

# Nadav Klein

## Curriculum Vitae

University of Chicago  
1155 E. 60th Street  
Chicago, IL 60637

<http://home.uchicago.edu/~nklein/>  
[nklein@chicagobooth.edu](mailto:nklein@chicagobooth.edu)  
Mobile: (312) 613-1450

---

*EMPLOYMENT*                      Post-doctoral Scholar, University of Chicago Harris School of Public Policy (2015-present)

---

*EDUCATION*                      Ph.D., University of Chicago Booth School of Business (2015)  
M.B.A., University of Chicago Booth School of Business (2013)  
B.A., Amherst College (2007)

---

*CITIZENSHIPS*                      United-States and Israel

---

### *PUBLICATIONS*

O'Brien, E., & **Klein, N.** (2016, in press). The tipping point of perceived change: Asymmetric thresholds in diagnosing improvement versus decline. *Journal of Personality and Social Psychology*.

**Klein, N.** (2016, in press). Prosocial behavior increases perceptions of meaning in life. *The Journal of Positive Psychology*.

**Klein, N.,** & Epley, N. (2016). Maybe holier, but definitely less evil, than you: Bounded self-righteousness in social judgment. *Journal of Personality and Social Psychology*, *110*, 660-674.

**Klein, N.,** & O'Brien, E. (2016). The tipping point of moral change: When do good and bad acts make good and bad actors? *Social Cognition*, *34*, 149-166.

**Klein, N.** & Epley, N. (2015) Group discussion improves lie detection. *Proceedings of the National Academy of Sciences of the United States, 112*, 7460-7465.

**Klein, N.,** Grossmann, I., Uskul, A., Kraus, A., & Epley, N. (2015). It generally pays to be nice, but not really nice: Asymmetric evaluations of prosociality in 7 countries. *Judgment and Decision Making, 10*, 355-364.

**Klein, N.** (2015). Insensitivity to gradations in warmth traits constrains beliefs about others' potential for improvement. *Basic and Applied Social Psychology, 37*, 348-361.

**Klein, N.,** & Epley, N. (2014). The topography of generosity: Asymmetric evaluations of prosocial actions. *Journal of Experimental Psychology: General, 143*, 2366-2379.

**Klein, N.** & Fishbach, A. (2014). Feeling good at the right time: Why people value predictability in goal attainment. *Journal of Experimental Social Psychology, 55*, 21-30.

Waytz, A., **Klein, N.,** & Epley, N. (2013). Imagining other minds: Hair-triggered but not hare brained. In M. Taylor (ed.), *The Oxford Handbook of the Development of Imagination* (pp. 272-87). Oxford University Press: New York.

---

*MANNUSCRIPTS UNDER REVIEW*

**Klein, N.** & O'Brien, E. (invited revision at *JPSP*). The power of personal change: When a bad past does (and does not) inspire in the present.

**Klein, N.** (under review at *PSCI*). To whom much is given, much more is expected: The role of social expectations in discouraging donations by high-income persons.

**Klein, N.** & O'Brien, E. (under review at *JPSP*). Subadditivity in moral judgment: Global judgments of tipping point are more lenient than piecemeal judgments.

---

**Klein, N.** & Epley, N. (under review at *PSPB*). Bounded self-righteousness: Understanding when and why we feel “less evil” than others.

**Klein, N.** (under review at *JPSP*). Better to overestimate than to underestimate others’ emotional responses: Asymmetric costs to errors in perspective-taking.

---

#### *POPULAR PRESS ARTICLES AND COVERAGE*

O’Brien, E. & **Klein, N.** (2016). Why Trump and Clinton Are America’s Most Disliked Presidential Candidates. *Fortune Magazine*.

\* Coverage of my research also appeared in Scientific American, Business Insider, Quartz, Forbes, The Atlantic, The Wall Street Journal, The New York Times, and Fast Company.

---

#### *TEACHING EXPERIENCE*

- PPHA 33530: Strategies and Processes of Negotiations  
University of Chicago Harris School of Public Policy, 2015-2016  
University of Chicago Graham School of Professional Studies, 2014-2015
- PPHA 33520: The Social Psychology of Behavior in Organizations  
University of Chicago Harris School of Public Policy, 2015-2016
- MAPS 30000: Perspectives in the Social Sciences  
University of Chicago Master of Arts Program in the Social Sciences, 2014-2015
- NOND: Marketing Strategy  
University of Chicago Graham School of Professional Studies, 2014-2015

---

#### *CONSULTING EXPERIENCE*

- *The World Bank*, 2013-2014
- *Whirlpool*, 2011
- *Dane-Elec*, 2012
- *Cornerstone Research*, 2008-2009
- *Close Concerns*, 2006

---

*ACADEMIC CONFERENCE PRESENTATIONS*

1. Klein, N. (2016). Using limits in self-enhancement to better understand self-enhancement. *Society for Personality and Social Psychology (SPSP)*.
2. Klein, N. & Epley, N. (2015). Lie detection is improved through group discussion, not aggregation of independent judgments. *Society for Judgment and Decision Making (SJDM)*.
3. Klein, N. (2015). When is a saint taken for a sucker? Understanding when moral actors will be exploited. *Society for Personality and Social Psychology (SPSP)*.
4. Klein, N. & Epley, N. (2014). The Topography of Generosity: Asymmetric Evaluations of Prosocial Actions. *Association for Consumer Research (ACR)*.
5. Klein, N. & Epley, N. (2014). Groups Can Detect White Lies. *Association for Consumer Research (ACR)*.
6. Klein, N. & Epley, N. (2014). The Topography of Generosity: Nonlinear Evaluations of Prosocial Actions. *Society for Personality and Social Psychology (SPSP)*.
7. Klein, N. & Epley, N. (2014). Can Groups Catch Liars? *Society for Consumer Psychology (SCP)*.
8. Klein, N. & Epley, N. (2014). The “holier than thou” effect decomposed. *Midwestern Psychological Association (MPA)*.
9. Klein, N. & Epley, N. (2013). The fairness premium in social evaluation. *Society for Consumer Psychology (SCP)*.
10. Klein, N. & Epley, N. (2013). The fairness premium in social judgment: Generosity is no better than fairness. *Kellogg-Booth Student Symposium (KBSS)*.
11. Klein, N. & Epley, N. (2013). The fairness premium in social judgment: Generosity is no better than fairness. *Chicago Graduate Student Research Symposium (CGSRS)*.
12. Klein, N. & Epley, N. (2013). An illusory wisdom of crowds?: Groups detect lies through cynicism, not insight. *Midwestern Psychological Association (MPA)*.

13. Klein, N. & Labroo, A. A. (2012). The “attribute-trifling” effect: Motivated maintenance of brand loyalty. *Society for Consumer Psychology (SCP)*.
14. Klein N. & Fishbach, A. (2012). Feeling good at the right time: Why people value predictability in goal attainment. *Trans-Atlantic Doctoral Conference (TADC)* at London Business School.
15. Klein, N. & Epley, N. (2012). The fairness premium in social evaluation. *Social Psychologists of Chicago Conference (SPOC)*.
16. Klein, N. & Fishbach, A. (2012). Feeling good at the right time: Why people value predictability in goal attainment. *Society for the Study of Motivation (SSM)*.
17. Klein, N. & Fishbach, A. (2011). Feeling Good at the Right Time: Premature Positive Emotion Leads People to Hold Back Positive Emotion. *Association for Consumer Research (ACR)*.

---

#### *OTHER ACADEMIC POSITIONS, HONORS, AND AWARDS*

- Master of the Arts Degree (MAPSS) Preceptor, University of Chicago, 2014-2015
  - Advised 16 graduate psychology Master’s students
- Outstanding Teaching Assistant Award – Booth executive program 2011-2013.
- Teaching Assistant for a total of 44 sections of M.B.A. courses
  - Courses: Negotiations, Managing in Organizations, Marketing Strategy, Managerial Decision-Making
- Katherine Dusak Miller Fellowship, 2011-2014 - \$67,500
- Institute for Human Studies, Bernard Marcus Fellowship, 2011-2014 - \$11,000
- Amherst College Memorial Fellowship, 2010-2012 - \$6,250
- Hillel Einhorn Research Fellowship, 2011 - \$2,000
- SPSP Travel Award, 2012 - \$500

---

#### *PROFESSIONAL AFFILIATIONS*

- Society for Judgment and Decision-Making (SJDM)
- Society for Personality and Social Psychology (SPSP)

- Academy of Management (AOM)
- Association for Psychological Science (APS)
- Association for Consumer Research (ACR)

---

*PROFESSIONAL AND COMMUNITY SERVICE*

- Ad-Hoc Reviewer: *Journal of Experimental Psychology: General, The Journal of Positive Psychology, Judgments and Decision Making, British Journal of Social Psychology*
- *Quarterly Journal of Experimental Psychology, Journal of Forensic Psychology,*
- Conference Reviewer: Academy of Management, Association for Consumer Research, Society for Consumer Psychology
- Graduate Student Orientation: The University of Chicago Ph.D. Program, 2011-2014
- Graduate Student Mentor: The University of Chicago Ph.D. Program
- Science Fair Judge: High-Schools in Chicago, Evanston, and DeKalb, IL, 2012-2014

---

*QUOTES FROM STUDENTS EVALUATING MY TEACHING*

1. “Professor Klein is passionate about the material and makes a visible effort to shape the course so that it is applicable to students' experiences past, present and future. He's prepared for lecture, encourages interesting discussions, and assigns readings that are academic enough to be legitimate but not to the extent that they are accessible only to PhDs in the field. I thoroughly enjoyed the case studies and the two papers. Having working in many different types of organizations at various levels, I can say I walked away with a useful tool kit to learn from past experiences and confidently engage with new ones. Professor Klein always makes himself available to discuss assignments and review in detail evaluations of students work... both of which was great. I would recommend this course.”
2. “Nadav is able to answer almost all of our questions and give us clear explanations to our questions, and this tells us that he does understand the materials pretty well. Also, he has many activities prepared for us, which are usually activities from past psychological studies, they are very helpful for us to understand the perspectives from our psychology background and thus feel more related to the perspectives. Besides, he prepares summary of the perspectives for the past weeks as exam review at the section just before the exams, which we found really useful for navigating our reviews before we started writing our exams.”
3. “Very good, relaxing way to ask questions about the perspectives. I learned the most about each perspective during discussions the entire quarter.”

4. "The discussions were very useful for me. Nadav always had a plan that was well-executed and beneficial to our understanding of the perspective."
5. "Good understanding and explanation of the material. I found the discussion section extremely helpful in understanding the course."
6. "He did a very good-excellent job of trying to relate the important aspects of each perspective in a way that we could understand. Most of us did not have prior knowledge of many of these perspectives, and he did his best to ensure that we were at least clear on the basics. I really liked how he used short activities and examples for a couple of the discussions."
7. "The discussions were probably the most valuable part of understanding the perspectives. Discussion of each perspective with peers and a leader helped tremendously in understanding each perspective, and how they related to each other."
8. "Nadav was a fantastic instructor. He conveyed all the material, including sometimes tedious to parse psychology papers, clearly and ensured that everything was clearly related to the central goals of the class."
9. "Great instructor--clearly interested in presenting material in a way that connected with students. Engaging style, enjoyable lectures. Very responsive to questions."
10. "Nadav presented many interesting experiments and findings for each week's topic. He was also a very engaged teacher and always encouraged interesting classroom discussions instead of rushing through the material."