

# Erin L. Krupka

Email: ekrupka@umich.edu

Phone: (734) 936-9802

Website: <https://ekrupka.people.si.umich.edu>

## 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] 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.
- [3] 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.
- [4] 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.
- [5] **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.
- [6] 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.
- [7] L. Balafoutas, E. Dimant, S. Gächter, and E. Krupka, “Special issue on social norms: Enforcement, breakdown & polarization”, *European Economic Review*, vol. 170, p. 104885, 2024.
- [8] 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.
- [9] 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.

[10] 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**.

[11] 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.

[12] **E. Krupka**, H. Hoover, 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. 1 205 873, 2023.

[13] 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.

[14] **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.

[15] 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.

[16] 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.

[17] 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. 15 818, 2020. DOI: 10.1038/s41598-020-72784-z.

[18] 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.

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

[20] 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.

[21] 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.

[22] 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.

[23] **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.

[24] **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.

[25] 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.

[26] **E. Krupka** and M. S. Jr., “The stability of measured time preferences”, *Journal of Economic Behavior and Organization*, vol. 85, pp. 11–19, 2013.

[27] **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.

[28] 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.

[29] 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.

- [30] **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.
- [31] 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. Robbett, “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

---

---

<b>Collaborative Research: The Impact of COVID-19 on Norms, Risk-taking, Information and Trust, NSF, \$199,793.</b>	2020–2023
Role: Co-PI.	
<b>Impacts of Heterogeneous Organizational Backgrounds and Social Norms on Employees' Behaviors in Temporary Organizations: Focusing on Safety Behavior in Construction Projects, NSF, \$345,181.</b>	2018–2022
Role: Co-PI.	
<b>Collaborative Research: SaTC Eager: Design, Perception, and Action – Engineering Information Give-Away, NSF, \$224,675.</b>	2015–2017
Role: PI.	
<b>REU Site: Incentive Centered Design, NSF, \$350,000.</b>	2012–2016
Role: PI.	
<b>Impacts of Public Announcements of Goals and Outcomes on Goal Completion, NSF, \$100,000.</b>	2012–2013
Role: Co-PI.	
<b>Eager: The Covenants We Live By: Normative Social Influence on Behavior, NSF, \$55,000.</b>	2014–2015
Role: PI.	
<b>Social Identity: A flexible conception of identity and shared narratives or a fixed trait?, ERINN (The University of Oxford), \$62,000.</b>	2019–2023
Role: PI.	
<b>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.</b>	2018–2023
Role: Co-PI.	
<b>Provider, Patient, and Health System Effects of Provider Commitments to Choose Wisely, Donaghue Foundation, \$600,000.</b>	2016–2018
Role: Co-PI.	
<b>Decreasing Overuse of Low-Value Health Care Services Through Physician Precommitment, RWJF, \$199,417.</b>	2013–2015
Role: Co-PI.	

---

## GRANTS AND FUNDING: INTERNAL UM

**Out-group minority bias & the persistence of stereotypes in sexual consent, UM, \$4,980.**

Role: PI.	2020–2023
<b>Elizabeth Crosby Award</b> , UM, \$15,609.	
Role: PI.	2015–2016
<b>Distinguished Award for Interdisciplinary Sustainability (DOW)</b> , UM, \$5,000.	
Role: PI.	2014–2015
<b>Office of Research (UMOR)</b> , UM, \$25,945.	
Role: PI.	2013–2015
<b>Office of the Vice President for Research (OVPR) grant</b> , UM, \$12,971.	
Role: PI.	2013–2015
<b>Elizabeth Crosby Award</b> , UM, \$12,233.	
Role: PI.	2012–2013
<b>Rackham Summer Research Support Grant</b> , UM, \$3,000.	
Role: PI.	2011
<b>Office of the Vice President for Research (OVPR) grant</b> , UM, \$4,000.	
Role: PI.	2011

## GRANTS AND FUNDING: OTHER

---

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

## AWARDS AND HONORS

---

<b>Economic Science Association Prize for Exceptional Achievement</b>	2025
<b>Big Ten Academic Alliance Academic Leadership Program (ALP)</b>	2024–2025
<b>SGIM Best Published Research Paper of the Year Award</b>	2025
Society of General Internal Medicine, <i>JAMA Internal Medicine</i>	

<b>Honored Instructor Award from UM Housing</b>	2018–2019
<b>UM School of Information Outstanding Teacher Award</b>	2010–2011

## TEACHING

---

<b>Instructor</b>	Ph.D.
Survey of Research Methods Seminar (redesigned course)	
<b>Instructor</b>	Ph.D.
Social Identity and Narratives (developed course)	
<b>Instructor</b>	Ph.D.
Research & Writing Critical Lit. Reviews for Field Prelim. (developed course)	
<b>Instructor</b>	Ph.D.
First Semester Experience (redesigned course)	
<b>Invited Lecturer</b>	Ph.D.
Morality and Ethical Choice (University of Cologne)	
<b>Instructor</b>	Masters
Theories of Social Influence (developed course)	
<b>Instructor</b>	Masters
Choice Architecture (developed course)	
<b>Instructor</b>	UG
Introduction to Information Studies (redesigned course)	
<b>Instructor</b>	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

## 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

<b>Economic Science Association Mentoring Program (ESA)</b>	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)	
<b>Junior Faculty Mentoring Workshop, University of Konstanz</b>	2025
Creator and facilitator	
<b>Economic Research on Identity, Norms and Narratives (ERINN)</b>	2018-2023
Associate board member	
<b>Jr. Faculty Mentoring Workshop, Max Planck Institute for Collective Goods, Bonn, Germany</b>	2023
Creator and facilitator	
<b>Lab for Faculty Researching Gender, LGBTQ+, Race in Economics</b>	2022-2023
Creator and facilitator	
<b>Mentor to the Outstanding Academic Fellows Programme, Norwegian University of Science and Technology</b>	2022-2026
Mentor	
<b>Jr. Faculty Mentoring Workshop, NYU Abu Dhabi, Economics Department</b>	2022
Creator and facilitator	
<b>Jr. Faculty Mentoring Workshop, Bogotá Experimental Economics Conference</b>	2022
Creator and facilitator	
<b>Committee on the Status of Women in the Economics Profession, American Economic Association</b>	2018-2022
Mentor	

<b>Economic Science Association Mentoring Program (ESA)</b>	2021
Panelist	
<b>Jr. Female Faculty Mentoring Workshop, University of Cologne Business School</b>	2018, 2019
Creator and facilitator	
<b>Economic Science Association (ESA)</b>	2015-2018
Board Member	
<b>Collective Intelligence Organizing Committee</b>	2016
Member	
<b>Women's Mentoring Program, Institute for the Study of Labor (IZA), Bonn, Germany</b>	2011
Creator and facilitator	

## Internal UMSI

<b>UM/Academic Leadership Program Alumni Event: Advisory Planning Committee</b>	2026
Member	
<b>UM School of Music, Theater, &amp; Dance on admissions model</b>	2025-2026
Consultant	
<b>Faculty Budget Engagement Committee, Office of the Provost</b>	2025-2026
Member	
<b>Faculty Budget Engagement Committee, Office of the Provost</b>	2024-2025
Member	
<b>Volunteer Code of Conduct Taskforce</b>	2024-2025
Co-Chair	
<b>Dean's Advisory Committee</b>	05/2023-06/2023
Ex-officio	
<b>Doctoral Program</b>	2023-2024
Director	
<b>Promotion and Tenure Committee</b>	2023-2024
Member	
<b>Doctoral Program</b>	2022-2023
Director	
<b>Promotion and Tenure Committee</b>	2022-2023
Chair	
<b>Doctoral Program</b>	2021-2022
Director	

<b>Promotion and Tenure Committee</b>	2021-2022
Member	
<b>Doctoral Program</b>	2020-2021
Director	
<b>Promotion and Tenure Committee</b>	2020-2021
Member	
<b>UM African Presidential Scholars (UMAPS) Mentor</b>	2020-2021
<b>Doctoral Program</b>	2019-2020
Director	
<b>Promotion and Tenure Committee</b>	2019-2020
Member	
<b>Search committee</b>	2019-2020
Member, Causal Inference and Machine Learning	
<b>Doctoral Curriculum Committee</b>	2018-2019
Member	
<b>Doctoral Curriculum Committee</b>	2017-2018
Member	
<b>Social Behavioral Experimental Econ. seminar series</b>	2017-2018
Coordinator	
<b>Behavioral Experimental Econ. seminar series</b>	2017-2018
Coordinator	
<b>Doctoral Curriculum Committee</b>	2016-2017
Member	
<b>Search committee</b>	2016-2017
Member, Large-scale Causal Behavior Analytics and Social Design search	
<b>UM Mhealthy Committee</b>	2015-2016
Member	
<b>Masters Curriculum Task Force</b>	2014-2015
Member	
<b>Research Experience (REU) for Undergraduates</b>	2014-2015
Administer the NSF funded program	
<b>Undergraduate Curriculum Committee</b>	2013-2014
Member	
<b>Research Experience (REU) for Undergraduates</b>	2013-2014
Administer the NSF funded program	
<b>Doctoral Committee</b>	2012-2013
Member	

<b>Undergraduate Curriculum Task Force</b>	2012-2013
Member	
<b>Search committee</b>	2012-2013
Member, Incentive Centered Design	
<b>Research Experience (REU) for Undergraduates</b>	2012-2013
Administer the NSF funded program	
<b>Specialization coordinator for Incentive Centered Design</b>	2012-2013
<b>Undergraduate Curriculum Committee</b>	2011-2012
Member	
<b>Teaching Evaluation for Lecturers</b>	2011-2012
Observer	
<b>Undergraduate Curriculum Committee</b>	2010-2011
Member	

## **EDITORIAL AND REVIEWING**

---

### **Editorial Work**

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

<b>Thurgau Experimental Economics Meeting (Theem)</b> *Keynote Address University of Konstanz, Kreuzlingen, CH	March 2026
<b>Interdisciplinary Committee on Organizational Studies (ICOS) Seminar Series</b> Ross Business School UM, Ann Arbor, MI	2026
<b>Economic Research on Identity, Norms, and Narratives (ERINN) Conference</b> Venice, Italy	2025
<b>Microeconomics Seminar Series</b> University of Konstanz, Germany	2025
<b>Department of Economics Seminar Series</b> Middlebury College, Middlebury, VT	2025
<b>Directions of Polarization, Social Norms, and Trust in Societies: Perspectives from Behavioral Sciences Conference</b> Massachusetts Institute of Technology	2023
<b>Center for Decision Making and Economic Psychology Workshop</b> Ben-Gurion University of the Negev, Israel	2023
<b>Department of Economics Seminar Series</b> Ben-Gurion University of the Negev, Israel	2023
<b>Department of Economics Seminar Series</b> University of Haifa, Haifa, Israel	2023
<b>Max-Planck-Institute for Research on Collective Goods Seminar</b> Junior faculty Mentoring Workshop and seminar speaker Bonn, Germany	2023
<b>International Symposium in Experimental Economics (iSEE)</b> Junior faculty Mentoring Workshop and seminar participant NYU Abu Dhabi, United Arab Emirates	2022
<b>Economics Department Seminar Series</b> Tippie College of Business, University of Iowa, Iowa City, IA	2022

<b>Bogotá Experimental Economics Conference (BEEC)</b>	2022
<b>*Keynote Address</b>	
The School of Economics and Business of the Pontificia Universidad Javeriana, Colombia	
<b>Norms and Behavioral Change Conference (NoBeC)</b>	2022
Univ. of Pennsylvania Center for Social Norms and Behavioral Dynamics	
Univ. of Pennsylvania, Philadelphia, PA	
<b>RExCon21: International Conference on Social norms</b>	2021
<b>*Keynote Address</b>	
Higher School of Economics University, Moscow, Russia	
<b>National Institute of Diabetes and Digestive and Kidney Disease</b>	2021
<b>*Keynote Address</b>	
Michigan Center for Diabetes Translation Research, UM, Ann Arbor, MI	
<b>Economics Department Seminar Series</b>	2021
Purdue University, West Lafayette, IN	
<b>Economics Department Seminar Series</b>	2021
Queens University, Kingston, Ontario	
<b>Department of Economics Seminar Series</b>	2020
Middlebury College, Middlebury, VT	
<b>Max Planck Institute for Research on Collective Goods</b>	2020
Bonn, Germany	
<b>Business and Economics Department Seminar Speaker</b>	2020
University of Vienna, Vienna, Austria	
<b>Latin-American Workshop on Experimental and Behavioural Social Sciences (LAWEBESS)</b>	2018
<b>*Keynote Address</b>	
Universidad de Santiago de Chile, Santiago, Chile	
<b>The Institute of Continuing Legal Education</b>	2018
<b>*Keynote Address</b>	
Ann Arbor, MI	
<b>Department of Economics Seminar Speaker</b>	2018
University of Berlin, Berlin, Germany	
<b>Department of Management, Economics and Social Sciences</b>	2018
<b>Junior faculty Mentoring Workshop</b> and seminar speaker	
University of Cologne, Cologne, Germany	
<b>Workshop on Cultural Transmission and Social Norms</b>	2016
Department of Economics	
University of East Anglia, Norwich, England	

<b>Collective Intelligence Conference</b>	2016
<b>*Plenary Speaker</b>	
NYU Stern School of Business, New York, NY	
<b>Economics Department Seminar Speaker</b>	2016
Texas A&M University, College Station, TX	
<b>Politics and Economics Seminar Speaker</b>	2016
Department of Philosophy, The Univ. of Pennsylvania, Philadelphia, PA	
<b>Workshop in Honor of John Van Huyck</b>	2015
Southern Methodist University (SMU), Dallas, TX	
<b>Department of Management, Economics and Social Sciences</b>	2015
<b>Junior faculty Mentoring Workshop</b> and seminar speaker	
University of Cologne, Cologne, Germany	
<b>Marketing Department Seminar Speaker</b>	2015
The University of Michigan Ross Business School, Ann Arbor, MI	
<b>School of Economics Seminar Series</b>	2015
The University of Nottingham, School of Economics	
Nottingham, United Kingdom	
<b>Smeal College of Business Seminar Series</b>	2015
Penn. State University, Smeal College of Business, State College, PA	
<b>Department of Resource Economics Seminar Series</b>	2015
University of Massachusetts Amherst, Amherst, MA	
<b>Presidential Inauguration Privacy Symposium</b>	2015
University of Michigan, Ann Arbor, MI	
<b>Indiana University Public Policy Institute School of Public and Environmental Affairs</b>	2014
Indiana University-Purdue University Indianapolis, Indianapolis, IN	
<b>Economics Department Seminar Series</b>	2014
Florida State University, Tallahassee, FL	
<b>Economics Department Seminar Series</b>	2014
University of Zurich (ETH), Zurich, CH	
<b>Department of Psychology Seminar Series</b>	2014
University of Michigan, Ann Arbor, MI	
<b>Economics Department Seminar Series</b>	2013
Florida State University, Tallahassee, FL	
<b>Economics Department Seminar Series</b>	2012
Tippie College of Business, University of Iowa, Iowa City, IA	
<b>Erb Institute Seminar Series</b>	2012
University of Michigan, Ross School of Business, Ann Arbor, MI	

<b>Decision Science and Org. Behavior Seminar</b> INSEAD Business School, Fontainebleau, France	2011
<b>Department of Psychology Seminar Series</b> University of Michigan, Ann Arbor, MI	2011
<b>Interdisciplinary Committee on Organizational Studies (ICOS) Seminar Series</b> Ross Business School UM, Ann Arbor, MI	2011
<b>Thurgau Experimental Economics Meeting (Theem) Conference</b> University of Konstanz, Kreuzlingen, CH	2011
<b>Economics Department Seminar Series</b> University of California Berkeley, Berkeley, CA	2011
<b>Economics Department Seminar Series</b> Erasmus University, Rotterdam, NL	2009
<b>Andrew Young School of Policy Studies</b> <b>Junior faculty Mentoring Workshop</b> and seminar speaker Georgia State University, Atlanta, GA	2009
<b>Economics Department Seminar Series</b> University of Helsinki, Helsinki, Finland	2008
<b>Economics Department Seminar Series</b> The University of Texas at Dallas, Richardson, TX	2008
<b>XI Summer School on Economics and Philosophy</b> Theme: Social Norms: Foundations for Human Social Behavior University of the Basque Country and the Urrutia Elejalde Foundation, San Sebastián, Spain	2008

## Conference Presentations

<b>Behavioral Measurement Conference</b> Goethe University Frankfurt, Frankfurt, Germany	2024
<b>Allied Social Science Associations Meetings (ASSA / ESA)</b>	2023
<b>Economic Science Association (ESA)</b>	2022
<b>Allied Social Science Associations Meetings (ASSA / ESA)</b>	2021
<b>Society of General Internal Medicine Annual Meeting</b>	2021

<b>Academy of Management (AOM) Annual Meeting</b>	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	
<b>Economic Research on Identity, Norms, and Narratives (ERINN)</b>	2019
University of Oxford, Oxford, England	
<b>Social Norms Conference hosted by ERINN</b>	2019
London School of Economics, London, England	
<b>European Workshop on Behavioral and Experimental Economics (EWEBE)</b>	2019
Lyon, France	
<b>Economic Research on Identity, Norms and Narratives (ERINN)</b>	2018
University of Oxford, Oxford, England	
<b>Workshop on Cultural Transmission and Social Norms</b>	2018
MIT, Boston,	
<b>Norms and Behavioral Change Conference (NoBeC)</b>	2018
Univ. of Pennsylvania Center for Social Norms and Behavioral Dynamics	
Univ. of Pennsylvania, Philadelphia, PA	
<b>The Inst. for Operations Research and the Management Sciences (INFORMS)</b>	2017
Atlanta, GA	
<b>Center for Econ. Studies and Info. Inst. for Econ. Research (CesIfo)</b>	2017
Munich, Germany	
<b>Florence-Konstanz Workshop on Norms and Multi-Ethnic Societies</b>	2017
Florence, Italy	
<b>Cultural Transmission of Social Norms</b>	2017
Nottingham University, Nottingham, England	
<b>Allied Social Science Associations Meetings (ASSA / ESA)</b>	2017
<b>International Conference on Human Factors in Computing Systems</b>	2016
<b>Experimental Science Association (ESA)</b>	2016
<b>Behavioral Decision Research in Management</b>	2016
<b>International Conference on Human Factors in Computing Systems</b>	2015
SaTC Eager Grantees Workshop	
<b>Behavioral Economics and Health Symposium</b>	2015
Center for Health Incentives and Behavioral Econ. (CHIBE)	
Univ. of Pennsylvania, Philadelphia, PA	

<b>Social Norms and Institutions</b>	2015
University of Zurich (ETH), Zurich, CH	
<b>Allied Social Science Associations Meetings (ASSA / AEA)</b>	2015
<b>Experimental Science Association (ESA)</b>	2015
<b>Allied Social Science Associations Meetings (ASSA / ESA)</b>	2014
<b>Allied Social Science Associations Meetings (ASSA / ESA)</b>	2011
ESA session organizer for two ESA	
<b>Experimental Science Association (ESA)</b>	2011
<b>Allied Social Science Associations Meetings (ASSA / ESA)</b>	2010
ESA session organizer	
<b>Experimental Science Association (ESA)</b>	2010
<b>Allied Social Science Associations Meetings (ASSA / ESA)</b>	2009
ESA session organizer	
<b>Experimental Science Association (ESA)</b>	2009
<b>Allied Social Science Associations Meetings (ASSA / ESA)</b>	2008
<b>Experimental Science Association (ESA)</b>	2008
<b>Behavioral Decision Research in Management (BDRM)</b>	2008
Session organizer and presenter	
<b>Society for Judgment and Decision Making (SJDM)</b>	2007
<b>Society for Judgment and Decision Making (SJDM)</b>	2006
<b>Behavioral Decision Research in Management Conference</b>	2006