chang, R. Chen, and **E. Krupka**, “Rhetoric matters: A social norms explanation for the anomaly of framing”, *Games and Economic Behavior*, vol. 116, pp. 158–178, 2019.

[24] Y. Chen, M. Jiang, and **E. Krupka**, “Hunger and the gender gap”, *Experimental Economics*, vol. 22, no. 4, pp. 885–917, 2019.

[25] K. R. Jenkins, N. Fakhoury, C. Richardson, M. Segar, **E. Krupka**, and J. Kullgren, “Characterizing employees’ preferences for incentives for healthy behaviors: Examples to improve interest in wellness programs”, *Health Promotion Practice*, vol. 20, no. 6, pp. 880–889, 2019.

[26] J. Kullgren, **E. Krupka**, A. Schachter, A. Linden, J. Miller, J. Acharya, J. Alford, R. Duffy, and J. Adler-Milstein, “Primary care clinician commitments to choose wisely about low-value services: A mixed-methods, stepped wedge cluster randomized trial”, *British Medical Journal Quality and Safety*, vol. 27, pp. 355–364, 2018.

[27] K. Anderson, K. Song, S. Lee, **E. Krupka**, H. Lee, and M. Park, “Longitudinal analysis of normative energy use feedback on dormitory occupants’ energy consumption”, *Applied Energy*, vol. 189, pp. 623–639, 2017.

[28] **E. Krupka**, S. Leider, and M. Jiang, “A meeting of the minds: Contracts and social norms”, *Management Science*, vol. 63, no. 6, pp. 1708–1729, 2017.

[29] Chang, D., **E. Krupka**, E. Adar, and A. Acquisti, “Design, perception, and action: Engineering information give-away”, in *Proceedings of the 34th International Conference on Human Factors in Computing Systems (CHI 2016)*, Acceptance rate 22%, San Jose, CA, USA, 2016.

[30] **E. Krupka** and R. Croson, “The differential impact of social norms cues on charitable contributions”, *Journal of Economic Behavior & Organization*, vol. 128, pp. 149–158, 2016.

- [31] Hullman, J., **E. Krupka**, and E. Adar, “Evaluating approaches to crowd source visual analytics”, Paper presented at Collective Intelligence Conference, 2015.
- [32] Munson, S., **E. Krupka**, C. Richardson, and P. Resnick, “Effects of public commitments and accountability in a technology-supported physical activity intervention”, in *Proceedings of the 33rd International Conference on Human Factors in Computing Systems (CHI 2015)*, Acceptance rate 25%, Seoul, Korea, 2015.
- [33] F. Gino, **E. Krupka**, and R. Weber, “License to cheat: Voluntary regulation and ethical behavior”, *Management Science*, vol. 59, no. 10, pp. 2187–2203, 2013.
- [34] **E. Krupka** and M. S. Jr., “The stability of measured time preferences”, *Journal of Economic Behavior and Organization*, vol. 85, pp. 11–19, 2013.
- [35] **E. Krupka** and R. Weber, “Identifying social norms using coordination games: Why does dictator game sharing vary?”, *Journal of the European Economic Association*, vol. 11, no. 3, pp. 495–524, 2013.
- [36] D. M. Zulman, L. J. Damschroder, R. Smith, P. Resnick, A. Sen, **E. Krupka**, and C. Richardson, “Implementation and evaluation of an incentivized internet-mediated walking program for obese adults”, *Translational Behavioral Medicine*, vol. 3, no. 4, pp. 357–369, 2013.
- [37] S. V. Burks and **E. Krupka**, “Behavioral economic field experiments can identify normative alignments and misalignments within a corporate hierarchy: Evidence from the financial services industry”, *Management Science*, vol. 58, no. 10, pp. 203–217, 2012.
- [38] **E. Krupka** and R. Weber, “The focusing and informational effects of norms on pro-social behavior”, *The Journal of Economic Psychology*, vol. 30, no. 3, pp. 307–320, 2009.
- [39] A. Lusardi, R. Cossa, and **E. Krupka**, “Savings of young parents”, *Journal of Human Resources*, vol. 36, no. 4, pp. 762–794, 2001.

*Student co-authors are underlined.

PAPERS APPEARING IN CONFERENCE PROCEEDINGS

- [1] Chang, D., **E. Krupka**, E. Adar, and A. Acquisti, “Design, perception, and action: Engineering information give-away”, in *Proceedings of the 34th International Conference on Human Factors in Computing Systems (CHI 2016)*, Acceptance rate 22%, San Jose, CA, USA, 2016.

- [2] Hullman, J., **E. Krupka**, and E. Adar, “Evaluating approaches to crowd source visual analytics”, Paper presented at Collective Intelligence Conference, 2015.
- [3] Munson, S., **E. Krupka**, C. Richardson, and P. Resnick, “Effects of public commitments and accountability in a technology-supported physical activity intervention”, in *Proceedings of the 33rd International Conference on Human Factors in Computing Systems (CHI 2015)*, Acceptance rate 25%, Seoul, Korea, 2015.

WORKING PAPERS

- [1] **E. Krupka** and Schneeberger, A., “Determinants of norm compliance: Moral similarity and group identification”, Resubmitted, Management Science, 2026.
- [2] E. Dimant, **E. Krupka**, and A. Robertt, “Escalation and polarization spillovers”, Manuscript in preparation, 2025.
- [3] **E. Krupka** and Y. Lee, “The persistent and broad effects of disinformation on behaviors, beliefs, and norms”, Manuscript available, 2025.
- [4] **E. Krupka**, S. Leider, and M. Jiang, “Promises-keeping norms and renegotiation behavior”, Manuscript, 2021.
- [5] **E. Krupka** and Z. Song, “An empirical analysis of “we thinking” and status”, Manuscript available, 2021.

GRANTS AND FUNDING: EXTERNAL

Collaborative Research: The Impact of COVID-19 on Norms, Risk-taking, Information and Trust, NSF, \$199,793.

Role: Co-PI.

2020–2023

Impacts of Heterogeneous Organizational Backgrounds and Social Norms on Employees’ Behaviors in Temporary Organizations: Focusing on Safety Behavior in Construction Projects, NSF, \$345,181.

Role: Co-PI.

2018–2022

Collaborative Research: SaTC Eager: Design, Perception, and Action – Engineering Information Give-Away, NSF, \$224,675.

Role: PI.

2015–2017

REU Site: Incentive Centered Design, NSF, \$350,000.

Role: PI.

2012–2016

Impacts of Public Announcements of Goals and Outcomes on Goal Completion , NSF, \$100,000. Role: Co-PI.	2012–2013
Eager: The Covenants We Live By: Normative Social Influence on Behavior , NSF, \$55,000. Role: PI.	2014–2015
Social Identity: A flexible conception of identity and shared narratives or a fixed trait? , ERINN (The University of Oxford), \$62,000. Role: PI.	2019–2023
Using Game Theory to assess the effects of social norms and social networks on adolescent smoking in schools: a proof of concept study , Medical Research Council, UK, £729,225. Role: Co-PI.	2018–2023
Provider, Patient, and Health System Effects of Provider Commitments to Choose Wisely , Donaghue Foundation, \$600,000. Role: Co-PI.	2016–2018
Decreasing Overuse of Low-Value Health Care Services Through Physician Precommitment , RWJF, \$199,417. Role: Co-PI.	2013–2015

GRANTS AND FUNDING: INTERNAL UM

Out-group minority bias & the persistence of stereotypes in sexual consent , UM, \$4,980. Role: PI.	2020–2023
Elizabeth Crosby Award , UM, \$15,609. Role: PI.	2015–2016
Distinguished Award for Interdisciplinary Sustainability (DOW) , UM, \$5,000. Role: PI.	2014–2015
Office of Research (UMOR) , UM, \$25,945. Role: PI.	2013–2015
Office of the Vice President for Research (OVPR) grant , UM, \$12,971. Role: PI.	2013–2015
Elizabeth Crosby Award , UM, \$12,233. Role: PI.	2012–2013

Rackham Summer Research Support Grant, UM, \$3,000.
Role: PI. 2011

Office of the Vice President for Research (OVPR) grant, UM, \$4,000.
Role: PI. 2011

GRANTS AND FUNDING: OTHER

DFG/NSF Travel Grant 2008
Center for Behavioral Decision Research Small Grants Program 2006
Graduate Student Association, Graduate Conference Funding 2006
Ford Motor Company Graduate Student Research Grant 2006
Ford Motor Company Graduate Student Research Grant 2002
GuSH, Carnegie Mellon Graduate Small Project Help 2002

AWARDS AND HONORS

Economic Science Association Prize for Exceptional Achievement 2025
Big Ten Academic Alliance Academic Leadership Program (ALP) 2024–2025
SGIM Best Published Research Paper of the Year Award 2025
Society of General Internal Medicine, *JAMA Internal Medicine*
Honored Instructor Award from UM Housing 2018–2019
UM School of Information Outstanding Teacher Award 2010–2011

TEACHING

Instructor Ph.D.
Survey of Research Methods Seminar (redesigned course)
Instructor Ph.D.
Social Identity and Narratives (developed course)
Instructor Ph.D.
Research & Writing Critical Lit. Reviews for Field Prelim. (developed course)
Instructor Ph.D.
First Semester Experience (redesigned course)
Invited Lecturer Ph.D.
Morality and Ethical Choice (University of Cologne)

Instructor	Masters
Theories of Social Influence (developed course)	
Instructor	Masters
Choice Architecture (developed course)	
Instructor	UG
Introduction to Information Studies (redesigned course)	
Instructor	UG
Persuasion and Social Influence (developed course)	

MENTORSHIP AND SUPERVISION

Chair

David Ruttenberg, UMSI, Ph.D.	2028 (expected)
Zhewei Song, UMSI, Ph.D.	2023
Daphne Chang, UMSI, Ph.D.	2018
Carrie Wenjing Xu, UMSI, Ph.D.	2017

Committee member

Yiwei Fan, UMSI, Ph.D.	2030 (expected)
Alexander Schneeberger, Univ. of Cologne Business School, Ph.D.	2027 (expected)
Christopher Marra, UM Dept. of Music, Ph.D.	2019
Carolyn Watson, UM Economics Dept., Undergrad. Honors Thesis	2018
Dana Jackman, UM Dept. of Natural Resources and Environment, Ph.D.	2016
Kyle Anderson, UM Dept. of Civil Engineering, Ph.D.	2015
Ruth Beer, UM Ross Business School, PhD	2015
Ming Jiang, UMSI Ph.D.	2015
Roy Chen, UMSI, Ph.D.	2012

Pre- and Post-Doc supervision

Yuliet Verbel Bustamante, UMSI Post-doc supervision	2024 to present
Sandhya Srinivas, UMSI Pre-doc supervision	2023
Hanna Hoover, UMSI Post-doc supervision	2020-2022
Monica Tincopa, UM MD, Post-doc supervision	2019-2020

SERVICE

External UMSI

Economic Science Association Mentoring Program (ESA)	2024-2026
Director	
Implement faculty-led mentorship program, facilitate matches, develop mentoring resources, produce programming at all ESA meetings (global, Europe, N. & S. America, Asia-Pacific, Africa, BREW-ESA)	
Junior Faculty Mentoring Workshop, University of Konstanz	2025
Creator and facilitator	
Economic Research on Identity, Norms and Narratives (ERINN)	2018-2023
Associate board member	
Jr. Faculty Mentoring Workshop, Max Planck Institute for Collective Goods, Bonn, Germany	2023
Creator and facilitator	
Lab for Faculty Researching Gender, LGBTQ+, Race in Economics	2022-2023
Creator and facilitator	
Mentor to the Outstanding Academic Fellows Programme, Norwegian University of Science and Technology	2022-2026
Mentor	
Jr. Faculty Mentoring Workshop, NYU Abu Dhabi, Economics Department	2022
Creator and facilitator	
Jr. Faculty Mentoring Workshop, Bogotá Experimental Economics Conference	2022
Creator and facilitator	
Committee on the Status of Women in the Economics Profession, American Economic Association	2018-2022
Mentor	
Economic Science Association Mentoring Program (ESA)	2021
Panelist	
Jr. Female Faculty Mentoring Workshop, University of Cologne Business School	2018, 2019
Creator and facilitator	
Economic Science Association (ESA)	2015-2018
Board Member	
Collective Intelligence Organizing Committee	2016
Member	
Women's Mentoring Program, Institute for the Study of Labor (IZA), Bonn, Germany	2011
Creator and facilitator	

Internal UMSI

UM/Academic Leadership Program Alumni Event: Advisory Planning Committee	2026
Member	
UM School of Music, Theater, & Dance on admissions model Consultant	2025-2026
Faculty Budget Engagement Committee, Office of the Provost	2025-2026
Member	
Faculty Budget Engagement Committee, Office of the Provost	2024-2025
Member	
Volunteer Code of Conduct Taskforce	2024-2025
Co-Chair	
Dean's Advisory Committee	05/2023-06/2023
Ex-officio	
Doctoral Program	2023-2024
Director	
Promotion and Tenure Committee	2023-2024
Member	
Doctoral Program	2022-2023
Director	
Promotion and Tenure Committee	2022-2023
Chair	
Doctoral Program	2021-2022
Director	
Promotion and Tenure Committee	2021-2022
Member	
Doctoral Program	2020-2021
Director	
Promotion and Tenure Committee	2020-2021
Member	
UM African Presidential Scholars (UMAPS) Mentor	2020-2021
Doctoral Program	2019-2020
Director	
Promotion and Tenure Committee	2019-2020
Member	

Search committee	2019-2020
Member, Causal Inference and Machine Learning	
Doctoral Curriculum Committee	2018-2019
Member	
Doctoral Curriculum Committee	2017-2018
Member	
Social Behavioral Experimental Econ. seminar series	2017-2018
Coordinator	
Behavioral Experimental Econ. seminar series	2017-2018
Coordinator	
Doctoral Curriculum Committee	2016-2017
Member	
Search committee	2016-2017
Member, Large-scale Causal Behavior Analytics and Social Design search	
UM Mhealthy Committee	2015-2016
Member	
Masters Curriculum Task Force	2014-2015
Member	
Research Experience (REU) for Undergraduates	2014-2015
Administer the NSF funded program	
Undergraduate Curriculum Committee	2013-2014
Member	
Research Experience (REU) for Undergraduates	2013-2014
Administer the NSF funded program	
Doctoral Committee	2012-2013
Member	
Undergraduate Curriculum Task Force	2012-2013
Member	
Search committee	2012-2013
Member, Incentive Centered Design	
Research Experience (REU) for Undergraduates	2012-2013
Administer the NSF funded program	
Specialization coordinator for Incentive Centered Design	2012-2013
Undergraduate Curriculum Committee	2011-2012
Member	
Teaching Evaluation for Lecturers	2011-2012
Observer	

Undergraduate Curriculum Committee
Member

2010-2011

EDITORIAL AND REVIEWING

Editorial Work

Journal of Judgment and Decision Making	2019-2026
Associate editor	
European Economic Review; Social Norms: Enforcement, Break-down & Polarization, Special Issue	2023
Editor along with L. Balafoutas, S. Gächter, E. Dimant and D. Levine	
Economic Journal	2020-2023
Associate editor	

Reviewing

American Economic Review
American Economic Journal: Microeconomics
Computer Human Interaction
Econometrica
Economic Inquiry
Experimental Economics
Games and Economic Behavior
Journal of Behavioral Decision Making
Journal of Economic Behavior and Organization
Journal of European Economic Association
Journal of Judgment and Decision Making
Journal of Law, Economics, and Organizations
Journal of Public Economics
Journal of Economic Psychology
Management Science
NSF Grant reviewing

CONFERENCES AND PROGRAM PARTICIPATION

Invited Talks

Thurgau Experimental Economics Meeting (Theem) *Keynote Address University of Konstanz, Kreuzlingen, CH	March 2026
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Interdisciplinary Committee on Organizational Studies (ICOS) Seminar Series	2026
Ross Business School UM, Ann Arbor, MI	
Economic Research on Identity, Norms, and Narratives (ERINN) Conference	2025
Venice, Italy	
Microeconomics Seminar Series	2025
University of Konstanz, Germany	
Department of Economics Seminar Series	2025
Middlebury College, Middlebury, VT	
Directions of Polarization, Social Norms, and Trust in Societies: Perspectives from Behavioral Sciences Conference	2023
Massachusetts Institute of Technology	
Center for Decision Making and Economic Psychology Workshop	2023
Ben-Gurion University of the Negev, Israel	
Department of Economics Seminar Series	2023
Ben-Gurion University of the Negev, Israel	
Department of Economics Seminar Series	2023
University of Haifa, Haifa, Israel	
Max-Planck-Institute for Research on Collective Goods Seminar Junior faculty Mentoring Workshop and seminar speaker	2023
Bonn, Germany	
International Symposium in Experimental Economics (iSEE) Junior faculty Mentoring Workshop and seminar participant	2022
NYU Abu Dhabi, United Arab Emirates	
Economics Department Seminar Series	2022
Tippie College of Business, University of Iowa, Iowa City, IA	
Bogotá Experimental Economics Conference (BEEC) *Keynote Address	2022
The School of Economics and Business of the Pontificia Universidad Javeriana, Colombia	
Norms and Behavioral Change Conference (NoBeC)	2022
Univ. of Pennsylvania Center for Social Norms and Behavioral Dynamics	
Univ. of Pennsylvania, Philadelphia, PA	
RExCon21: International Conference on Social norms *Keynote Address	2021
Higher School of Economics University, Moscow, Russia	
National Institute of Diabetes and Digestive and Kidney Disease *Keynote Address	2021
Michigan Center for Diabetes Translation Research, UM, Ann Arbor, MI	

Economics Department Seminar Series Purdue University, West Lafayette, IN	2021
Economics Department Seminar Series Queens University, Kingston, Ontario	2021
Department of Economics Seminar Series Middlebury College, Middlebury, VT	2020
Max Planck Institute for Research on Collective Goods Bonn, Germany	2020
Business and Economics Department Seminar Speaker University of Vienna, Vienna, Austria	2020
Latin-American Workshop on Experimental and Behavioural Social Sciences (LAWEBESS) *Keynote Address Universidad de Santiago de Chile, Santiago, Chile	2018
The Institute of Continuing Legal Education *Keynote Address Ann Arbor, MI	2018
Department of Economics Seminar Speaker University of Berlin, Berlin, Germany	2018
Department of Management, Economics and Social Sciences Junior faculty Mentoring Workshop and seminar speaker University of Cologne, Cologne, Germany	2018
Workshop on Cultural Transmission and Social Norms Department of Economics University of East Anglia, Norwich, England	2016
Collective Intelligence Conference *Plenary Speaker NYU Stern School of Business, New York, NY	2016
Economics Department Seminar Speaker Texas A&M University, College Station, TX	2016
Politics and Economics Seminar Speaker Department of Philosophy, The Univ. of Pennsylvania, Philadelphia, PA	2016
Workshop in Honor of John Van Huyck Southern Methodist University (SMU), Dallas, TX	2015
Department of Management, Economics and Social Sciences Junior faculty Mentoring Workshop and seminar speaker University of Cologne, Cologne, Germany	2015
Marketing Department Seminar Speaker The University of Michigan Ross Business School, Ann Arbor, MI	2015

School of Economics Seminar Series	2015
The University of Nottingham, School of Economics	
Nottingham, United Kingdom	
Smeal College of Business Seminar Series	2015
Penn. State University, Smeal College of Business, State College, PA	
Department of Resource Economics Seminar Series	2015
University of Massachusetts Amherst, Amherst, MA	
Presidential Inauguration Privacy Symposium	2015
University of Michigan, Ann Arbor, MI	
Indiana University Public Policy Institute School of Public and Environmental Affairs	2014
Indiana University-Purdue University Indianapolis, Indianapolis, IN	
Economics Department Seminar Series	2014
Florida State University, Tallahassee, FL	
Economics Department Seminar Series	2014
University of Zurich (ETH), Zurich, CH	
Department of Psychology Seminar Series	2014
University of Michigan, Ann Arbor, MI	
Economics Department Seminar Series	2013
Florida State University, Tallahassee, FL	
Economics Department Seminar Series	2012
Tippie College of Business, University of Iowa, Iowa City, IA	
Erb Institute Seminar Series	2012
University of Michigan, Ross School of Business, Ann Arbor, MI	
Decision Science and Org. Behavior Seminar	2011
INSEAD Business School, Fontainebleau, France	
Department of Psychology Seminar Series	2011
University of Michigan, Ann Arbor, MI	
Interdisciplinary Committee on Organizational Studies (ICOS) Seminar Series	2011
Ross Business School UM, Ann Arbor, MI	
Thurgau Experimental Economics Meeting (Theem) Conference	2011
University of Konstanz, Kreuzlingen, CH	
Economics Department Seminar Series	2011
University of California Berkeley, Berkeley, CA	
Economics Department Seminar Series	2009
Erasmus University, Rotterdam, NL	

Andrew Young School of Policy Studies	2009
Junior faculty Mentoring Workshop and seminar speaker	
Georgia State University, Atlanta, GA	
Economics Department Seminar Series	2008
University of Helsinki, Helsinki, Finland	
Economics Department Seminar Series	2008
The University of Texas at Dallas, Richardson, TX	
XI Summer School on Economics and Philosophy	2008
Theme: Social Norms: Foundations for Human Social Behavior	
University of the Basque Country and the Urrutia Elejalde Foundation, San	
Sebastián, Spain	

Conference Presentations

Behavioral Measurement Conference	2024
Goethe University Frankfurt, Frankfurt, Germany	
Allied Social Science Associations Meetings (ASSA / ESA)	2023
Economic Science Association (ESA)	2022
Allied Social Science Associations Meetings (ASSA / ESA)	2021
Society of General Internal Medicine Annual Meeting	2021
Academy of Management (AOM) Annual Meeting	2020
“Social Norms in Organizations: An Expansive View of Conformity and Deviance in the Workplace” selected as a showcase symposium for the Organizational Behavior division.	
Vancouver, British Columbia, Canada	
Economic Research on Identity, Norms, and Narratives (ERINN)	2019
University of Oxford, Oxford, England	
Social Norms Conference hosted by ERINN	2019
London School of Economics, London, England	
European Workshop on Behavioral and Experimental Economics (EWEBE)	2019
Lyon, France	
Economic Research on Identity, Norms and Narratives (ERINN)	2018
University of Oxford, Oxford, England	
Workshop on Cultural Transmission and Social Norms	2018
MIT, Boston,	

Norms and Behavioral Change Conference (NoBeC)	2018
Univ. of Pennsylvania Center for Social Norms and Behavioral Dynamics	
Univ. of Pennsylvania, Philadelphia, PA	
The Inst. for Operations Research and the Management Sciences (INFORMS)	2017
Atlanta, GA	
Center for Econ. Studies and Info. Inst. for Econ. Research (CesIfo)	2017
Munich, Germany	
Florence-Konstanz Workshop on Norms and Multi-Ethnic Societies	2017
Florence, Italy	
Cultural Transmission of Social Norms	2017
Nottingham University, Nottingham, England	
Allied Social Science Associations Meetings (ASSA / ESA)	2017
International Conference on Human Factors in Computing Systems	2016
Experimental Science Association (ESA)	2016
Behavioral Decision Research in Management	2016
International Conference on Human Factors in Computing Systems	2015
SaTC Eager Grantees Workshop	
Behavioral Economics and Health Symposium	2015
Center for Health Incentives and Behavioral Econ. (CHIBE)	
Univ. of Pennsylvania, Philadelphia, PA	
Social Norms and Institutions	2015
University of Zurich (ETH), Zurich, CH	
Allied Social Science Associations Meetings (ASSA / AEA)	2015
Experimental Science Association (ESA)	2015
Allied Social Science Associations Meetings (ASSA / ESA)	2014
Allied Social Science Associations Meetings (ASSA / ESA)	2011
ESA session organizer for two ESA	
Experimental Science Association (ESA)	2011
Allied Social Science Associations Meetings (ASSA / ESA)	2010
ESA session organizer	
Experimental Science Association (ESA)	2010

Allied Social Science Associations Meetings (ASSA / ESA)	2009
ESA session organizer	
Experimental Science Association (ESA)	2009
Allied Social Science Associations Meetings (ASSA / ESA)	2008
Experimental Science Association (ESA)	2008
Behavioral Decision Research in Management (BDRM)	2008
Session organizer and presenter	
Society for Judgment and Decision Making (SJDM)	2007
Society for Judgment and Decision Making (SJDM)	2006
Behavioral Decision Research in Management Conference	2006