

Nadav Klein

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EDUCATION

The University of Chicago

Ph.D., 2015

M.B.A., 2013

Amherst College

B.A., Psychology, 2007

ACADEMIC APPOINTMENTS

INSEAD

Assistant Professor of Organisational Behaviour, 2019-present

The University of Chicago Harris School of Public Policy

Behavioral Insights in Parenting Lab

Post-Doctoral Scholar, 2015-2019

ACADEMIC PUBLICATIONS

Klein, N. (2019). Better to overestimate than to underestimate others' feelings: Asymmetric cost of errors in affective perspective-taking. *Organizational Behavior and Human Decision Process*, 151, 1-15.

Klein, N., & O'Brien, E. (2018). People use less information than they think to make up their minds. *Proceedings of the National Academy of Sciences*, 115, 13222-13227.

Klein, N., Marinescu, I., Chamberlain, A. & Smart, M. (2018) "Online Reviews Are Biased – Here's How to Fix Them with Incentives," *Harvard Business Review*.

- Klein, N., & O'Brien, E. (2017). The power and limits of personal change: When a bad past does (and does not) inspire in the present. *Journal of Personality and Social Psychology, 113*, 210-229.
- Klein, N., & Epley, N. (2017). Less evil than you: Bounded self-righteousness in character inferences, emotional reactions, and behavioral extremes. *Personality and Social Psychology Bulletin, 43*, 1202-1212.
- O'Brien, E., & Klein, N. (2017). The tipping point of perceived change: Asymmetric thresholds in diagnosing improvement versus decline. *Journal of Personality and Social Psychology, 112*, 165-181.
- Klein, N. (2017). Prosocial behavior increases perceptions of meaning in life. *The Journal of Positive Psychology, 12*, 354-361.
- Klein, N., & Epley, N. (2016). Maybe holier, but definitely less evil, than you: Bounded self-righteousness in social judgment. *Journal of Personality and Social Psychology, 110*, 660-674.
- Klein, N., & O'Brien, E. (2016). The tipping point of moral change: When do good and bad acts make good and bad actors? *Social Cognition, 34*, 149-166.
- Klein, N., & Epley, N. (2015). Group discussion improves lie detection. *Proceedings of the National Academy of Sciences of the United States, 112*, 7460-7465.
- Klein, N., Grossmann, I., Uskul, A., Kraus, A., & Epley, N. (2015). It generally pays to be nice, but not really nice: Asymmetric reputations from prosociality across 7 countries. *Judgment and Decision Making, 10*, 355-364.
- Klein, N. (2015). Insensitivity to gradations in warmth traits constrains beliefs about others' potential for improvement. *Basic and Applied Social Psychology, 37*, 348-361.
- Klein, N., & Epley, N. (2014). The topography of generosity: Asymmetric evaluations of prosocial actions. *Journal of Experimental Psychology: General, 143*, 2366-2379.
- Klein, N., & Fishbach, A. (2014). Feeling good at the right time: Why people value predictability in goal attainment. *Journal of Experimental Social Psychology, 55*, 21-30.
- Waytz, A., Klein, N., & Epley, N. (2013). Imagining other minds: Hair-triggered but not hare brained. In M. Taylor (ed.), *The Oxford Handbook of the Development of Imagination* (pp. 272-287). Oxford University Press: New York.

OTHER WRITINGS

Klein, N., Lintz, K., Kalil, A., & Mayer, S. (2018). The behavioral science of parenting. *Behavioral Scientist*.

O'Brien, E., & Klein, N. (2016) "Why Trump and Clinton Are America's Most Disliked Presidential Candidates," *Fortune Magazine*, July 6, 2016.

Epley, N., Klein, N., & Zhou, H., Devisicio, J., & Storoz, B. (2014) "Can You Spot the Liar?" *New York Times*, March 21, 2014.

*** Coverage of my research also appeared in *Scientific American*, *Business Insider*, *Quartz*, *Forbes*, *The Atlantic*, *The Wall Street Journal*, *The New York Times*, *Harvard Business Review*, *Booth Capital Ideas*, *Psychology Today*, and *Fast Company*

PROFESSIONAL SERVICE

- Ad-Hoc Reviewer: *Journal of Personality and Social Psychology*, *Organizational Behavior and Human Decision Processes*, *Psychological Science*, *Journal of Experimental Psychology: General*, *The Journal of Positive Psychology*, *Judgment and Decision Making*, *European Journal of Social Psychology*, *British Journal of Social Psychology*, *Quarterly Journal of Experimental Psychology*, *Basic and Applied Social Psychology*, *Frontiers in Psychology*, *PLOS One*
- Conference Reviewer: Society for Personality and Social Psychology (SPSP), Academy of Management (AOM), Society for Judgment and Decision Making (SJDM), Association for Consumer Research (ACR), Society for Consumer Psychology (SCP)

TEACHING AND ADVISING

- The Art and Science of Negotiations and Persuasion
University of Chicago Graham School of Professional Studies, 2014-2015
University of Chicago Harris School of Public Policy, 2015-2017
University of Chicago College, 2018-2019
- The Social Psychology of Behavior in Organizations
University of Chicago Harris School of Public Policy, 2015-2017
University of Chicago College, 2018-2019

- Marketing Strategy
University of Chicago Graham School of Professional Studies, 2014-2015
- Perspectives in the Social Sciences
University of Chicago Master of Arts Program in the Social Sciences, 2015
- Graduate Adviser (Preceptor), University of Chicago, 2014-2015
Advised 16 psychology Master's students, many of whom subsequently were accepted to Ph.D. programs

CONSULTING AND TRAINING SESSION EXPERIENCE

- nCent Labs (blockchain start-up), 2018
- Clark Construction (construction and engineering), 2018
- The World Bank (policymaking, non-profit), 2013-2014
- Dane-Elec (tech start-up), 2012
- Whirlpool (consumer durables), 2011
- Cornerstone Research (financial services), 2008-2009

OTHER HONORS AND AWARDS

- Outstanding Teaching Assistant Award – Booth executive program 2011-2013.
- Katherine Dusak Miller Research Fellowship University of Chicago 2011-2014
- Institute for Human Studies Bernard Marcus Fellowship, 2011-2014
- Amherst College Memorial Fellowship, 2010-2012
- Hillel Einhorn Research Fellowship University of Chicago, 2011
- SPSP Travel Award, 2012

PROFESSIONAL AFFILIATIONS

- Society for Personality and Social Psychology (SPSP)
- Society for Judgment and Decision-Making (SJDM)
- Society of Experimental Social Psychology (SESP)
- Association for Psychological Science (APS)
- Academy of Management (AOM)
- International Association for Conflict Management (IACM)
- Behavioral Decision Research in Management (BDRM)
- Association for Consumer Research (ACR)