

# Charles Adam Dorison

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charlesdorison.com

## EDUCATION

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**Ph.D. Candidate in Public Policy (Judgment and Decision Making track)** 2015 - 2020

**Harvard University, Harvard Kennedy School**

Advisors: Jennifer Lerner (Chair), Julia Minson, and Todd Rogers

**B.A. Psychology and Economics** 2011 - 2015

**Washington University in St. Louis**

*Magna Cum Laude*, with Distinction in Economics

Advisors: Cynthia Cryder and Alan Lambert

## RESEARCH INTERESTS

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Judgment and Decision Making, Emotion, Psychology of Disagreement, Impulse Control, Public Policy, Open Science

## PEER-REVIEWED RESEARCH

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### Published

**Dorison, C.A.**, Wang, K., Rees, V., Kawachi, I., Ericson, K.M.M., & Lerner, J.S. (2020) Sadness, but not all negative emotions, heightens addictive substance use. *Proceedings of the National Academy of Sciences*, 117(2), 943-949.

- Top 5% of all articles tracked by Altmetric

**Dorison, C.A.**, Minson, J.A., & Rogers, T. (2019). Selective exposure partly relies on faulty affective forecasts. *Cognition*. 188(1), 98-107.

- Editor's choice in *Science*
- Top 10 social media mentions of articles published in *Cognition* since 2017 (as of May 2019)
- Press: Washington Post, CNN, NPR, El Pais, Behavioral Scientist

### Under review

**Dorison, C.A.** & Minson, J.A. You can't handle the truth (but I can)! The unexpected affective consequences of disagreement. *Revise & Resubmit, Organizational Behavior and Human Decision Processes*.

DeWees, B., **Dorison, C.A.**, & Minson, J.A. I was first, and I was right: The effects of task order on evaluations of peer judgments. *Revise & Resubmit, Organizational Behavior and Human Decision Processes*.

Logg, J., & **Dorison, C.A.** The who, why, and how of pre-registration. *Under review, Invited submission for Organizational Behavior and Human Decision Processes*.

Umphres, C., **Dorison, C.A.**, DeWees, B., & Lerner, J.S. The benefit of bias: Individuals who exhibit sunk cost bias receive social and economic rewards for doing so. *Under review at Psychological Science*.

#### Manuscripts in preparation

**Dorison, C.A.**, DeWees, B., Rahwan, Z., Robichaud, C., & Lerner, J.S. When waste pays: Inefficient (but seemingly fair) resource allocations are used to signal trustworthiness.

**Dorison, C.A.**, & Heller, B. The reputational costs of ignoring decision frames.

**Dorison, C.A.**, Feiler, D., Kleinbaum, A., & Whillans, A.V. The happiness paradox: The average friend in a network is happier than the average person in a network.

**Dorison, C.A.**, Wang, K. & Lerner, J.S. Harnessing affective science to improve anti-smoking public service announcements.

#### Data collection in progress

**Dorison, C.A.**, Minson, J.A., & Schweitzer, M. The unexpected affective benefits of counter-arguing partially explain conflict spirals.

Collins, H., **Dorison, C.A.**, Minson, J.A., & Gino, F. Shifting conversational goals can produce better conflictual dialogue.

Moore, M., **Dorison, C.A.**, & Minson, J.A. Selective exposure signals trustworthiness.

Lerner, J.S., Moore, M., **Dorison, C.A.**, Zabel, C., De Jong, J., Born, D., Lilgendahl, J., Srivastava, S., & Ganz, M. Public narrative: Thirteen empirical studies of leadership measurement and development.

**Dorison, C.A.**, Wang, K., Rees, V., Kawachi, I., Ericson, K.M.M., & Lerner, J.S. Gratitude reduces addictive substance use.

#### NON PEER-REVIEWED RESEARCH

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#### Published or under review

**Dorison, C.A.**, Klusowski, J., Han, S., & Lerner, J.S. (2019). Emotion in organizational judgment and decision making. *Organizational Dynamics*.

Lerner, J.S., **Dorison, C.A.**, & Klusowski, J. (2019). How do emotions affect decision making? *Revise & Resubmit, Handbook of Emotion Theory*

## RESEARCH PRESENTATIONS

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### **Selective exposure partly relies on faulty affective forecasts**

(Dorison, Minson, & Rogers)

- Behavioral Decision Research in Management, Boston, MA, 2018
- Society for Affective Science, Los Angeles, CA, 2017
- Society for Judgment and Decision Making, Vancouver, Canada, 2017
- Harvard Program on Negotiation, Boston, MA, 2017

### **Emotion, Impatience, and Addictive Behavior**

(Dorison, Wang, Rees, Kawachi, Ericson, & Lerner)

- University of Pennsylvania Behavioral Science and Health Symposium, Philadelphia, PA, 2018
- Behavioral Science and Policy Association, Washington, DC, 2018
- Harvard Behavioral Insights Group Workshop on Behavioral Insights in Health, Boston, MA, 2017

### **You can't handle the truth (but I can)! The unexpected affective consequences of disagreement**

(Dorison & Minson)

- Academy of Management, Boston, MA, 2019

### **When waste pays: Equal (but inefficient) allocations signal trustworthiness**

(DeWees, Dorison, Rahwan, Robichaud, & Lerner)

- Society for Judgment and Decision Making, New Orleans, LA, 2018

### **The benefit of bias: Individuals who honor sunk costs receive social and economic rewards for doing so**

(Umphres, Dorison, DeWees, & Lerner)

- Boston Judgment and Decision Making Day, Boston, MA, 2019

## TEACHING EXPERIENCE

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**Harvard Kennedy School Degree Program, Teaching Fellow and Guest Lecturer\*** 2018

Course: Leadership Decision Making (Instructor: Professor Jennifer S. Lerner)

Mean: 4.61/5; Median: 5/5; Mode: 5/5

**California Police Chiefs Executive Leadership Institute, Instructor\*\*** 2017 - 2019

Course: Leadership Decision Making

Mean: 4.78/5; Median: 5/5; Mode: 5/5

**Harvard Kennedy School Executive Education, Curriculum Coach** 2015 - 2019

Course: Leadership Decision Making (Faculty Chair: Professor Jennifer S. Lerner)

\*Recipient of Bok Center Teaching Award.

\*\*Taught nine-hour session in July 2017-2019 on decision science to thirty police chiefs. Will return in July 2020.

## FELLOWSHIPS, GRANTS, HONORS, AND AFFILIATIONS

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### Fellowships

Harvard Graduate School of Arts and Sciences, <i>Dissertation Completion Fellowship</i>	2019 - 2020
Harvard Kennedy School, <i>Taubman Center for State and Local Government</i>	2018 - 2019
Harvard Kennedy School, <i>Ash Center for Democracy</i>	2018 - 2019
Harvard Kennedy School, <i>Center for Public Leadership</i>	2017 - 2019
Harvard Kennedy School, <i>Graduate Research Program</i>	2015 - 2017

### Grants (Total: \$34,600)

Harvard Kennedy School, <i>Center for Public Leadership</i> (with Jennifer Lerner)	2017
Harvard Kennedy School, <i>Foundations of Human Behavior</i> (with Julia Minson)	2017
Harvard Law School, <i>Program on Negotiation</i> (with Julia Minson)	2016
Harvard University, <i>Mind-Brain-Behavior Interfaculty Initiative</i> (with Jennifer Lerner)	2016

### Honors

Society for Personality and Social Psychology (SPSP), <i>Graduate Student Travel Award</i>	2017
SPSP Political Psychology Preconference, <i>Graduate Student Award</i>	2016
National Merit Scholarship Corporation, <i>Merit Scholar</i>	2011 - 2015
Big Y Scholarship for Academic Excellence, <i>Scholarship Recipient</i>	2012

### Affiliations

Society for Judgment and Decision Making  
Society for Personality and Social Psychology  
Academy of Management  
Society for Affective Science  
Behavioral Science and Policy Association

## REFERENCES

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### Jennifer S. Lerner (chair)

Thornton F. Bradshaw Professor of Public Policy, Decision Science, and Management  
Harvard Kennedy School  
Jennifer\_Lerner@hks.harvard.edu

### Julia A. Minson

Associate Professor of Public Policy  
Harvard Kennedy School  
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### Todd Rogers

Professor of Public Policy  
Harvard Kennedy School  
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