

Asaf S. Mazar

amazar@wharton.upenn.edu

University of Pennsylvania | Wharton School of Business
3730 Walnut Street, Philadelphia PA, 19104 USA

Education

- 2017 - 2022 Ph.D., Social Psychology
University of Southern California
Thesis: “Habits and Friction: Actual and Perceived Effects on Behavior”
Committee Chair: Dr. Wendy Wood
- 2017 - 2019 M.A., Psychology
University of Southern California
Thesis: “Illusory Feelings, Elusive Habits: Lay Theories of Everyday Behavior”
Committee Chair: Dr. Wendy Wood
- 2013 - 2016 B.A., Psychology and English Literature (*magna cum laude*)
Ben-Gurion University of the Negev (Israel)
Senior thesis (Psychology): “The Effects of Construal Level and Task Complexity on Underestimation of Task Completion Times”
Senior thesis (Literature): “His thoughts were not his thoughts”: Interrelated Selfhood in Thomas Mann’s *The Magic Mountain*”

Employment

- 2022 – Postdoctoral Research Fellow
Wharton School of Business, University of Pennsylvania
- 2021 – Behavioral Science Consultant
Irrational Labs
- 2019 – Senior Behavioral Scientist (internship + contracts)
Catalyst Behavioral Sciences
- 2019 – Research assistant
University of Southern California and Catalyst Behavioral Sciences
CDC inGear Prediabetes Prevention Initiative
- 2017 – Graduate Research Fellow
University of Southern California, Psychology Department
- 2016 - 2017 Project Assistant
University of Southern California, Psychology Department

2015-2016 Research Assistant
Ben-Gurion University of the Negev, Psychology Department

2014-2016 Research Assistant
Ben-Gurion University of the Negev, Glazer School of Management

Publications

Mazar, A.,* Tomaino, G.,* Carmon, Z., & Wood, W. (2022). Americans discount the effect of friction on voter turnout. *Proceedings of the National Academy of Sciences*, 119(34). <https://doi.org/10.1073/pnas.2206072119>

Haran, U., **Mazar, A.**, Hurwitz, M., & Moran, S. (2022). Confidently at your service: Advisors alter their stated confidence to be helpful. *Organizational Behavior and Human Decision Processes*, 171, 104154. <https://doi.org/10.1016/j.obhdp.2022.104154>

Mazar, A., Wood, W. (2022). Illusory feelings, elusive habits: Explanations of behavior overlook habits. *Psychological Science*, 33(4), 563-578. <https://doi.org/10.1177/09567976211045345>

Mazar, A., Itzhakov, G., Lieberman, A., Wood, W. (2022). The unintentional nonconformist: Habits promote resistance to social influence. *Personality and Social Psychology Bulletin*. <https://doi.org/10.1177/01461672221086177>

Mazar, A.,* Tomaino, G.,* Carmon, Z., Wood, W. (2021). Habits for our habitat: Using habit psychology to promote sustainability. *Behavioral Science and Policy*, 7(2), 75-89. <https://doi.org/10.1353/bsp.2021.0014>

Wood, W., **Mazar, A.**, Neal, D., (2021) Habits and goals in human behavior: separate but interacting systems. *Perspectives on Psychological Science*. <https://doi.org/10.1177/1745691621994226>

Mazar, A., Wood, W. (2018). Defining habit in psychology. In B. Verplanken & S. Orbell (eds.), *The psychology of habit*. London, UK: Springer.

Submitted Manuscripts

Mazar, A., Tomaino, G., Carmon, Z., Wood, W. (under review). Distance to Vaccine Sites is Associated with Lower COVID-19 Vaccine Uptake.

Manuscripts in Preparation

Mazar, A.,* Tomaino, G.,* Carmon, Z., Wood, W. Lagging Behind: The Insidious Effects of Brief Internet Delays on Consumer Engagement

Kristal, A.,* **Mazar, A.**,* Gross, J., Duckworth, A. People Neglect to Use Situational Self-Regulation Strategies

Lira Luttges, B., **Mazar, A.**, Duckworth, A. Large Language Models Outperform Human Coders in Analyzing Open-Text Responses

Conference Presentations

- 2020 **Mazar, A.,** Wood, W. (February 2020) Illusory Motives, Elusive Habits: Lay Theories of Everyday Behavior. Motivation preconference to the annual meeting of the Society for Personality and Social Psychology, New Orleans, Louisiana, United States.
- 2019 **Mazar, A.,** Wood, W. (April 2019) Misattribution in Lay Theories of Automatic Behavior. USC mHealth Collaboratory, Los Angeles, California, United States.
- 2019 **Mazar, A.,** Wood, W., Lieberman, A., Itzhakov, G. (February 2019) Unintentional Determination: when Habits Override Social Influence. Annual meeting of the Society for Personality and Social Psychology, Portland, Oregon, United States.
- 2018 **Mazar, A.,** Wood, W., Lieberman, A., Itzhakov, G. (July 2019) Unintentional Determination: When Habits Override Social Influence. The Ohio State Symposium on Social Psychology, Columbus, Ohio, United States.

Poster Presentations

- 2022 **Mazar, A.,** Duckworth, A., Wood, W. (February 2022). When Motivation is Not Enough: Using Friction and Action Cues to Reduce Smartphone Use. Annual meeting of the Society for Personality and Social Psychology, San Francisco, CA, United States.
- 2021 **Mazar, A.,** Wood, W. (February 2021). When Motivation is Not Enough: Using Friction and Action Cues to Reduce Smartphone Use. Annual meeting of the Society for Personality and Social Psychology, remote conference.
- 2020 **Mazar, A.,** Wood, W. (February 2020). Illusory Motives, Elusive Habits: Lay Theories of Everyday Behavior. Annual meeting of the Society for Personality and Social Psychology, New Orleans, Louisiana, United States.
- 2019 **Mazar, A.,** Wood, W. (February 2019). Misattribution in Lay Theories of Automatic Behavior. Annual meeting of the Society for Personality and Social Psychology, Portland, Oregon, United States.
- 2018 Haran, U., **Mazar, A.,** Moran, S., & Hurwitz, M. (November 2018). Functional Overconfidence: When (and why) Advisors Express Overconfidence. Annual meeting of the Society for Judgment and Decision Making, New Orleans, Louisiana, United States.

Awards and Funding

Santa Fe Institute Complexity-GAINs International Summer School, 2022
Society for Personality and Social Psychology Graduate Travel Award, 2019
University of Southern California, Psychology Department Research Grant, 2018-2022
University of Southern California, Psychology Department Travel Grant, 2018-2021
University of Southern California, Summer Grant Writing Workshop Grant, 2018

Conferences Organized

- 2017 Science of Habits. Catalina Island, California. University of Southern California.

Teaching

University of Southern California, Psychology Department Teaching Fellowship
Drugs, Behavior, and Society, Spring 2022
Experimental Research Methods, Fall 2019
Statistics, Spring 2019; Fall 2021
Non-experimental Research Methods, Fall 2018

University of Ben-Gurion, Department of Linguistics and Foreign Literatures, Teaching Assistant
Survey of American Literature, Spring 2016

Media Coverage

How to Actually Stick to a Journaling Routine. *Time*. Mar 28, 2023

A Psychologist Explains Why New Habits Work Better than New Year's Resolutions. *Forbes*. Dec 27, 2022.

Why are Americans OK with voter suppression? *Fortune*. Nov 8, 2022.

Why Americans don't fight back when states make it harder to vote. *Washington Post*. Nov 7, 2022.

Breaking bad habits: Routines trump willpower. *CNN*. Aug 29, 2022.

To break unhealthy habits, stop obsessing over willpower – two behavioral scientists explain why routines matter more than conscious choices. *The Conversation*. Aug 9, 2022.

Our Mood Doesn't Affect Our Behavior as Much as Our Habits Do, Says New Research. *Forbes*. May 29, 2022.

Mood Has Less Control Over Behavior Than We Think. *Psychology Today*. June 2, 2022.

Could Behavioral Nudges Help us Tackle the Climate Crisis? *Financial Times*. September 15, 2021.

Trump's Overtures Struggle to Register with Religious Voters. *Politico*. September 10, 2020.

White Evangelicals and Catholics may Finally be Opening their Ears. *Washington Post*. September 14, 2020.

Professional associations

Association for Consumer Research (ACR)

Society for Judgment and Decision Making (SJDM)

Association for Psychological Science (APS)

Society for Personality and Social Psychology (SPSP)

Research Interests

Friction; Habit; Behavior Change; Field Studies