# Joseph P. Simmons

Curriculum Vitae

August 12, 2013

## CONTACT INFORMATION

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## EDUCATION

Ph.D. Psychology, Princeton University, 2004

M.A. Psychology, Princeton University, 2001

B.S. Psychology, Mount Saint Mary's College, 1999, *summa cum laude*

## ACADEMIC POSITIONS

Associate Professor (Without Tenure), Department of Operations and Information Management, The Wharton School, University of Pennsylvania, 2011-present

Assistant Professor, Department of Marketing, Yale School of Management, 2006-2011

Postdoctoral Research Associate, Woodrow Wilson School of Public and International Affairs, 2004-2006

## PEER-REVIEWED PUBLICATIONS

Simonsohn, Uri, Leif D. Nelson, and Joseph P. Simmons (forthcoming), "*P*-Curve: A Key to the File Drawer," *Journal of Experimental Psychology: General*.

Galak, Jeff, Leif D. Nelson, Robyn A. LeBoeuf, and Joseph P. Simmons (2012), "Correcting the Past: Failures to Replicate Psi," *Journal of Personality and Social Psychology*, 103 (December), 933-948.

Simmons, Joseph P. and Cade Massey (2012), "Is Optimism Real?" *Journal of Experimental Psychology: General*, 141 (November), 630-634.

Simmons, Joseph P., Leif D. Nelson, and Uri Simonsohn (2011), "False-Positive Psychology: *Undisclosed* Flexibility in Data Collection and Analysis Allows Presenting Anything As Significant," *Psychological Science*, 22 (November), 1359-1366. (Lead Article)

Simmons, Joseph P., Leif D. Nelson, Jeff Galak, and Shane Frederick (2011), "Intuitive Biases in Choice vs. Estimation: Implications for the Wisdom of Crowds," *Journal of Consumer Research*, 38 (June), 1-15. (Lead Article)

Massey, Cade, Joseph P. Simmons, and David A. Armor (2011), "Hope Over Experience: Desirability and the Persistence of Optimism," *Psychological Science*, 22 (February), 274-281.

Simmons, Joseph P., Robyn A. LeBoeuf, and Leif D. Nelson (2010), "The Effect of Accuracy Motivation on Anchoring and Adjustment: Do People Adjust from Provided Anchors?" *Journal of Personality and Social Psychology*, 99 (December), 917-932.

LeBoeuf, Robyn A. and Joseph P. Simmons (2010), "Branding Alters Attitude Functions and Reduces the Advantage of Function-Matching Persuasive Appeals," *Journal of Marketing Research*, 47 (April), 348-360.

Nelson, Leif D. and Joseph P. Simmons (2009), "On Southbound Ease and Northbound Fees: Literal Consequences of the Metaphoric Link between Vertical Position and Cardinal Direction," *Journal of Marketing Research*, 46 (December), 715-724. (Lead Article)

Riis, Jason, Joseph P. Simmons, and Geoffrey P. Goodwin (2008), "Preferences for Enhancement Pharmaceuticals: The Reluctance to Enhance Fundamental Traits," *Journal of Consumer Research*, 35 (October), 495-508.

Nelson, Leif D. and Joseph P. Simmons (2007), "Moniker Maladies: When Names Sabotage Success," *Psychological Science*, 18 (December), 1106-1112.

Simmons, Joseph P. and Deborah A. Prentice (2006), "Pay Attention! Attention to the Primes Increases Attitude Assessment Accuracy," *Journal of Experimental Social Psychology,* 42 (November), 784-791.

Simmons, Joseph P. and Leif D. Nelson (2006), "Intuitive Confidence: Choosing Between Intuitive and Nonintuitive Alternatives," *Journal of Experimental Psychology: General*, 135 (August), 409-428.

Hasson, Uri, Joseph P. Simmons, and Alexander Todorov (2005), "Believe It or Not: On the Possibility of Belief Suspension," *Psychological Science,* 16 (July), 566-571.

Visser, Penny S., Jon A. Krosnick, and Joseph P. Simmons (2003), "Distinguishing the Cognitive and Behavioral Consequences of Attitude Importance and Certainty: A Test of the Common-factor Model of Attitude Strength," *Journal of Experimental Social Psychology,* 39 (March), 118-141.

## INVITED PUBLICATIONS

Simmons, Joseph P., Leif D. Nelson, and Uri Simonsohn (2012), "A 21 Word Solution," *Dialogue: The Official Newsletter of the Society for Personality and Social Psychology*, 26 (2), 4-7.

Nelson, Leif D., Joseph P. Simmons, and Uri Simonsohn (2012), "Let's Publish *Fewer* Papers," *Psychological Inquiry*, 23 (3), 291-293.

## SUBMITTED MANUSCRIPTS & WORKING PAPERS

Simmons, Joseph P. and Leif D. Nelson, "Intuitive Choice Theory," Revising for Re-Submission.

Simmons, Joseph P., "Elephants Weigh More Than . . . Elephants: Reliance on Shared Intuitions Produces Prediction Momentum," Working Paper.

Nelson, Leif D., Uri Simonsohn, and Joseph P. Simmons, "*P*-Curve Fixes Publication Bias: Obtaining Unbiased Effect Size Estimates from Published Studies Alone," Working Paper.

## PEER-REVIEWED PRESENTATIONS (2008-PRESENT)

- *Elephants Weigh More Than . . . Elephants: Intuitive Biases Can Generate Prediction Bubbles*
  - Annual Meeting of the Society for Judgment and Decision Making, Toronto, ON (November, 2013)
  - Behavioral Decision Research in Management Conference, Leeds School of Business, Boulder, CO (June, 2012)

- *Life After P-Hacking*
  - Annual Meeting of the Society for Social and Personality Psychology, New Orleans, LA. (January, 2013)

- *False-Positive Psychology: Undisclosed Flexibility in Data Collection and Analysis Allows Presenting Anything As Significant*
  - Annual Meeting of the American Psychological Association, Orlando, FL (August, 2012)
  - Annual Meeting of the Association for Psychological Science, Chicago, IL (May, 2012)
  - Annual Meeting of the Society for Social and Personality Psychology, San Diego, CA (January, 2012)
  - Annual Meeting of the Society for Judgment and Decision Making, Seattle, WA (November, 2011)

- *The Effect of Large Incentives on Optimistic Responding: Evidence That Optimism Is Real*
  - Annual Meeting of the Association for Consumer Research, Saint Louis, MO (October, 2011)

- *The Effect of Decision Ease and Option Valence on Preference Projection*
  - Behavioral Decision Research in Management Conference, Tepper School of Business, Pittsburgh, PA (June, 2010)

- *Are Crowds Wise When Predicting Against Point Spreads? It Depends on How You Ask*
  - Annual Meeting of the Society for Judgment and Decision Making, Boston, MA (November, 2009)
  - Annual Meeting of the Association for Consumer Research, Pittsburgh, PA (October, 2009)
  - Behavioral Decision Research in Management Conference, Rady School of Management, San Diego, CA (April, 2008)

- *Intuitive Confidence and the Effect of Option Valence on Preference Projection*
  - Annual Meeting of the Association for Consumer Research, San Francisco, CA (October, 2008)

- *Which Way Should I Adjust, and Am I Certain? Adjustment Confidence Determines the Effect of Motivation on Anchoring and Adjustment*
  - Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM (February, 2008)

## INVITED PRESENTATIONS

- *True-Positive Psychology*
  - Efficient Science Workshop [Keynote Address], Max Planck Institute for Research on Collective Goods, Bonn, Germany (July, 2013)

- *Life After P-Hacking*
  - Solid Psychological Science Symposium, Radboud University, Nijmegen, The Netherlands (June, 2013)

- *Improving And Diversifying Our Research Practices*
  - Annual Meeting of the Society for Consumer Psychology [Conversations Session], San Antonio, TX (March, 2013)

- *Fixing False-Positives*
  - INSEAD, Department of Marketing (February, 2013)

- *Elephants Weigh More Than . . . Elephants: Intuitive Biases in Over/Under Decisions*
  - University of Maryland, Robert H. Smith School of Business, Department of Marketing (April, 2012)
  - Brigham Young University, Marriott School of Management, Department of Marketing (April, 2012)
  - University of Michigan, Ross School of Business, Department of Marketing (March, 2012)

- *False-Positive Psychology: Undisclosed Flexibility in Data Collection and Analysis Allows Presenting Anything As Significant*
  - Mount Saint Mary's University, Department of Psychology (March, 2012)
  - Brigham Young University, Marriott School of Management, Department of Marketing (April, 2012)

- *Intuitive Biases*
  - The Judgment and Decision Making Pre-Conference at the Annual Meeting of the Society for Social and Personality Psychology, San Diego, CA. (January, 2012)

- *Intuitive Biases in Choice vs. Estimation: Implications for Crowd Wisdom*
  - University of Chicago, Booth School of Business, Department of Marketing (March, 2011)
  - University of Pennsylvania, The Wharton School, Department of Operations and Information Management (November, 2010)
  - Goldman Sachs: Society for Quantitative Analysis Conference (May, 2010)
  - Stanford University, Graduate School of Business, Department of Marketing (November, 2009)
  - Carnegie Mellon University, The Tepper School, Department of Marketing (March, 2009)
  - Cornell University, The Johnson School, Department of Marketing (October, 2008)
  - Princeton University, Department of Social Psychology (October, 2008)

- *When Does Motivation Increase Adjustment from Anchor Values*
  - University of Pennsylvania, The Wharton School, Decision Processes Seminar Series (November, 2007)

## TEACHING

Instructor, The Wharton School

*Decision Processes* (Undergraduate Course): 2011
*Managerial Decision Making* (MBA Course): 2011-2013

Instructor, Yale School of Management

*Behavioral Perspectives on Management* (MBA Course): 2008-2011
*Decision Making for Managers and Policy Makers* (MBA Course): 2007
*Managing Marketing Programs* (MBA Course): 2007-2011
*Behavioral Decision Making* (PhD Course): 2006-2010
*Designing and Conducting Experimental Research* (PhD Course): 2011

## AWARDS AND HONORS

Winner of the Helen Kardon Moss Anvil Award, awarded to the one Wharton faculty member "who has exemplified outstanding teaching quality during the last year," 2013

MBA Excellence in Teaching Award, The Wharton School, 2012, 2013

Undergraduate Excellence in Teaching Award, The Wharton School, 2012

Woodrow Wilson Society of Scholars Dissertation Fellowship, Princeton University, 2002-2003

Psi Chi National Psychology Honor Society, 1997-1999

Mount Saint Mary's College Honors Scholarship, 1995-1999

## EDITORIAL BOARDS

Journal of Personality and Social Psychology, 2013-present

## PROFESSIONAL SERVICE

Ad hoc reviewer for the following journals: American Psychologist, The American Statistician, California Management Review, Games and Economic Behavior, International Journal of Industrial Organization, International Journal of Psychology, Journal of Behavioral Decision Making, Journal of Cognitive Psychology, Journal of Consumer Psychology, Journal of Consumer Research, Journal of Experimental Psychology: General, Journal of Experimental Psychology: Learning Memory & Cognition, Journal of Experimental Social Psychology, Journal of Judgment and Decision Making, Journal of Marketing Research, Journal of Personality and Social Psychology, Management Science, Memory & Cognition, Organizational Behavior and Human Decision Processes, Personality and Individual Differences, Personality and Social Psychology Bulletin, Personality and Social Psychology Review, Psychological Science, Psychonomic Bulletin & Review, Quarterly Journal of Experimental Psychology.

## PROFESSIONAL AFFILIATIONS

Association for Psychological Science
Association for Consumer Research
Society for Consumer Psychology
Society for Judgment and Decision Making
Society for Personality and Social Psychology