

# Erin L. Krupka

Email: [ekrupka@umich.edu](mailto:ekrupka@umich.edu)

Phone: (734) 936-9802

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

## EDUCATION

---

<b>Carnegie Mellon University</b> Ph.D. in Behavioral Decision Research	Pittsburgh, PA 2007
<b>Carnegie Mellon University</b> M.S. in Behavioral Decision Research	Pittsburgh, PA 2004
<b>Carnegie Mellon University</b> M.S. in Social and Decision Science	Pittsburgh, PA 2004
<b>University of Chicago</b> M.P.P., Master of Public Policy	Chicago, IL 2002
<b>Wheaton College</b> B.A., Comparative Literature & Wheaton Scholar	Norton, MA 1997

## PROFESSIONAL EXPERIENCE

---

### Administrative appointments

<b>School of Information, University of Michigan</b> Associate Dean for Faculty	Ann Arbor, MI 07/01/23–Present
<b>School of Information, University of Michigan</b> Doctoral Program Director	Ann Arbor, MI 04/30/19–04/30/23

### Faculty and research appointments

<b>School of Information, University of Michigan</b> Professor (w. Tenure)	Ann Arbor, MI 2024–Present
<b>School of Information, University of Michigan</b> Associate Professor (w. Tenure)	Ann Arbor, MI 2017–2024
<b>School of Information, University of Michigan</b> Assistant Professor	Ann Arbor, MI 2009–2017

## 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*, vol. 14, p. 1758481, 2026.
- [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**, 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. 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</b> , NSF, \$199,793. Role: Co-PI.	2020–2023
<b>Impacts of Heterogeneous Organizational Backgrounds and Social Norms on Employees’ Behaviors in Temporary Organizations: Focusing on Safety Behavior in Construction Projects</b> , NSF, \$345,181. Role: Co-PI.	2018–2022
<b>Collaborative Research: SaTC Eager: Design, Perception, and Action – Engineering Information Give-Away</b> , NSF, \$224,675. Role: PI.	2015–2017
<b>REU Site: Incentive Centered Design</b> , NSF, \$350,000. Role: PI.	2012–2016
<b>Impacts of Public Announcements of Goals and Outcomes on Goal Completion</b> , NSF, \$100,000. Role: Co-PI.	2012–2013
<b>Eager: The Covenants We Live By: Normative Social Influence on Behavior</b> , NSF, \$55,000. Role: PI.	2014–2015
<b>Social Identity: A flexible conception of identity and shared narratives or a fixed trait?</b> , ERINN (The University of Oxford), \$62,000. Role: PI.	2019–2023
<b>Using Game Theory to assess the effects of social norms and social networks on adolescent smoking in schools: a proof of concept study</b> , Medical Research Council, UK, £729,225. Role: Co-PI.	2018–2023
<b>Provider, Patient, and Health System Effects of Provider Commitments to Choose Wisely</b> , Donaghue Foundation, \$600,000. Role: Co-PI.	2016–2018
<b>Decreasing Overuse of Low-Value Health Care Services Through Physician Precommitment</b> , RWJF, \$199,417. Role: Co-PI.	2013–2015

## GRANTS AND FUNDING: INTERNAL, UNIV. OF MICHIGAN

---

<b>Out-group minority bias &amp; the persistence of stereotypes in sexual consent, \$4,980.</b> Role: PI.	2020–2023
<b>Elizabeth Crosby Award, \$15,609.</b> Role: PI.	2015–2016
<b>Distinguished Award for Interdisciplinary Sustainability (DOW), \$5,000.</b> Role: PI.	2014–2015
<b>Office of Research (UMOR), \$25,945.</b> Role: PI.	2013–2015
<b>Office of the Vice President for Research (OVPR) grant, \$12,971.</b> Role: PI.	2013–2015
<b>Elizabeth Crosby Award, \$12,233.</b> Role: PI.	2012–2013
<b>Rackham Summer Research Support Grant, \$3,000.</b> Role: PI.	2011
<b>Office of the Vice President for Research (OVPR) grant, \$4,000.</b> 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>Society of General Internal Medicine Best Published Research Paper</b>	

of the Year Award, <i>JAMA Internal Medicine</i>	2025
Big Ten Academic Alliance Academic Leadership Program (ALP)	2024–2025
Honored Instructor Award from Univ. of Mich. Housing	2018–2019
Univ. of Mich. School of Information Outstanding Teacher Award	2010–2011

## TEACHING AT UNIV. OF MICHIGAN

---

### Ph.D. level courses

SI706 Writing Critical Lit. Reviews (developed course), winter term	2023
SI710 Social Identity and Narratives (developed course), winter term	2020
SI705 First Semester Experience, yearly in fall term	2020-2022
SI705 First Semester Experience (redesigned course), fall term	2019
SI840 Research Methods Seminar (redesigned course), winter term	2017

### Master's level courses

SI617 Choice Architecture, yearly in winter term	2021-2022
SI617 Choice Architecture, yearly in winter term	2011-2016
SI617 Choice Architecture (developed course), winter term	2010
SI534 Theories of Social Influence, yearly in fall term	2020-2022
SI534 Theories of Social Influence, yearly in fall term	2010-2017
SI534 Theories of Social Influence (developed course), fall term	2009

### Undergraduate Courses

SI110 Intro. to Information Studies, winter term	2019
SI110 Intro. to Information Studies (redesigned course), winter term	2018
SI334 Persuasion and Social Influence, yearly in fall term	2017-2018
SI334 Persuasion and Social Influence, fall term	2015

## MENTORSHIP AND SUPERVISION

---

### Chair, School of Information

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, School of Information

Yiwei Fan, UMSI, Ph.D.	2030 (expected)
Ming Jiang, UMSI Ph.D.	2015

## Committee member, external to School of Information

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
Roy Chen, Dept. of Economics, 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, Univ. of Mich M.D., Post-doc supervision	2019-2020

## SERVICE

---

### External to Univ. of Michigan

<b>Junior Faculty Mentoring Workshop, University of Konstanz</b>	2025
Creator and facilitator	

<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>Jr. Faculty Mentoring Workshop, Max Planck Institute for Collective Goods, Bonn, Germany</b>	2023
Creator and facilitator	

<b>Mentor to the Outstanding Academic Fellows Programme, Norwegian University of Science and Technology</b> Mentor	2022-2026
<b>Lab for Faculty Researching Gender, LGBTQ+, Race in Economics</b> Creator and facilitator	2022-2023
<b>Jr. Faculty Mentoring Workshop, NYU Abu Dhabi, Economics Department</b> Creator and facilitator	2022
<b>Jr. Faculty Mentoring Workshop, Bogotá Experimental Economics Conference</b> Creator and facilitator	2022
<b>Economic Science Association Mentoring Program (ESA)</b> Panelist	2021
<b>Jr. Female Faculty Mentoring Workshop, University of Cologne Business School</b> Creator and facilitator	2019
<b>Economic Research on Identity, Norms and Narratives (ERINN)</b> Associate board member	2018-2023
<b>Committee on the Status of Women in the Economics Profession, American Economic Association</b> Mentor	2018-2022
<b>Jr. Female Faculty Mentoring Workshop, University of Cologne Business School</b> Creator and facilitator	2018
<b>Collective Intelligence Organizing Committee</b> Member	2016
<b>Economic Science Association (ESA)</b> Board Member	2015-2018
<b>Women's Mentoring Program, Institute for the Study of Labor (IZA), Bonn, Germany</b> Creator and facilitator	2011

## **Internal, School of Information**

<b>UM/Academic Leadership Program Alumni Event: Advisory Planning Committee</b> Member	2026
<b>UM School of Music, Theater, &amp; Dance on admissions model</b> Consultant	2025-2026

<b>Faculty Budget Engagement Committee, Office of the Provost</b> Member	2025-2026
<b>Faculty Budget Engagement Committee, Office of the Provost</b> Member	2024-2025
<b>Volunteer Code of Conduct Taskforce</b> Co-Chair	2024-2025
<b>Dean's Advisory Committee</b> Ex-officio	05/2023-06/2023
<b>Doctoral Program</b> Director	2023-2024
<b>Promotion and Tenure Committee</b> Member	2023-2024
<b>Doctoral Program</b> Director	2022-2023
<b>Promotion and Tenure Committee</b> Chair	2022-2023
<b>Doctoral Program</b> Director	2021-2022
<b>Promotion and Tenure Committee</b> Member	2021-2022
<b>Doctoral Program</b> Director	2020-2021
<b>Promotion and Tenure Committee</b> Member	2020-2021
<b>UM African Presidential Scholars (UMAPS) Mentor</b>	2020-2021
<b>Doctoral Program</b> Director	2019-2020
<b>Promotion and Tenure Committee</b> Member	2019-2020
<b>Search committee</b> Member, Causal Inference and Machine Learning	2019-2020
<b>Doctoral Curriculum Committee</b> Member	2018-2019
<b>Doctoral Curriculum Committee</b> Member	2017-2018
<b>Social Behavioral Experimental Econ. seminar series</b> Coordinator	2017-2018

<b>Behavioral Experimental Econ. seminar series</b> Coordinator	2017-2018
<b>Doctoral Curriculum Committee</b> Member	2016-2017
<b>Search committee</b> Member, Large-scale Causal Behavior Analytics and Social Design search	2016-2017
<b>UM Mhealthy Committee</b> Member	2015-2016
<b>Masters Curriculum Task Force</b> Member	2014-2015
<b>Research Experience (REU) for Undergraduates</b> Administer the NSF funded program	2014-2015
<b>Undergraduate Curriculum Committee</b> Member	2013-2014
<b>Research Experience (REU) for Undergraduates</b> Administer the NSF funded program	2013-2014
<b>Doctoral Committee</b> Member	2012-2013
<b>Undergraduate Curriculum Task Force</b> Member	2012-2013
<b>Search committee</b> Member, Incentive Centered Design	2012-2013
<b>Research Experience (REU) for Undergraduates</b> Administer the NSF funded program	2012-2013
<b>Specialization coordinator for Incentive Centered Design</b>	2012-2013
<b>Undergraduate Curriculum Committee</b> Member	2011-2012
<b>Teaching Evaluation for Lecturers</b> Observer	2011-2012
<b>Undergraduate Curriculum Committee</b> Member	2010-2011

## EDITORIAL AND REVIEWING

---

### Editorial Work

<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	
<b>Journal of Judgment and Decision Making</b>	2019-2026
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>Society for the Advancement of Behavioral Economics</b>	June 2026
<b>*Simon Keynote Address</b>	
University of Michigan-Dearborn, Dearborn, MI	
<b>Incentivized Experiments on Normative Systems</b>	May 2026
<b>*Keynote Address</b>	
Interdisciplinary Center for Ethics, Jagiellonian University, Poland	
<b>Thurgau Experimental Economics Meeting (Theem)</b>	March 2026
<b>*Keynote Address</b>	
University of Konstanz, Kreuzlingen, CH	

<b>Interdisciplinary Committee on Organizational Studies (ICOS) Seminar Series</b> Ross Business School Univ. of Michigan, 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 Junior faculty Mentoring Workshop</b> and seminar speaker Bonn, Germany	2023
<b>International Symposium in Experimental Economics (iSEE) Junior faculty Mentoring Workshop</b> 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) *Keynote Address</b> The School of Economics and Business of the Pontificia Universidad Javeriana, Colombia	2022
<b>Norms and Behavioral Change Conference (NoBeC)</b> Univ. of Pennsylvania Center for Social Norms and Behavioral Dynamics Univ. of Pennsylvania, Philadelphia, PA	2022
<b>RExCon21: International Conference on Social norms *Keynote Address</b> Higher School of Economics University, Moscow, Russia	2021
<b>National Institute of Diabetes and Digestive and Kidney Disease *Keynote Address</b> Michigan Center for Diabetes Translation Research, UM, Ann Arbor, MI	2021

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

<b>School of Economics Seminar Series</b> The University of Nottingham, School of Economics Nottingham, United Kingdom	2015
<b>Smeal College of Business Seminar Series</b> Penn. State University, Smeal College of Business, State College, PA	2015
<b>Department of Resource Economics Seminar Series</b> University of Massachusetts Amherst, Amherst, MA	2015
<b>Presidential Inauguration Privacy Symposium</b> University of Michigan, Ann Arbor, MI	2015
<b>Indiana University Public Policy Institute School of Public and Environmental Affairs</b> Indiana University-Purdue University Indianapolis, Indianapolis, IN	2014
<b>Economics Department Seminar Series</b> Florida State University, Tallahassee, FL	2014
<b>Economics Department Seminar Series</b> University of Zurich (ETH), Zurich, CH	2014
<b>Department of Psychology Seminar Series</b> Univ. of Michigan, Ann Arbor, MI	2014
<b>Economics Department Seminar Series</b> Florida State University, Tallahassee, FL	2013
<b>Economics Department Seminar Series</b> Tippie College of Business, University of Iowa, Iowa City, IA	2012
<b>Erb Institute Seminar Series</b> Univ. of Michigan, Ross School of Business, Ann Arbor, MI	2012
<b>Decision Science and Org. Behavior Seminar</b> INSEAD Business School, Fontainebleau, France	2011
<b>Department of Psychology Seminar Series</b> Univ. 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> “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	2020
<b>Economic Research on Identity, Norms, and Narratives (ERINN)</b> University of Oxford, Oxford, England	2019
<b>Social Norms Conference hosted by ERINN</b> London School of Economics, London, England	2019
<b>European Workshop on Behavioral and Experimental Economics (EWEBE)</b> Lyon, France	2019
<b>Economic Research on Identity, Norms and Narratives (ERINN)</b> University of Oxford, Oxford, England	2018
<b>Workshop on Cultural Transmission and Social Norms</b> MIT, Boston,	2018

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

<b>Allied Social Science Associations Meetings (ASSA / ESA)</b> ESA session organizer	2009
<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> Session organizer and presenter	2008
<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