

Emily Haisley

Department of Organizational Behavior and Theory
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Education

Tepper School of Business, Carnegie Mellon University
Ph.D. Candidate in Organizational Behavior and Theory
M.Sc. Organizational Behavior and Theory

Pittsburgh, PA
2004-present
2002-2004

Brown University
B.S. Psychology with honors

Providence, RI
1996-2000

Professional Research Experience

Brown University, Department of Psychiatry and Human Behavior
Research Assistant, The Primary Care Anxiety Disorder Project

Providence, RI
2000-2002

Research Interests

Financial Incentives and Motivation
Judgement and Decision Making under Uncertainty
Applying Behavioral Decision Research to Public Policy and Management
The Psychology of Saving
Motivated Reasoning and Social Preference
Social Comparison Theory

Publications

Haisley, E., Mostafa, R. & Loewenstein, G. (forthcoming). Loving a bad bet: The effect of myopic decision making on lottery ticket purchases. *Journal of Risk and Uncertainty*.

Haisley, E., Mostafa, R. & Loewenstein, G. (forthcoming). Subjective relative income and lottery ticket purchases. *Journal of Behavioral Decision Making*.

Loewenstein, G. & Haisley, E. (forthcoming). The economist as therapist: Methodological ramifications of 'light' paternalism. *Perspectives on the future of economics: Positive and normative foundations*, A. Schotter & A. Caplin (Eds.).

Goodman, P. & Haisley, E. (2007). Social comparison processes in an organizational context: New directions. *Organizational Behavior and Human Decision Processes*, 102: 109-125.

Pollack, A.E. & Haisley, E.C. (2001). NMDA glutamate receptor stimulation is required for the expression of D2-mediated responses in apomorphine primed 6-hydroxydopamine lesioned rats. *Brain Research*, 897: 213-216.

Manuscripts

It is not what you get but when you get it: The effect of gift sequence on deposit balances and customer sentiment in a commercial bank.

The probability weighting function for confidence, with Don Moore

Favorable interpretations of ambiguity in other-regarding behavior, with Roberto Weber

Current Projects

The efficacy of probabilistic incentives on motivation, with George Loewenstein, Kevin Volpp, and Cindy Cryder

Testing strategies to increase saving and retention: A field experiment on Individual Development Accounts, with Beth Red Bird, George Loewenstein, and Caezilia Loibl.

Optimal sequencing of financial incentives: A longitudinal field experiment on bank customers, with George Loewenstein

Conference Presentations

Haisley, E., Loewenstein, G., & Mostafa, R. (January, 2008). Loving a bad bet: Factors that encourage low-income individuals to purchase state lottery tickets. Annual Meeting Allied Social Science Associations, New Orleans.

Haisley, E. & Moore, D. (August, 2007). The probability weighting function for confidence estimates. The Academy of Management, Philadelphia.

Loewenstein, G. & Haisley, E. (March, 2007). Using lotteries to promote saving & investing. The Behavioral Finance Forum, Miami.

Haisley, E. & Moore, D. (November, 2006). The probability weighting function for confidence estimates. The Society for Judgment and Decision Making, Houston.

Haisley, E., Mostafa, R. & Loewenstein, G. (November, 2006). Factors that affect the decisions of the poor to play the lottery. The Society for Judgment and Decision Making, Houston.

Haisley, E., Mostafa, R. & Loewenstein, G. (May, 2006). Loving a bad bet: The effect of myopic decision making on lottery ticket purchases. The Yale Whitebox Graduate Student Conference, New Haven.

Haisley, E., Mostafa, R., Loewenstein, G. (June, 2006). Loving a bad bet: The effect of myopic decision making on lottery ticket purchases. The Behavioral Decision Research in Management Conference, Santa Monica.

Haisley, E. & Weber, R. (June, 2004). Favorable interpretations of ambiguity and unstable preferences for fairness. International Meeting of the Economic Science Association, Amsterdam.

Haisley, E. & Weber, R. (November, 2003). Favorable interpretations of ambiguity and unstable preferences for fairness. Society for Judgment and Decision Making, Vancouver.

Weisberg, R.B., Haisley, E., Culpepper, L., & Keller, M.B. (2001, October). Psychiatric treatment in primary care patients with anxiety disorders. The North American Primary Care Research Group, Nova Scotia.

Bruce, S.E., Weisberg, R.B., Machan, J.T., Haisley, E., Culpepper, L., & Keller, M.B. (March, 2001). Social phobia in general medical settings: Findings from the Primary Care Anxiety Project. National Conference of the Anxiety Disorders Association of America, Atlanta.

Teaching Experience

Instructor of Introduction to Organizational Behavior and Theory for undergraduates:

- ♦ One section in summer 2005
- ♦ Two sections in fall 2005

Teaching Assistant for MBA classes:

- ♦ Interpersonal Negotiations (Prof. Don Moore and Prof. Laurie Weingart)
- ♦ Managing Organizational Change (Prof. Paul Goodman)
- ♦ Managing Organizations (Prof. Bill McEvily)
- ♦ Managerial Decision Making (Prof. Roberto Weber)
- ♦ Groups and Teams in Organizations (Prof. Laurie Weingart)

Teaching Assistant for business administration undergraduate classes:

- ♦ Business Ethics (Daylian Cain)
- ♦ Organizational Behavior (Prof. Tal Simons)
- ♦ Interpersonal Negotiations (Kim Ling)

Fellowships and Grants

PNC Bank Graduate Student Fellowship

Center for Behavioral Decision Research at Carnegie Mellon Small Grants Program

William Larimer Mellon Fund Fellowship

Two time recipient of the GuSH Award for funding small graduate student projects.

Professional Service

Ad hoc reviewer for *Organizational Behavior and Human Decision Processes*

References

Professor George Loewenstein
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Professor Paul Goodman
Department of Organizational Behavior
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Professor Roberto Weber
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