

KELLY A. NAULT

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EDUCATION

2022 (expected)	INSEAD; PhD in Management (Organizational Behavior)
2014	American University of Paris; B.A. in Psychology, minor in Comparative Literature

RESEARCH INTERESTS

Person Perceptions, Stereotypes and Discrimination, Social Decision Making, Hierarchy

AWARDS & HONORS

2021	<i>Academy of Management Annals</i> Best Paper Award, 2020
2021	Academy of Management Organizational Behavior Doctoral Consortium, Attendee
2021	IACM Three Minute Thesis (3MT) Competition, Finalist
2020	Best Paper Proceedings (awarded to ~10% of papers), Academy of Management
2017	Full PhD scholarship and tuition waiver, INSEAD
2014	Summa cum laude, American University of Paris

PUBLICATIONS

Peer-Reviewed Journal Articles

2020	Nault, K. A., Pitesa, M., & Thau, S. The attractiveness advantage at work: A cross-disciplinary integrative review. <i>Academy of Management Annals</i> **Best Paper Award, <i>Academy of Management Annals</i> , 2020
2020	Nault, K. A., Rogers, B. A., Sezer, O., & Klein, N. Behavioral insights for minimizing loneliness during the COVID-19 pandemic. <i>Behavioural</i>

Science & Policy

- 2017 Jackson, B., Nault, K., Smart Richman, L., LaBelle, O., Rohleder, N. Does that pose become you? Testing the effect of body postures on self-concept. *Comprehensive Results in Social Psychology*
- 2017 Kai J. Jonas, Joseph Cesario, Madeliene Alger, April H. Bailey, Dario Bombardi, Dana Carney, John F. Dovidio, Sean Duffy, Jenna A. Harder, Dian van Huistee, Benita Jackson, David J. Johnson, Victor N. Keller, Lukas Klaschinski, Onawa LaBelle, Marianne LaFrance, Ioana M. Latu, Margot Morssinkhoff, Kelly Nault, Vaani Pardal, Caroline Pulfrey, Nicolas Rohleder, Richard Ronay, Laura Smart Richman, Marianne Schmid Mast, Konrad Schnabel, Michaela Schröder-Abé, Josh M. Tybur. Power poses – where do we stand? *Comprehensive Results in Social Psychology*

Manuscripts Under Review or Revision

Nault, K. A. & Yap, A. J. From boasting to boosting: Positive consequences for observers of high-rank braggarts. *Reject & Resubmit at Journal of Personality and Social Psychology*.

***Best Paper Proceedings (awarded to ~10% of papers), Academy of Management, 2020*

Nault, K. A. & Thau, S. Norm violations, transgressor status, and punishment: A meta-analysis. *Reject & Resubmit at Organizational Behavior and Human Decision Processes*

PRESENTATIONS & POSTERS (*presented by co-author)

- 2021 It's the journey, not the destination: Process-oriented introductions increase warmth and preserve competence. Symposium on *Putting your best foot forward: Understanding missteps and misperceptions in impression management*. Academy of Management Annual Meeting
- 2021 Can you (or someone you know) help me? Making a generalized help-request to mitigate referral aversion. Symposium on *Biases in Social Networks: Misperceptions Driving Behaviors and Outcomes*. Academy of Management Annual Meeting*
- 2021 From boasting to boosting: Positive consequences for observers of high-rank braggarts. International Association for Conflict Management Annual Meeting
- 2021 It's the journey, not the destination: Process-oriented introductions increase warmth and preserve competence. Society for the Science of

	Motivation Annual Meeting
2021	The bragging boost: Positive consequences for observers of high-rank braggarts. Society for Personality and Social Psychology Annual Meeting (Poster)
2020	The bragging boost: Positive consequences for observers of high-rank braggarts. INSEAD-Wharton PhD Consortium
2020	The bragging boost: Positive consequences for observers of high-rank braggarts. Academy of Management Annual Meeting
2020	The bragging boost: Positive consequences for observers of high-rank braggarts. Frontiers in Managerial and Organizational Cognition
2019	Norm Violations and status specific punishment. INSEAD-Wharton PhD Consortium, Philadelphia
2017	Expand your body, expand your mind: Perceived expanded body postures increase psychological flexibility. Association for Psychological Science, Boston (Poster)*
2017	So you think you can pose? Experimental evidence for effects of mismatch in assignment v. interpretation of body posture on cortisol. Society for Personality and Social Psychology, San Antonio (Poster)
2017	That pose becomes you: Effect of body postures on self-concept size. Panel on “ <i>Special issue of CRSP on power poses: What was learned?</i> ” Society for Personality and Social Psychology, San Antonio
2016	So you think you can pose? Experimental evidence for effects of mismatch in assignment v. interpretation of body posture on cortisol. New England Psychological Association, Worcester
2016	That pose becomes you: Effect of body postures on self-concept size. Celebrating Collaborations, Northampton

PROFESSIONAL MEMBERSHIPS

2021	International Association for Conflict Management
2021	Society for the Science of Motivation
2018	Academy of Management

2017 | Association for Psychological Science
2016 | Society for Personality and Social Psychology

PROFESSIONAL SERVICE

Journal Ad-Hoc Reviewer

Organizational Behavior and Human Decision Processes
PLOS One
Cognition and Emotions

Journal Co-Reviewer

Basic and Applied Social Psychology
Personality and Social Psychology Bulletin

TECHNICAL SKILLS

R
Stata
Python