EDUCATION

**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

Judgment and Decision Making, Emotion, Psychology of Disagreement, Impulse Control,

Public Policy, Open Science

PEER-REVIEWED RESEARCH

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

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.*

**Dorison, C.A.** & Minson, J.A. You can’t handle the truth (but I can)! The unexpected affective

consequences of disagreement. *Under review.*

**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. *Under review.*

Logg, J., & **Dorison, C.A.** The who, why, and how of pre-registration. *Under review, Invited*

*submission for Organizational Behavior and Human Decision Processes*

Manuscripts in preparation

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.

**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

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

**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

**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

**Fellowships**

Harvard Graduate School of Arts and Sciences, *Dissertation Completion Fellowship* 2019 - 2020

Harvard Kennedy School, *Taubman Center for State and Local Government* 2018 - 2019

Harvard Kennedy School, *Ash Center for Democracy* 2018 - 2019

Harvard Kennedy School, *Center for Public Leadership* 2017 - 2019

Harvard Kennedy School, *Graduate Research Program* 2015 - 2017

**Grants** (Total: $34,600)

Harvard Kennedy School, *Center for Public Leadership* (with Jennifer Lerner)2017

Harvard Kennedy School, *Foundations of Human Behavior* (with Julia Minson)2017

Harvard Law School, *Program on Negotiation* (with Julia Minson)2016

Harvard University, *Mind-Brain-Behavior Interfaculty Initiative* (with Jennifer Lerner)2016

**Honors**

Society for Personality and Social Psychology (SPSP), *Graduate Student Travel Award* 2017

SPSP Political Psychology Preconference, *Graduate Student Award* 2016

National Merit Scholarship Corporation, *Merit Scholar* 2011 - 2015

Big Y Scholarship for Academic Excellence, *Scholarship Recipient* 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

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. MinsonTodd Rogers

Associate Professor Public Policy Professor of Public Policy

Harvard Kennedy School Harvard Kennedy School

Julia\_Minson@hks.harvard.edu Todd\_Rogers@hks.harvard.edu