

Patrick Rooney

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EDUCATION

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|------------------------|---|
| 2016 - 2022 (expected) | Ph.D. Business (Strategic Management)
Rotman School of Management, University of Toronto
Toronto, ON, Canada
<i>Committee:</i> Nico Lacetera (chair), Tanjim Hossain, Anita McGahan, Brian Silverman |
| 2014 | A.B. Economics, cum laude
Harvard College, Harvard University
Cambridge, MA |

RESEARCH INTERESTS

Experimental Economics and Analytics, Behavioral Science, Nonmarket Strategy, Stakeholder Theory

PEER-REVIEWED PUBLICATIONS

Rooney, Patrick and Jonathan Smith. (2019) "The Impact of Highly Publicized Campus Scandals on College Outcomes". *Contemporary Economics Policy* 37(3): 492-508.

ONGOING PROJECTS

Rooney, Patrick. "The Individual-Level Antecedents to Corporate Political Stances." Jan 2021. (Manuscript Preparation)

Rooney, Patrick, Sarah Kaplan, and András Tilcsik. "The Cases for Diversity and Inclusion Initiatives." Nov 2020. (Experimentation)

Rooney, Patrick. "Incentivizing Coordination at Work." Feb 2020. (Manuscript Revision)

BUSINESS CASES AND TEACHING MATERIALS

Beshears, John, Patrick Rooney, and Jenny Sanford. "Express Scripts: Promoting Prescription Drug Home Delivery (A)." Harvard Business School Case 916-023, February 2016.

Beshears, John, Patrick Rooney, and Jenny Sanford. "Express Scripts: Promoting Prescription Drug Home Delivery (B)." Harvard Business School Case 916-024, February 2016.

Luca, Michael, Kevin Mohan, and Patrick Rooney. "Launching Yelp Reservations (A)." Harvard Business School Case 916-003, July 2015.

Luca, Michael, Kevin Mohan, and Patrick Rooney. "Launching Yelp Reservations (B)." Harvard Business School Supplement 916-004, July 2015.

Luca, Michael, Kevin Mohan, and Patrick Rooney. "Launching Yelp Reservations (A) and (B)." Harvard Business School Teaching Note 916-005, July 2015.

Luca, Michael, and Patrick Rooney. "Behavioural Insights Team (A)." Harvard Business School Case 915-024, March 2015.

Luca, Michael, and Patrick Rooney. "Behavioural Insights Team (B)." Harvard Business School Supplement 915-025, March 2015.

Luca, Michael, and Patrick Rooney. "Behavioural Insights Team (A) and (B)." Harvard Business School Teaching Note 915-026, March 2015.

TEACHING AND COURSE ASSISTANTSHIPS

Rotman School of Management

2020	<i>Strategy (Undergraduate, Summer, First Online Iteration)</i> Sole Instructor for Undergraduate Competitive Strategy Course <ul style="list-style-type: none">Transitioned the course from a 60-person, in-person lecture to 150-person online course in light of COVID-19Evaluation: 4.3 / 5 (Historical Dept. Average: 4.1/5)
2019	<i>Strategy (Undergraduate, Spring)</i> Sole Instructor for Undergraduate Competitive Strategy Course <ul style="list-style-type: none">Evaluation: 4.6/5
2019	<i>Strategy (Undergraduate, Spring)</i> TA for Prof. Nico Lacetera
2019	<i>Strategies for Sustainability Management (Masters in Sustainability, Spring)</i> TA for Prof. Nico Lacetera

Harvard Business School

2015 - 2016	<i>MBA and PhD Classes</i> TA for courses in Applied Econometrics, Negotiation, Technology Strategy, Behavioral Economics
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AWARDS AND HONORS

2019	<i>Lee-Chin Institute for Corporate Sustainability</i> , Rotman School Value: \$7,500
2017	<i>Behavioral Economics in Action at Rotman PhD Award</i> , Rotman School Value: \$7,500
2017 - 2021	<i>Ontario Trillium Scholarship</i> , Province of Ontario
2016	<i>Director's Fellowship</i> , Rotman School
2012	<i>Joseph L. Barrett Award</i> , Harvard College Best Undergraduate Peer Tutor at Harvard College

ACADEMIC SERVICE

2016 - 2017	<i>Rotman PhD Students Association</i>
2015 - 2016	<i>Non-Resident Tutor</i> , Lowell House, Harvard College Undergraduate Academic Adviser in Business and Economics

INDUSTRY PRESENTATIONS

“Behavioral Economics 101” Canadian Federation for Healthcare Improvement (2019)
Ontario Long Term Care Association Strategic Innovation Council (2018)

WHITE PAPERS & REPORTS

Feng, Bing, Erica Singer, Gina Kim, Patrick Rooney, Dilip Soman, and Melanie Kim. “Why Do People Fail to Act on Financial Plans? A Behavioural Lens on Financial Planning.” Behavioral Economics in Action at Rotman (BEAR) Report Series, October 2019.

Bin Latheef, Mohsin, Patrick Rooney, and Dilip Soman. “Electric Vehicles: Plugging in with Behavioural Insights.” Behavioral Economics in Action at Rotman (BEAR) Report Series, January 2018.

Poon, Jane, Melanie Kim, Patrick Rooney, and Lu Han. “Human Behaviour and the Life Insurance Application Journey.” Behavioral Economics in Action at Rotman (BEAR) Report Series, October 2017.

OTHER ACADEMIC WORK EXPERIENCE

2017 - 2020	Research Coordinator , Rotman School of Management Behavioral Economics in Action at Rotman (BEAR)
2014 - 2016	Research Associate , Harvard Business School Supervisors: Profs. Michael Luca & John Beshears Negotiation, Organizations and Markets Unit
2013	Intern , White House Council of Economic Advisers Supervisor: Prof. James Stock
2012	Summer Research Fellow , Harvard Business School Supervisor: Prof. Mihir Desai
2011 - 2013	Award Peer Tutor , Bureau of Study Counsel, Harvard College Microeconomics, Econometrics, Statistics

MEDIA COVERAGE OF RESEARCH: *Harvard Business Review, NPR Marketplace, Huffington Post, New England Public Radio, Houston Chronicle, The Atlanta Journal-Constitution, Times Higher Education, Quartz, Harvard Business School Working Knowledge, Market Watch, The Conversation.*

COMPUTING/PROGRAMMING SKILLS: Python, R, STATA, SQL, Qualtrics, Git, oTree, Heroku, Django, Upwork, Prolific, MS Office Suite

CITIZENSHIP: United States of America (Special Sworn Status)