

Jon M. Jachimowicz

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ACADEMIC POSITIONS

2019 — Assistant Professor of Business Administration
Organizational Behavior Unit, Harvard Business School

EDUCATION

2019 Graduate School of Business, Columbia University
PhD in Management

2014 Judge Business School, University of Cambridge
MPhil in Innovation, Strategy, & Organization

2013 University of St Andrews
MA in Management and Psychology

PUBLICATIONS

1. Witte, M., Hensel, L., ... & **Jachimowicz, J.M.** [Global Behaviors, Perceptions, and the Emergence of Social Norms at the Onset of the COVID-19 Pandemic](#) (in press). *Journal of Economic Behavior and Organization*.
2. **Jachimowicz, J.M.**, Frey, E., Matz, S.C., Jeronimus, B.F., & Galinsky, A.D. (in press). [The Sharp Spikes of Poverty: Financial Scarcity Is Related to Higher Levels of Distress Intensity in Daily Life](#). *Social Psychological and Personality Science*.
3. **Jachimowicz, J.M.**, Wihler, A., & Galinsky, A.D. (2021) [My Boss' Passion Matters as Much as My Own: The Interpersonal Dynamics of Passion are a Critical Driver of Performance Evaluations](#). *Journal of Organizational Behavior*.
4. *Gladstone, J.J., ***Jachimowicz, J.M.**, *Greenberg, A.E., & Galinsky, A.D. (2021). [Financial Shame Spirals: How Shame Intensifies Financial Hardship](#). *Organizational Behavior and Human Decision Processes*.
5. Anicich, E., **Jachimowicz, J.M.**, Osborne, M., & Phillips, L.T. (2021). [Structuring Local Environments to Avoid Racial Diversity: Anxiety Drives Whites' Geographical and Institutional Self-Segregation Preferences](#). *Journal of Experimental Social Psychology*. Covered by [Science Magazine as a notable paper](#).
6. ***Jachimowicz, J.M.**, *Mo, R., Greenberg, A.E., Jeronimus, B.F., & Whillans, A.V. (2020) [Income More Reliably Predicts Frequent than Intense Happiness](#). *Social Psychological and Personality Science*.
7. **Jachimowicz, J.M.** (2020) [Energy Conservation Behaviour: Three Thumbs Up for Social Norms](#). *Nature Energy*, 5, 826-827.
8. Götz, F., Gvartz, A., Galinsky, A.D., & **Jachimowicz, J.M.** (2020) [How Personality and Policy Predict Pandemic Behavior: Understanding Sheltering-in-Place in 55 Countries at the Onset of COVID-19](#). *American Psychologist*.

9. ***Jachimowicz, J.M., *Lee, J., Staats, B., Gino, F., & Menges, J.I.** [Between Home and Work: Commuting as an Opportunity for Role Transitions](#). (2020) *Organization Science*.
10. ***Jachimowicz, J.M., *Szaszi, B., Lukas, M., Smerdon, D., Prabhu, J., & Weber, E.U.** [Higher economic inequality intensifies the financial hardship of people living in poverty by fraying the community buffer](#). (2020). *Nature Human Behaviour*, 4, 702-712.
11. **Jachimowicz, J.M., To, C., Agasi, S., Côté, S., & Galinsky, A.D.** (2019). [The gravitational pull of passion: why and when people admire and support individuals who express passion](#). *Organizational Behavior and Human Decision Processes*, 153, 41-62.
12. ***Jachimowicz, J.M., *Gladstone, J.G., Berry, D., Kirkdale, C., Thornley, T., Galinsky, A.D.** (2019). [Making medications stick: improving medication adherence by highlighting the personal health costs of non-compliance](#). *Behavioural Public Policy*.
13. **Jachimowicz, J.M., Duncan, S., Weber, E.U., & Johnson, E.** (2019). [When and why defaults influence decisions: a meta-analysis of default effects](#). *Behavioural Public Policy*.
- 14a. **Jachimowicz, J.M., Wihler, A., Bailey, E.R. & Galinsky, A.D.** (2018). [Why grit requires perseverance and passion to positively predict performance](#). *Proceedings of the National Academy of Sciences*. 115(40), 9980-9985.
- 14b. **Jachimowicz, J.M., Wihler, A., Bailey, E.R. & Galinsky, A.D.** (2019). [Reply to Guo et al. and Credé: Grit-S scale measures only perseverance, not passion, and its supposed subfactors are merely artifactors](#). *Proceedings of the National Academy of Sciences*.
15. ***Jachimowicz, J.M., *Hauser, O., O'Brien, J., Sherman, E., & Galinsky, A.D.** (2018). [The critical role of second-order normative beliefs in predicting energy conservation](#). *Nature Human Behavior*. 2(10), 757-764.
16. **Jachimowicz, J.M., Chafik, S., Munrat, S., Prabhu, J., & Weber, E.U.** (2017). [Community trust reduces myopic decisions of low-income individuals](#). *Proceedings of the National Academy of Sciences*. 114(21), 5401-5406.

MANUSCRIPTS IN REVISION & UNDER REVIEW

Bredehorst, J., Krautter, K., Meuris, J., & **Jachimowicz, J.M.** The Challenge of Maintaining Passion for Work Over Time: A Dynamic Perspective on Passion and Emotional Exhaustion. Revise and Resubmit at *Organization Science*.

Lupoli, M., **Jachimowicz, J.M.**, Galinsky, A.D., & Brockner, J. Passion Gaps Create Ethical Cracks: Lacking Desired Passion Increases Unethical Pro-Organizational Behavior. Revise and Resubmit at *Journal of Applied Psychology*.

Kwon, M., Lee Cunningham, J., & **Jachimowicz, J.M.** Discerning Saints: Intrinsic Motivation and Selective Prosociality in Teams. Revise and Resubmit at *Academy of Management Journal*.

Blesch, K., Hauser, O.P., & **Jachimowicz, J.M.**, Measuring Inequality Beyond the Gini Coefficient May Clarify Conflicting Findings. Revise and Resubmit at *Nature Human Behaviour*.

Landis, B., **Jachimowicz, J.M.**, & Wang, D. A Network Activity Perspective on Extraverts as Emergent Leaders: Unshakeable Winners or Troubled Stars? Revise and Resubmit at *Journal of Personality and Social Psychology*.

AWARDS AND HONORS

2021	Poets & Quants, Best 40 Under 40 B-School Profs
2020	Capital 40 under 40
2020	Forbes 30 under 30
2019 – 2022	Evaluating the Influence of Cash Transfers and Community-Building on Poverty Alleviation: A Randomized Controlled Trial in Collaboration with the Family Independence Initiative and the City of Boston (\$500,000), Co-Lead Investigator (with Oliver Hauser)
2017 - 2019	Health Foundation Grant (\$60,000), 2017-2019, Principal Investigator, for “Supporting the Pursuit of Passion in Nurses: A Field Study in UK Hospitals.” Awarded November 2017 (more details available here)
2017	DRRC Student Conference Travel Scholarship
2017	SPSP JDM Pre-Conference Student Paper Award
2017	SPSP Graduate Student Travel Grant
2016	Deming Foundation Grant (\$12,000)
2014 - 2018	Columbia Behavioral Lab Fellowship
2013, 2017	Cambridge Judge Business School Small Research Grant
2013 - 2014	Economic and Social Research Council (UK) Scholarship
2013 - 2014	Kurt Hahn Trust Scholarship
2013	Miller Prize for Best Undergraduate Student in Graduating Class
2011 - 2018	German National Academic Merit Foundation

TEACHING ACTIVITY

LEAD (Leadership and Organizational Behavior) Harvard Business School	2019, 2020, 2021
Negotiations and Conflict Resolution Adjunct Professor, Manhattan College Rating: 4.9/5.0 (25 students; department average: 4.3/5.0)	Spring 2018

FIELD SERVICE

Editorial Review Board, *Academy of Management Journal*, 2021-
[Special Issue Associate Editor](#), *Academy of Management Discoveries*, 2021-2022

ADDITIONAL INFORMATION

Languages: Native German and English; Fluent Spanish and Polish; Conversational French

Citizenships: Germany and Sweden

Affiliations: Academy of Management, Association for Psychological Science, Society for Personality and Social Psychology, Society for Judgment and Decision-Making

Ad-hoc reviewer: *Academy of Management Journal, Organization Science, Proceedings of the National Academy of Sciences, Organizational Behavior and Human Decision Processes, Journal of Experimental Social Psychology, Perspectives in Psychological Science, Nature Energy, Behavioral Science & Policy, Swiss National Science Foundation & many others*

Hobbies: Salsa Instructor and Teacher (*on 2*), long-distance running/cycling