

Charles Dorison

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EMPLOYMENT

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

EDUCATION

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

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

RESEARCH INTERESTS

Judgment and Decision Making, Conflict and Collaboration, Reputation, Emotion

PUBLICATIONS

Accepted/Published

Minson, J.A. & **Dorison, C.A.** (2021) Toward a psychology of attitude conflict. *Conditionally accepted at Current Opinion in Psychology.*

Dorison, C.A., Umphres, C., & Lerner, J.S. (2021). Staying the course: Decision makers who escalate commitment are trusted and trustworthy. *Journal of Experimental Psychology: General.*

Logg, J., & **Dorison, C.A.** (2021). Pre-registration: Weighing costs and benefits for researchers. *Organizational Behavior and Human Decision Processes.*

Wang, K., Goldenberg, A., **Dorison, C.A.**, Miller, J., Lerner, J.S., Gross, J.J., & 400+ others (2021). A global test of brief reappraisal interventions on emotions during the COVID-19 pandemic. *Nature Human Behaviour.*
- Press: Washington Post, Vox

Lerner, J.S., **Dorison, C.A.**, & Klusowski, J. (2021). Theories and frameworks for understanding emotion and decision making. *Handbook of Emotion Theory.*

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
- Press: covered by 30+ news outlets

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.*

Revise and Resubmit

Dorison, C.A. & Minson, J.A. You can't handle the truth (but I can)! Errors in affective perspective taking during attitude conflict. *Revise & Resubmit, Organizational Behavior and Human Decision Processes.*

Dorison, C.A., DeWees, B., & Minson, J.A. Beyond accuracy: The interpersonal costs of independent judgment aggregation. *Revise & Resubmit, Organizational Behavior and Human Decision Processes.*

Under review

Dorison, C.A., & Heller, B. Third-party observers socially and financially penalize decision makers who do not fall victim to framing effects. *Under review.*

Kristal, A., **Dorison, C.A.,** & Gino, F. Maintaining trust when de-escalating commitment: Using precommitment to signal consistency. *Under review.*

Eadeh, F., **Dorison, C.A.,** & Lambert, A. A new model of conservative shifts after terrorist threat: Anger (not fear) and narrow (not broad). *Under review.*

Manuscripts in preparation/revision

Dorison, C.A., & Kteily, N.S. Partisans tolerate material suffering for reputational gain.

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., Umphres, C., DeWees, B., & Lerner, J.S. The benefits of bias: Individuals who exhibit sunk cost bias receive reputational and economic rewards for doing so.

Dorison, C.A., Lerner, J.S., Heller, B.H., Rothman, A.J., Kawachi, I., Wang, K., Rees, V.W.,

Gill, B.P., Gibbs, N., Coles, N.A., & 400+ others. In COVID-19 public health messaging, loss framing increases anxiety without concomitant benefits: Experimental evidence from 84 countries.

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. The contingent reputational benefits of information consumption choices.

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

Invited talks

2021 Harvard Business School, *Goldenberg/Jordan Lab*
2020 Harvard University, *Moral Psychology Research Lab*
2020 Psychological Science Accelerator, *Annual Conference*
2020 Kellogg School of Management, *Dispute Resolution Research Center*
2020 Columbia Business School, *Management Division*
2017 Harvard University, *Program on Negotiation*

Conference presentations

2021 International Association for Conflict Management (scheduled)
2021 Academy of Management (scheduled)
2021 American Psychological Association (scheduled)
2021 New England Managerial Decision Making Symposium
2021 Society for Personality and Social Psychology (chaired symposium)
2020 Society for Judgment and Decision Making
2020 International Association for Conflict Management
2020 Academy of Management
2019 Boston Judgment and Decision Making Day
2019 Academy of Management
2018 Society for Judgment and Decision Making
2018 Behavioral Decision Research in Management
2018 Behavioral Science and Policy Association
2018 University of Pennsylvania Behavioral Science and Health Symposium
2018 Harvard Behavioral Insights Group Workshop on Behavioral Insights in Health
2017 Society for Judgment and Decision Making
2017 Society for Affective Science

FELLOWSHIPS, GRANTS, AND AWARDS

Fellowships

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

Grants

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

Awards

2017 Society for Personality and Social Psychology (SPSP), *Graduate Student Travel Award*
2016 SPSP Political Psychology Preconference, *Graduate Student Award*

TEACHING EXPERIENCE

2021 **Kellogg School of Management**, *Observer*

Course: Negotiation Fundamentals (Instructor: Eli Finkel)

2017 – 2021 **California Police Chiefs Executive Leadership Institute**, *Instructor**

Course: Leadership Decision Making

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

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

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

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

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

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

*Taught nine-hour session on decision science to thirty police chiefs each year. Cancelled in 2020 due to COVID-19 but scheduled for 2021.

**Recipient of Bok Center Teaching Award.

PROFESSIONAL AFFILIATIONS AND REVIEWING

Professional 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

Reviewing

American Journal of Health Economics

Cognition & Emotion

Journal of Behavioral Decision Making

Management Science

Psychological Science

Stigma & Health