Charles Adam Dorison

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EMPLOYMENT

Kellogg School of Management, Northwestern University 2020 - present
Postdoctoral Fellow, Dispute Resolution Research Center
Management & Organizations Department

EDUCATION

Harvard Kennedy School, Harvard University 2015 - 2020
Ph.D. in Public Policy (Judgment and Decision Making track)

Washington University in St. Louis 2011 - 2015
B.A. in Psychology and Economics
Magna Cum Laude, with Distinction in Economics

RESEARCH INTERESTS

Judgment and Decision Making, Emotion, Conflict and Collaboration, Impulse Control, Organizational Behavior, Public Policy, Open Science

PEER-REVIEWED RESEARCH

Accepted/Published

Wang, K., Goldenberg, A., **Dorison, C.A.,** Miller, J., Lerner, J.S., Gross, J.J., & 100+ others (2020). A global test of brief reappraisal interventions on emotions during the COVID-19 pandemic. *Accepted in principle at Nature Human Behaviour.*

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

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

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. *Revise & Resubmit, Organizational Behavior and Human Decision Processes.*

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

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.*

Umphres, C., **Dorison, C.A.,** & Lerner, J.S. Escalation of commitment to a failing course of action signals trustworthiness. *Under review.*

Manuscripts in preparation

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

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.

Data collection in progress

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

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.

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

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

public service announcements.

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.

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. Cancelled in 2020 due to COVID-19 but will return in July 2021.

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
International Association for Conflict Management
Society for Affective Science
Behavioral Science and Policy Association