

A. PETER MCGRAW

CURRICULUM VITAE

University of Colorado Boulder
Leeds School of Business
995 Regent Drive
Boulder, CO 80309
303-735-3661

petermcgraw.org
humorresearchlab.org
peter.mcgraw@colorado.edu
@petermcgraw

POSITION

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|---|-------------|
| Leeds School of Business; University of Colorado Boulder | |
| Professor of Marketing | 2019- |
| Associate Professor of Marketing | 2011 – 2019 |
| Assistant Professor of Marketing | 2004 – 2011 |
| Department of Psychology & Neuroscience; University of Colorado Boulder | |
| Professor of Psychology and Neuroscience (Courtesy) | 2019- |
| Associate Professor of Psychology and Neuroscience (Courtesy) | 2011 – 2019 |
| Assistant Professor of Psychology and Neuroscience (Courtesy) | 2008 – 2011 |
| Affiliated faculty at the Center for Ethics and Social Responsibility; CU Boulder | 2018 – |
| Affiliated faculty for the Center for the American West; CU Boulder | 2017 – |
| Visiting Scholar at University of Southern California’s School of Cinematic Arts | 2019 – 2021 |
| Visiting Instructor at London Business School’s EMBA—Dubai | 2018 – 2019 |
| Visiting Professor at Rady School of Management at UC, San Diego | 2019 – 2021 |
| Visiting Scholar at University of Melbourne | 2013, 2018 |
| Visiting Scholar at Erasmus University | 2012 |

POST DOCTORAL TRAINING

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| Princeton University | |
| Woodrow Wilson School for Public and International Affairs | 2002 – 2004 |

EDUCATION

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| The Ohio State University | |
| Ph.D. Quantitative Psychology/Judgment and Decision Making | 2002 |
| M.A. Quantitative Psychology/Judgment and Decision Making | 1999 |
| Rutgers University | |
| M.Ed. Educational Psychology (Learning & Cognition) | 1994 |
| B.A. Psychology and Exercise Science | 1992 |

SELECT AWARDS, GRANTS, AND HONORS

MBA Teaching Excellence Finalist; Leeds School of Business; 2017, 2018, 2019
Frascona Teaching Award Nomination; Leeds School of Business; 2009, 2010, 2011, 2012, 2015, 2017
Colorado Business Social Media Leader – Denver Business Journal; 2014
Marketing Science Institute Grant; 2010, 2011, 2012
Sterling-Rice Research Award; 2010, 2011, 2013
Stylish Scientist List (seriously); 2012
Professor of the Game, University of Colorado Men’s Basketball; 2010
Big XII Faculty Fellowship; 2006, 2010
Best Paper; Society for Consumer Psychology Winter Conference; 2009
Guiney Research and Teaching Award; Leeds School of Business; 2008
Transformative Consumer Research Grant - Association for Consumer Research; 2008

 SELECT AWARDS, GRANTS, AND HONORS (CONT.)

Marketing Science Institute (MSI) Young Scholar; 2007
 Fellow, Max Planck Summer Institute on Bounded Rationality in Psychology and Economics; 2001
 The Billy Davies Award for Service to Students, UC - Santa Barbara; 1996

 RESEARCH

 RESEARCH INTERESTS

Emotions Behavioral economics Humor Entertainment Single living

 HUMOR RESEARCH LAB (HuRL)

HuRL is dedicated to the scientific study of humor and its antecedents and consequences. The lab's theoretical and methodological base is in the interdisciplinary fields of consumer behavior, emotion, and judgment and decision making, with an emphasis in social and cognitive psychology.

 SELECT INTERVIEWS AND MEDIA MENTIONS, AND POPULAR PRESS ARTICLES

| | | |
|------------------------------|----------------------------|---------------------|
| 538/ESPN | Financial Times | NewYorker.com |
| Atlanta Journal-Constitution | Forbes.com | Nightline |
| APA Observer | Fortune | NPR |
| The Art of Charm | Fox News | Psychology Today |
| The Atlantic | Freakonmics Blog | Popular Science |
| Australian Broadcast Corp. | Grantland | Reader's Digest |
| BBC | GQ | Salon |
| Bloomberg Businessweek | Harvard Business Review | Scientific American |
| Boston Globe | Huffington Post | Slate |
| BYU Radio | Inc. | TIME |
| CBS this Morning | Joe Rogan Experience | Today Show |
| Chicago Tribune | The Guardian | USA Today |
| Christian Scientist Monitor | Last Call with Carson Daly | Vice |
| Consumerist | Medium | Vox |
| CNBC | Men's Health | The Washington Post |
| Cracked | Mother Jones | Wall Street Journal |
| Denver Post | New Republic | Why You Mad |
| Esquire | New York Post | Wired |
| Fast Company co-create | The New York Times | WTF with Marc Maron |

 BOOKS

McGraw, P. (2020). *Shtick to Business: What the Masters of Comedy Can Teach You about Breaking Rules, Being Fearless, and Building a Serious Career*. Lioncrest.

McGraw, A.P., & Warner, J. (2014). *The Humor Code: A Global Search for What Makes Things Funny*. Simon & Schuster: New York.

RESEARCH (CONT.)

WORKING PAPERS

McGraw, A.P., Stuppy, A., & Pomerance, J. Editing motion pictures: Length constraints and the case of Hollywood filmmaking; (Equal authorship for the first two authors); Early version is part of the Marketing Science Institute Working Paper Series

Stuppy, A., Landwehr, J., & McGraw, A.P. Slow motion, aesthetics, and amplification. (Invited R&R)

PUBLISHED ARTICLES

Warren, C., Barsky, A., & McGraw, A. P. (2021). What makes things funny? An integrative review of the antecedents of laughter and amusement. *Personality and Social Psychology Review*, 25(1), 41–65.

Warren, C., Percival Carter, E., & McGraw, A.P. (2019). Being funny is not enough: The influence of perceived humor and negative emotional reactions on Brand Attitudes. *International Journal of Advertising*.

Warren, C., Barsky, A. & McGraw, A.P., (2018). Humor, comedy, and consumer behavior. *Journal of Consumer Research*, 45, 529-552.

Bartels, D. M., Bauman, C.W., Cushman, F.A., Pizarro, D.A., & McGraw, A.P., (2016), Moral judgment and decision making. In G. Keren & G. Wu (Eds.) *The Wiley Blackwell Handbook of Judgment and Decision Making*. Vol. 1 (pp. 479-516) Chichester, UK: Wiley.

McGraw, A.P., & Davis, D., Scott, S., & Tetlock, P. (2016). The price of not putting a price on love. *Judgment and Decision Making*, 11, 40-47.

Warren, C. & McGraw, A.P., (2016). When does humorous marketing communications hurt brand attitudes? *Journal of Marketing Behavior*, 2, 39-67. Marketing Science Institute Working Paper Series

Warren, C., & McGraw, A.P., (2016). Differentiating what is humorous from what is not. *Journal of Personality and Social Psychology*, 10, 407-30.

McGraw, A.P., Schiro, J. & Fernbach, P.M. (2015). Not a problem: The downside of humorous appeals. *Journal of Marketing Behavior*, 1, 187–208.

McGraw, A.P., Warren, C., & Kan, C. (2015). Humorous complaining. *Journal of Consumer Research*, 41, 1153-1171. (Lead article); Marketing Science Institute Working Paper Series

Warren, C., & McGraw, A.P. (2015). Opinion: What makes things humorous. *Proceedings of the National Academy of Sciences*, 112 (23), 7105-7106.

Bauman, C.W., McGraw, A.P., Bartels, D., & Warren, C., (2014). Revisiting external validity: Concerns about trolley problems and other sacrificial dilemmas in moral psychology. *Personality and Social Psychology Compass*, 8, 536-544.

McGraw, A.P. & Warren, C. (2014). Benign violation theory. In S. Attardo (Ed.). *Encyclopedia of Humor Studies*, Vol. 1 (pp. 75-77) Sage Publications.

RESEARCH (CONT.)

ARTICLES (CONT.)

- McGraw, A.P., Williams, L.E., & Warren, C. (2014). Psychological distance. In S. Attardo (Ed.), *Encyclopedia of Humor Studies*, Vol. 2 (pp. 602-604) Sage Publications.
- Warren, C. & McGraw, A.P. (2014). Humor appreciation. In S. Attardo (Ed.), *Encyclopedia of Humor Studies*, Vol. 1 (pp. 52-55) Sage Publications.
- Larsen, J.T. & McGraw, A.P., (2014). The case for mixed emotions. *Personality and Social Psychology Compass*, 8, 263-274.
- McGraw, A.P., Williams, L.T., & Warren, C. (2014). The rise and fall of humor: Psychological distance modulates humorous responses to tragedy. *Social Psychology and Personality Science*, 5, 566-572.
- Kane, J., Van Boven, L., & McGraw, A.P. (2012). Prototypical prospection: Future events are more prototypically represented and simulated than past events. *European Journal of Social Psychology*, 42, 354-362.
- McGraw, A.P., Schwartz, J. & Tetlock, P. (2012). From the commercial to the communal: Reframing taboo trade-offs in religious and pharmaceutical marketing. *Journal of Consumer Research*, 39, 157-173.
- McGraw, A.P., Warren, C., Williams, L., & Leonard, B., (2012). Too close for comfort, or too far to care? Finding humor in distant tragedies and close mishaps. *Psychological Science*, 25, 1215 - 1223.
- Huber, M., Van Boven, L., McGraw, A.P., & Johnson-Graham, L. (2011). Whom to help? Immediacy bias in judgments and decisions about humanitarian aid. *Organizational Behavior and Human Decision Processes*, 115, 283-293.
- Larsen, J.T. & McGraw, A.P. (2011). Further evidence for mixed emotions. *Journal of Personality and Social Psychology*, 100, 1095-1110.
- McGraw, A.P., Todorov, A., & Kunreuther, H. (2011). A policy maker's dilemma: Preventing blame or preventing terrorism. *Organizational Behavior and Human Decision Processes*, 115, 25-34.
- Warren, C. & McGraw, A. P., & Van Boven, L. (2011). Values and preferences: Defining preference construction. *Wiley Interdisciplinary Reviews: Cognitive Science*, 2, 193-205.
- Huber, M., Van Boven, L., & McGraw, A.P. (2010). Donate different: External and internal influences on emotion-based donation decisions. In D.M. Oppenheimer, D.M., & C.Y. Olivola, (Eds.) *The Science of Giving: Experimental Approaches to the Study of Charity*. (pp. 179-199) Taylor & Francis.
- McGraw, A.P., Larsen, J.T., Kahneman, D., & Schkade, D. (2010). Comparing gains and losses. *Psychological Science*, 21, 1438-1445.
- McGraw, A.P., Shafir, E., & Todorov, A. (2010). Valuing money and things: Why a \$20 item can be worth more and less than \$20. *Management Science*, 56, 816-830.

RESEARCH (CONT.)

ARTICLES (CONT.)

- McGraw, A.P. & Warren, C. (2010). Benign violations: Making immoral behavior funny. *Psychological Science*, 21, 1141-1149. (Equal authorship)
- Van Boven, L., Kane, J., McGraw, A.P., & Dale, J., (2010). Feeling close: Emotional intensity reduces perceptions of psychological distance. *Journal of Personality and Social Psychology*, 98, 872-885.
- Larsen, J.T., Norris, C.J., McGraw, A.P., Hawkley, L.C., & Cacioppo, J.T. (2009). The evaluative space grid: A single-item measure of positivity and negativity. *Cognition and Emotion*, 23, 453-480.
- Levav, J., & McGraw, A.P. (2009). Emotional accounting: How feelings about money influence consumer choice. *Journal of Marketing Research*, 46, 66-80. (Equal authorship)
- Van Boven, L., Kane, J., & McGraw, A.P. (2009). Temporally asymmetric constraints on mental simulation: Retrospection is more constrained than prospection. In K. Markman, W. Klein, & S. Shur (Eds.), *The Handbook of Imagination and Mental Simulation*. (pp. 131-150) Psychology Press.
- McGraw, A.P., Mellers, B.A., & Tetlock, P.E. (2005). Expectations and emotions of Olympic athletes. *Journal of Experimental Social Psychology*, 41, 438-446.
- McGraw, A.P., & Tetlock, P.E. (2005). Taboo trade-offs, relational framing and the acceptability of exchanges. *Journal of Consumer Psychology*, 15, 2-15. (Lead Article)
- Shiv, B., Bechara, A., Levin, I.P., Alba, J.W., Bettman, J.R., Dube, L., Isen, A., Mellers, B.A., Smidts, A., Grant, S.J., & McGraw, A.P. (2005). Decision neuroscience. *Marketing Letters*, 16, 375-386.
- Tetlock, P.E., & McGraw, A.P. (2005). Theoretically framing relational framing. *Journal of Consumer Psychology*, 15, 35-37.
- Larsen, J.T., McGraw, A.P., Mellers, B.A. & Cacioppo, J. (2004). The agony of victory and thrill of defeat: Mixed emotional reactions to disappointing wins and relieving losses. *Psychological Science*, 15, 325-330.
- McGraw, A.P., Mellers, B.A., & Ritov, I. (2004). The affective costs of overconfidence. *Journal of Behavioral Decision Making*, 17, 281-295.
- Mellers, B.A., & McGraw, A.P. (2004). Self-serving beliefs and the pleasure of outcomes. In J. Carillo and I. Brocas (Eds.), *The Psychology of Economic Decisions. Vol. 2: Reasons and Choices*. (pp. 31-48) Oxford University Press.
- Tetlock, P.E., McGraw, A.P., & Kristel, O.V. (2004). Proscribed forms of social cognition: Taboo trade-offs, blocked exchanges, forbidden base rates, and heretical counterfactuals. In N. Haslam (Ed.), *Relational Models Theory: A Contemporary Overview*. (pp. 247-262) Mahway, NJ: Erlbaum.

RESEARCH (CONT.)

ARTICLES (CONT.)

- McGraw, A.P., Tetlock, P.E., & Kristel, O.V. (2003). The limits of fungibility: Relational schemata and the value of things. *Journal of Consumer Research*, 30, 219-229.
- Larsen, J.T., McGraw, A.P., & Cacioppo, J. (2001). Can people feel happy and sad at the same time? *Journal of Personality and Social Psychology*, 81, 684-696.
- Mellers, B.A., & McGraw, A.P. (2001). Anticipated emotions as guides to choices. *Current Directions in Psychological Science*, 10, 210-214.
- Mellers, B.A., & McGraw, A.P. (1999). How to improve Bayesian reasoning: Comment on Gigerenzer and Hoffrage. *Psychological Review*, 106, 417-424.

PAPERS ON SOCIAL SCIENCE RESEARCH NETWORK (SSRN)

- McGraw, A.P., Carter, E.P., & Harman, J.J., Humor production and perceptions of psychological health.
- McGraw, A.P., Warren, C., Van den Bergh, B., & Cuneo, M., Marijuana and utility maximization.

PROCEEDINGS

- Warren, A.P., & McGraw, A.P. (2014). Beyond funny ads: Empirical and theoretical insights into humorous consumption and marketing. *Advances in Consumer Research*, 41.
- McGraw, A.P., Williams, L.E., & Warren, C., (2013). The psychophysics of humor. *Advances in Consumer Research*, 40.
- Warren, A.P., & McGraw, A.P. (2013). Humorous consumption. *Advances in Consumer Research*, 40.
- Kan, C., Warren, A.P., & McGraw, A.P. (2012). Humorous complaining. *Advances in Consumer Research*, 39.
- McGraw, A.P., Schiro, J., & Fernbach, P. (2012). All kidding aside: Humor lowers propensity to remedy a problem. *Advances in Consumer Research*, 39.
- Naylor, R., & McGraw, A.P. (2011) Harming, stealing, lying, and cheating: Exploring the antecedents and consequences of unethical consumption behavior. *Advances in Consumer Research*, 38.
- McGraw, A.P., & Warren, C. (2011). Benign marketing violations: How and when humorous marketing hurts brands. *Advances in Consumer Research*, 38.
- McGraw, A.P., Warren, C., Williams, L.E., & Leonard, B. (2011). Too close for comfort or too far to care? The role of psychological distance in humor appreciation. *Society for Consumer Psychology Winter Conference Proceedings*.
- Warren, C., & McGraw, A.P., (2011). On the relationship between humor and brand attitude. *Society for Consumer Psychology Winter Conference Proceedings*.

RESEARCH (CONT.)

PROCEEDINGS (CONT.)

- Leonard, B., Warren, C., & McGraw, A.P. (2010). Make a funny: Humor production and the benign violation theory. *Advances in Consumer Research*, 37.
- McGraw, A.P., Schwarz, J., & Tetlock, P. (2010). Commercial marketing with communal sentiments: Reframing taboo trade-offs in religious marketing. *Advances in Consumer Research*, 37.
- McGraw, A.P., & Warren, C. (2010). Benign violations: Humor as a mixed emotional experience. *Advances in Consumer Research*, 37.
- McGraw, A.P., & Davis, D. (2009). In death and in love: Sacred trade-offs in the death care and wedding industries. *Society for Consumer Psychology Winter Conference Proceedings*.
- McGraw, A.P., Schwartz, J., & Tetlock, P.E., (2009). Commercial marketing strategies and communal sentiments: Legitimizing taboo trade-offs in religious marketing. *Society for Consumer Psychology Winter Conference Proceedings*.
- McGraw, A.P., Van Boven, L., Huber, M., & Johnson-Graham, L. (2009). Who to help: Immediacy bias in humanitarian aid allocation. *Advances in Consumer Research*, 36.
- Van Boven, L. Kane, J., McGraw, A. P., & Dale, J. (2009). Feeling close: The emotional nature of psychological distance. *Advances in Consumer Research*, 36.
- Warren, C., & McGraw, A.P. (2009). Wrong, but funny: Moral violations can elicit mixed emotions. *Society for Consumer Psychology Winter Conference Proceedings*.
- McGraw, A.P. (2008). “Do unto others...”: The influence of others on perceptions of price (un)fairness. *Advances in Consumer Research*, 35. (Symposium summary)
- McGraw, A.P., & Larsen, J.T. (2008). Midway between the two?: The case for mixed emotions. *Advances in Consumer Research*, 34.
- McGraw, A.P., Larsen, J.T., Kahneman, D., & Schkade, D. (2008). Bipolar scales mask loss aversion. *Advances in Consumer Research*, 35.
- McGraw, A.P., & Lau, L. (2008). Feeling mixed? Emerging perspectives on mixed emotions and consumer responses, *Advances in Consumer Research*, 35. (Symposium summary)
- Schwartz, J., & McGraw, A.P. (2008). Justifying the high price of medicine: How relational framing reduces consumer distress. *Advances in Consumer Research*, 35.
- Van Boven, L., McGraw, A.P., & Kane, J. (2008). Tethered by tense: Retrospection is more constrained than prospecting. *Society for Consumer Psychology Winter Conference Proceedings*.
- McGraw, A.P., Schkade, D., & Kahneman, D. (2004). Loss aversion and predictions of utility. *Advances in Consumer Research*, 31.
- McGraw, A.P., & Levav, J. (2003). The consequences of love-hate relationships with financial windfalls. *Society for Consumer Psychology Winter Conference Proceedings*.
- McGraw, A.P., Tetlock, P.E., & Kristel, O.V. (2002). The limits of fungibility: Relational schemata and the value of things. *Advances in Consumer Research*, 29.

RESEARCH (CONT.)

TALKS (NON-CONFERENCE)

-
- 2023 National Golf Course Owners Association
- 2022 CU Health and Wellness Summit
Barney Ford Fundraiser
Forever Buffs – CU Alumni Association
- 2021 National Black MBA Association
Nerd Nite Denver
Claremont Graduate University
- 2020 Cardinal Stricht University
Mind Science Institute
Ogilvy's Nudgestock
PayPal
Rotman School at the University of Toronto
Rady School of Management – University of California San Diego
- 2019 Camp Minder
Influencer Salon
Nerd Nite Denver
Leeds Board
Leeds School of Business RAP
Leeds School of Business Power breakfast.
The Mirror
Silicon Flatirons Crash Course
Standup Science
Mile High Agile
Unreasonable Conference
- 2018 University of Colorado Executive MBA Program
Chinese University of Hong Kong, Business School
EDU Talks, CU South Denver
Leeds Business Insights Los Angeles and Boulder
Leeds School of Business MBA Last Lecture
Leeds School of Business Professional Sales Mentor Meetup
Rotary Club, Boulder
University of Melbourne; Faculty of Business and Economics
Vanderbilt University; Owen Graduate School of Management
Zayo
- 2017 CableLabs: Upramp Fiterator
Leeds Business Insights New York and Denver
Funny or Die
Google
Influencers Salon
London Business School
National University of Singapore Business School
Tel Aviv University; Collier School of Management
University of British Columbia; Sauder School of Business
University of California Riverside: Anderson Graduate School of Management
University of Cambridge; Judge Business School
University of Oregon; Lundquist College of Business
Western Industrial Nevada (WIN)
- 2016 Center for Innovation and Creativity; University of Colorado Boulder
CU on the Weekend
FunnyBizz Conference; San Francisco
Nerd Nite Los Angeles
Nielsen Company

RESEARCH (CONT.)

TALKS (NON-CONFERENCE; CONT.)

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- 2016 University of Melbourne, School of Business and Economics
University of Queensland, Department of Psychology
University of Southern California, Institute for Creative Technologies
University of Sydney Business School
University of Utah Eccles School of Business
Viacom International Media Network
YMCA
- 2015 Empiricist League, San Francisco
University of Oklahoma, Global Studies Program
Leeds School of Business Power Breakfast
- 2014 Carnegie Mellon University, Tepper School of Business
Catalyst Week - Las Vegas
Dairy Center for the Arts
Colorado Teen Science Café
Erasmus University, Rotterdam School of Management
FunnyBizz Conference; San Francisco and New York
The Swellness Movement
Texas A&M University, Mays School of Business
Tulane University, Freeman School of Business
University of Colorado Anschutz Medical Campus
University of Colorado Directors Club
University of Colorado's Excellence in Leadership Program
University of Colorado Office of Contract and Grants
University of Colorado Women's Club
University of Pennsylvania, Author@Wharton
University of Western Ontario, Dan Management and Organizational Studies
Westminster College
- 2013 Boulder Startup Week
Chicago Ideas Week
Mind Science Foundation
QuickLeft
SXSW Interactive & SXSW V2V
Stanford University Graduate School of Business
Triple Nine Society
- 2013 University of Alberta School of Business
University of Melbourne, School of Business and Economics
University of Pennsylvania, Wharton School
University of Southern California, Marshall School of Business
University of Sydney Business School
- 2012 10 Conference
Bridgetown Comedy Festival
Erasmus University, Rotterdam School of Management
London Business School
Tilburg University, Department of Psychology
University of Wisconsin, Wisconsin School of Business
University of Zurich, Department of Psychology
- 2011 Colorado State University, Psychology Department
Northwestern University, Kellogg School of Management
University of California, Los Angeles Anderson School of Management
University of California, Berkeley, Haas School of Business
University of Michigan, Ross School of Business
Palo Alto Institute, Palo Alto, CA

RESEARCH (CONT.)

TALKS (NON-CONFERENCE; CONT.)

-
- 2011 Judgment and Decision-Making Preconference. SPSP conference; San Antonio, TX
Humor Preconference. SPSP conference; San Antonio, TX
- 2010 Boulder Chamber of Commerce, Boulder, CO
Golden Chamber of Commerce, Golden, CO
TedxBoulder, Boulder, CO
Tulane University, Freeman School of Business
University of Chicago, Booth School of Business
- 2009 University of California, San Diego, Cognitive Psychology Department
- 2008 Duke University, Fuqua School of Business
Tulane University; Department of Psychology
Tilburg University, Tilburg Institute for Behavioral Economics Research (TIBER)
Emotions and Decision Making Congress, University of Bari; Bari, Italy
- 2007 Columbia University, Columbia School of Business
New York University, Stern School of Business
University of Minnesota, Carlson School of Management
Values-driven Judgment Conference, Northwestern University
Marketing Science Institute Young Scholar's Conference; Park City, UT
- 2006 Harvard University, Harvard Business School
Texas Tech University, Department of Psychology
- 2005 University of Pennsylvania, Wharton School of Business
- 2003 Rutgers University, Department of Psychology
- 2000 The Ohio State University; Center for Cognitive Science
Relational Models Conference, University of Buffalo School of Business; Buffalo, NY
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CONFERENCE TALKS - FIRST AUTHOR

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- Nearly everything is too long. Frontiers in Consumer Behavior conference, University of Melbourne, Melbourne, Victoria, Australia. January 2018.
- Editing entertainment: Length constraints, product quality, and the motion picture industry. INFORMS Marketing Science Conference, University of Southern California, Los Angeles, CA. June 2017.
- Serving customers comedy. Operations Services Conference, University of Southern California; Los Angeles, CA. June 2015
- Humorous complaining; Society for Judgment and Decision Making conference (SJDJM); Long Beach, CA. November 2014.
- Humorous complaining; Behavioral Decision Research in Management conference (BDRM); London. July 2014.
- Humor and retail. Emotions and Retailing Conference; Baker Center for Retailing at Wharton; Philadelphia, PA. May 2013.
- What makes things funny? Implications for morality, good manners, and well-being: Law and Subjective Well-being Conference; Boulder, CO. July, 2013.
- Humorous complaining. Judgment and Decision Making Winter Symposium; Park City, UT. January 2013.
- Trolleyology: On the misappropriation of a thought experiment. Society for Judgment and Decision Making conference; Minneapolis, MN. November, 2012.

RESEARCH (CONT.)

CONFERENCE TALKS - FIRST-AUTHOR (CONT.)

What makes things funny? – Connecting humor’s antecedents to its consequences. Association for Applied and Therapeutic Humor; Chicago, IL April 2012.

Too close for comfort, or too far to care? Finding humor in distant tragedies and close mishaps. International Society for Humor Studies; Boston, MA. July, 2011.

A policy maker’s dilemma: Preventing terrorism or preventing blame. International Conference on Behavioral Decision Making; Interdisciplinary Center IDC; Herzliya, Israel. May, 2011.

Too close for comfort or too far to care? The role of psychological distance in humor appreciation. Society for Consumer Psychology; Atlanta, GA. February, 2011.

On the relationship between humor and brand attitude. Society for Consumer Psychology; Atlanta, GA. February, 2011.

Benign violations: Making immoral behavior funny. Society for Judgment and Decision Making conference; St. Louis, MO. November, 2010.

Commercial marketing with communal sentiments: Reframing taboo trade-offs in religious marketing. Association for Consumer Research conference; Jacksonville, FL. October, 2010.

Benign violations: Humor as a mixed emotional experience. Association for Consumer Research conference; Jacksonville, FL. October, 2010.

Can’t put a price on love: The sacred, spendthrift pursuit of secular products. Behavioral Decision Research in Management; Pittsburgh, PA. June 2010.

Wrong but funny: Moral violations can elicit mixed emotions. Subjective Probability, Utility, and Decision Making conference; Trento, Italy. August, 2009.

Wrong but funny: Moral violations can elicit mixed emotions. TIBER Symposium; Tilburg University; Tilburg, Netherlands August, 2009.

Commercial marketing and communal sentiments: Legitimizing taboo trade-offs in religious marketing. Society for Consumer Psychology conference; San Diego, CA. February 2009. (Best Paper Award)

Preventing blame while preventing terrorism. Society for Judgment and Decision Making pre-conference: Using Human Nature to Improve Human Life; Chicago, IL. November, 2008.

Who to help? Immediacy bias in judgments and decisions about humanitarian aid. Association for Consumer Research conference; San Francisco, CA. October, 2008.

Do bipolar scales mask loss aversion? Behavioral Decision Research in Management conference; San Diego, CA. April, 2008.

Who to help? Immediacy bias in judgments and decisions about humanitarian aid. Society for Consumer Psychology conference; New Orleans, LA. February, 2008.

Bipolar scales mask loss aversion. Association for Consumer Research conference; Memphis, TN. October, 2007.

RESEARCH (CONT.)

CONFERENCE TALKS - FIRST-AUTHOR (CONT.)

- “Midway between the two?": The case for mixed emotions. Association for Consumer Research conference; Memphis, TN. October, 2007.
- Bipolar scales mask loss aversion. Subjective Probability, Utility, and Decision Making conference; Warsaw, Poland. August, 2007.
- Valuing money and things: Why a \$20 item can be worth more and less than \$20. Subjective Probability, Utility, and Decision Making conference; Warsaw, Poland. August, 2007.
- Secular encroachments on sacred values: Love, health, and death. Transformative Consumer Research conference; Dartmouth College. July, 2007.
- Problems with the gamble as decision metaphor (or why an air purifier is not like \$300). Society for Consumer Psychology conference; Las Vegas, NV. February, 2007.
- “Midway between the two?": The case for mixed emotions. Society for Personality and Social Psychology conference; Memphis, TN. January, 2007.
- Loss aversion is comparative. Society for Judgment and Decision Making conference; Houston, TX. November, 2006.
- Problems with the gamble as decision metaphor (or why an air purifier is not like \$300). Behavioral Decision Research in Management conference; Santa Monica, CA. April, 2006.
- Problems with the gamble as decision metaphor (or why an air purifier is not like \$300). Society for Judgment and Decision Making conference; Toronto, ON. November, 2005.
- Determinants of decisions to prevent terrorist acts: Anticipated blame or perceived risks?. Society for Judgment and Decision Making conference; Toronto, ON. November, 2005.
- Taboo trade-offs, relational framing, and the acceptability of exchanges. Society of Judgment and Decision Making conference; Minneapolis, MN. November, 2004.
- Loss aversion and predicted utility. Association for Consumer Research conference. Portland, OR. October, 2004.
- Loss aversion and predicted utility; Society for Judgment and Decision Making conference. Vancouver, BC. November, 2003.
- The consequences of love-hate relationships with financial windfalls. Society for Judgment and Decision Making conference; Kansas City, MO. November, 2002.
- The consequences of love-hate relationships with financial windfalls. Association for Consumer Research conference, Atlanta, GA. October, 2002.
- The limits of fungibility: Relational schemata and the value of things. Society for Judgment and Decision Making conference; Orlando, FL. November, 2001.
- The limits of fungibility: Relational schemata and the value of things. Association for Consumer Research conference; Austin, TX. October, 2001.
- Do Bronze Medalists have more fun? Society for Judgment and Decision Making conference. Dallas, TX. November, 1998.

RESEARCH (CONT.)

CONFERENCE SYMPOSIUM, AND ROUNDTABLE ORGANIZATION

- Beyond p-hacking: Combatting academic misconduct at the theoretical level. Roundtable organization at the Association for Consumer Research; Dallas, TX. October, 2018; with Williams, L.
- Morality in the marketplace. Symposium organization at the Association for Consumer Research; Baltimore, MD. October, 2014; with Bartels, D., Schwartz, J., and Belk, R.
- Morality in the marketplace. Tulane University. New Orleans, LA. October, 2014; with Schwartz, J.
- Harming, stealing, lying, and cheating: Exploring the antecedents and consequences of unethical consumption behavior. Symposium organization at the Association for Consumer Research; St. Louis, MO. October, 2011; with Naylor, R.
- Beyond construal: Examining broad implications of psychological distance and consumer judgment. Symposium organization at the Society for Consumer Psychology; Atlanta, GA. February, 2011; with Williams, L.E.
- Moral flexibility in consumer judgment and choice. Symposium organization at the Association for Consumer Research; Jacksonville, FL. October, 2010; with Bartels, D.
- 4th Annual Judgment and Decision-Making Preconference. Pre-conference organization at the Society for Personality and Social Psychology conference; Tampa, FL. February, 2009; with Ratner, R., Roese, N., & See, K.
- 3rd Annual Judgment and Decision-Making Preconference. Pre-conference organization at the Society for Personality and Social Psychology conference; Albuquerque, NM. February 2008; with Fishbach, A., Roese, N., & See, K.
- Effects of emotion on judgments and decisions about humanitarian aid. Symposium organization at the Society for Consumer Psychology; New Orleans, LA. February, 2008.
- “Do unto others...”: The influence of others on perceptions of price (un)fairness. Symposium organization at the Association for Consumer Research; Memphis, TN. October, 2007.
- Feeling mixed? Emerging perspectives on mixed emotions and consumer responses. Symposium organization at the Association for Consumer Research; Memphis, TN. October, 2007; with Lau.
- 2nd Annual Judgment and Decision-Making Preconference. Pre-conference organization at the Society for Personality and Social Psychology conference; Memphis, TN. January, 2007; with Fishbach, A., Kruger, J., & Roese, N.
- How to get ahead as a graduate student in judgment and decision making. Symposium organization at the Society for Judgment and Decision Making; Orlando, FL. November, 2001; with Schwartz, J.
- Null Hypothesis Significance Testing: Implications for psychological science and education. Symposium organization at the American Psychological Association; Boston, MA. August, 1999; with Studts.

RESEARCH (CONT.)

 RETIRED RESEARCH LABS

Moral Research Laboratory (MoRL)

MoRL is a (virtual) research laboratory that investigates the mental processes underlying morally-motivated judgment and choice, with a focus on consumer behavior and implications for public policy. The lab's theoretical base is in the interdisciplinary field of judgment and decision making, with an emphasis in social and cognitive psychology. Co-founded with Dan Bartels (University of Chicago).

Judgment, Emotion, Decision, and Intuition Laboratory (JEDI)

JEDI investigates the interrelation between people's judgment, emotion, and decision making in everyday life, as well people's intuitions about these processes. The lab's theoretical and methodological base is in social and cognitive psychology, with emphases in the interdisciplinary fields of consumer behavior, emotion, and judgment and decision making. Co-founded with Leaf Van Boven (University of Colorado).

 RECRUITING PRESENTATIONS

McGraw, A.P., & Levav, J. (2003). The consequences of love-hate relationships with financial windfalls.

| | |
|----------------------------|-----------------------------------|
| Carnegie Mellon University | University of Colorado |
| Cornell University | University of Maryland |
| New York University | University of Michigan |
| Stanford University | University of Pittsburgh |
| University of Arizona | University of Southern California |
| University of Chicago | University of Toronto |

TEACHING

 POSITION

Instructor; University of Colorado Boulder, Leeds School of Business
 Advertising and Promotion Management (Undergraduate)
 Buyer Behavior (Undergraduate)
 Consumer and Managerial Decision Research in Marketing (PhD)
 Marketing Management (MBA)

Instructor; The Rady School of Management at the University of California San Diego
 Marketing Management (Flex MBA)

Instructor; London Business School (Dubai)
 Marketing Management (MBA)

Laboratory Instructor; The Ohio State University, Department of Psychology
 Introduction to Graduate Statistics (PhD)
 Analysis of Variance (PhD)
 Correlation and Regression Analysis (PhD)

Teaching Associate; Princeton University, Woodrow Wilson School of Public Policy
 Psychology for Public Policy Analysis and Implementation (MPA)

Teaching Associate; The Ohio State University, Department of Psychology
 Introduction to Graduate Statistics (PhD)
 Judgment and Decision Making (Undergraduate Honors)

TEACHING

INDEPENDENT STUDY ADVISOR

| | | |
|---|------------------------|------|
| Zongyu Zhou; <i>The Talent Gap</i> | University of Colorado | 2017 |
| Zoe Berg-Pitt; <i>Humor and Advertising</i> | University of Colorado | 2010 |
| Lindsay Vidoni; <i>The Buzz Effect</i> | University of Colorado | 2006 |
| Bryan Richey; <i>Surrounded</i> | University of Colorado | 2005 |

UNDERGRADUATE HONOR THESIS COMMITTEES

| | | | | | |
|-----------------|-------------|------|----------------------|------------|------|
| Daerick Guliani | Psychology | 2018 | Matt Lambuth* | Psychology | 2007 |
| Roxanne Ross | Psychology* | 2013 | Eric Osowski | Psychology | 2007 |
| Paul Fornia | Economics | 2012 | Katherine Skallerud* | Psychology | 2007 |
| Michaela Cuneo | Psychology* | 2011 | Jasmine Sheldon | Psychology | 2006 |
| Josh Morris | Psychology | 2008 | Tamara Umari | Psychology | 2006 |
| Jarratt Pytell | Psychology | 2008 | * Chair | | |

FACULTY TEACHING EXCELLENCE PROGRAM (FTEP) PARTICIPATION

| | |
|---|--|
| Being Fully Present with Students | <u>Teaching the First Day of Class</u> |
| Leeds Junior Faculty FTEP Program | <u>Video Consultation Plus</u> |
| Symposia on Getting Students to Talk | |
| <u>Symposia on Teaching by Leading a Discussion</u> | |

DISSERTATION COMMITTEES

| | | | | | |
|-----------------------|------------|------|---------------------|------------|------|
| Lauren Min | Marketing | 2018 | Gina Slejko Mohr | Marketing | 2009 |
| Kellen Mrkva | Psychology | 2018 | Andrew Meyer | Economics | 2009 |
| Erin Percival Carter* | Marketing | 2017 | Joanne Kane | Psychology | 2008 |
| Julie Schiro* | Marketing | 2016 | David Kingsley | Economics | 2007 |
| Mitchell Pentzer | Classics | 2015 | Rodney Ruble | Marketing | 2007 |
| Abigal Schneider | Marketing | 2014 | Gregory Webster | Psychology | 2006 |
| Laura Johnson-Graham | Psychology | 2012 | * Chair or Co-chair | | |
| Caleb Warren | Marketing | 2010 | | | |

SERVICE

EDITORIAL BOARDS

Journal of Consumer Research, 2011 – 2018
 Organizational Behavior & Human Decision Processes, 2011 - 2013
 Judgment and Decision Making, 2008 - 2013
 Frontiers in Psychology, 2012
 Emotion, 2010 – 2013

SERVICE (CONT.)

AD HOC REVIEWER

| | |
|---|--|
| Basic and Applied Social Psychology | Journal of Marketing Behavior |
| Cognition | Journal of Marketing Research |
| Cognition and Emotion | Journal of Personality |
| Cognitive Science | Journal of Personality and Social Psychology |
| Developmental Psychology | Journal of Personality Research |
| Experimental Psychology | Journal of Social and Personal Relationships |
| HUMOR | Judgment and Decision Making |
| International Journal of Psychology | Management Science |
| Journal of Advertising | Marketing Letters |
| Journal of Behavioral Decision Making | Organizational Behavior and Human Decision Processes |
| Journal of Consumer Psychology | Personality and Social Psychology Bulletin |
| Journal of Consumer Research | Personality and Individual Differences |
| Journal of Decision Making | Psychological Methods |
| Journal of Economic Psychology | Psychological Science |
| Journal of Experimental Psychology: Applied | Psychonomic Bulletin & Review |
| Journal of Experimental Psychology: General | Social and Personality Psychology |
| Journal of Experimental Social Psychology | Compass |
| Journal of Marketing | |

SERVICE TO THE UNIVERSITY

Undergraduate Curriculum and Policy Committee (UCPC) 2022-2023
Leeds School Personnel Action Committee (LSPAC) 2021-2023
Committee member for Office of Infrastructure and Sustainability, 2018-2109
Co-coordinator of summer research brownbag series, 2018-2019
Executive Committee, Leeds School of Business, 2018-2019
Executive Committee, Marketing Division, 2017-2018
Mentor, Diverse Scholars Mentoring Program, 2016-2017
Chair, Curriculum review and revision for the Leeds second-year experience, 2017
Chair, Marketing Division Doctoral Committee, 2013-2018
Representative, Doctoral Curriculum Policy Committee, 2013-2018
Chair and a committee member for various promotion and tenure committees 2011-til retirement
Chair, Technology Committee; Leeds School of Business, 2009-2012
Marketing Division Doctoral Committee; Leeds School of Business, 2009-2012
Coordinator; Marketing Research Seminar Series (MRSS); Leeds School of Business, 2007-2012
Coordinator: Distinguished Speaker Series (DSS); Leeds School of Business, 2008-2012
Faculty Advisory Committee; Undergraduate Research Opportunities Program (UROP), 2005-2010
Advisor; American Marketing Association, University of Colorado Chapter, 2005-2012
Technology Committee; Leeds School of Business, 2004-2012
Associate Head Coach; University of Colorado Men's Lacrosse Team, 2007-2009
Academic Advisor; University of Colorado Men's Lacrosse Team, 2006-2009
Assistant Coach, University of Colorado Men's Lacrosse Team, 2004-2007

SERVICE (CONT.)

SERVICE TO THE PROFESSION

Reviewer, Society for Consumer Psychology Dissertation Competition, 2018
 Association for Consumer Research Doctoral Symposium Faculty, 2008, 2011, 2015
 Conference Chair, Behavioral Decision Research in Management (BDRM), 2012
 Co-organizer, Judgment and Decision Making Pre-conference, SPSP, 2007 – 2009
 Program Committee/Reviewer, Behavioral Decision Research in Management (BDRM), 2014, 2016
 Program Committee/Reviewer, Association for Consumer Research, 2006–2010, 2014–2017; 2011 & 2018 (AE)
 Program Committee/Reviewer, Society for Consumer Psychology, 2006 – 2017
 Program committee/Reviewer for Boutique conference on Virtue and Vice, 2018
 Sheth Doctoral Dissertation Competition Reviewer, Society for Consumer Psychology, 2006 - 2008
 Student Poster Judge, Society for Judgment and Decision Making, 2004 -2006
 Student Poster Judge, Society for Personality and Social Psychology, 2006 -2007
 Marketing Science Institute Clayton Doctoral Dissertation Proposal Reviewer, 2016, 2017

AD HOC GRANT REVIEWER

| | |
|---|---|
| Austrian Science Fund | National Science Foundation |
| Social Sciences and Humanities Research Council of Canada (SSHRC) | Time-Sharing Experiments for the Social Sciences; National Science Foundation |

PROFESSIONAL ORGANIZATIONS

| | |
|-----------------------------------|---|
| Association for Consumer Research | Society for Judgment and Decision Making |
| Society for Consumer Psychology | Society for Personality and Social Psychology |

CREATIVE WORK

LIVE THEATER

Funny or True? is the comedy gameshow that pits comedians against scientists to see who has the biggest funny bone.

PODCASTS

Solo-The Single Person's Guide to a Remarkable Life Welcome to the podcast that explores how being unattached affords you the opportunity to be adventurous, start a business, make art, travel the world, get in shape, or simply sleep in when you want to. Join Dr. Peter McGraw – behavioral scientist, humor researcher, and bachelor – as he interviews unmarried men and women living remarkable lives and assembles advice from leading experts about health, fitness, money, business, travel, fashion, art, leisure, and of course, sex and dating.

I'M NOT JOKING looks into the lives of comedians, improvisers, comedy writers, and other funny people from business, science, and the arts. Host Dr. Peter McGraw—a behavioral scientist, business school professor, and Director of the Humor Research Lab (aka HuRL)—sits down with funny people for a wide-ranging discussion of their habits, motivations, and secrets to success.

OTHER FULL-TIME EMPLOYMENT

| | |
|---|------------|
| Residence Staff; Semester at Sea; Institute for Shipboard Education | 1996, 2000 |
| Co-Director; Family Student Housing; University of California, Santa Barbara | 1997 |
| Residence Hall Director; Department of Housing; University of California, Santa Barbara | 1994-1996 |