David Richard Tannenbaum

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Academic Employment

Since 2014	Postdoctoral Research Fellow Booth School of Business, University of Chicago
2011–2014	Postdoctoral Research Fellow Anderson School of Management, University of California, Los Angeles

Education

2005–2011	PhD in Social Psychology, University of California, Irvine
2000–2004	BA in Psychology, University of Southern California

Professional Memberships

Academy of Management
Behavioral Science and Policy Association
Society for Judgment & Decision-Making
Society for Personality & Social Psychology

Honors and Awards

2010	Student Travel Award, JDM Pre-conference, Society for Personality and Social Psychology
2008, 2010	Student Poster Award, Honorable Mention, Society for Personality and Social Psychology
2009–2010	Outstanding Mentoring Award, School of Social Ecology, UC Irvine

Grants and Fellowships

2011	Social Ecology Dean's Dissertation Writing Fellowship, UC Irvine
2011	"Do policy defaults communicate choice-relevant information?" NSF Time-sharing Experiments for the Social Sciences, (Co-PI with Peter H. Ditto)
2011	Bernard Marcus Fellow, Institute for Humane Studies
2009	Summer Fellow, Summer Institute in Bounded Rationality, Max Planck Institute for Human Development, Berlin, Germany
2009	Pre-doctoral Research Fellow, Kellogg School of Management
2007	Summer Fellow, Summer Institute in Social Psychology, University of Texas
2006	Summer Fellow, Summer Institute in Political Psychology, Stanford University

Publications

in press	Tannenbaum, D., Fox, C.R., & Ülkümen, G. "Judgment extremity and accuracy under epistemic versus aleatory uncertainty." *Management Science.*
in press	Schweinsberg et al., "The pipeline project: Pre-publication independent replications of a single laboratory's research pipeline." *Journal of Experimental Social Psychology.*
2015	Tannenbaum et al., "Nudging physician prescription decisions by partitioning the order set: Results of a vignette-based study." *Journal of General Internal Medicine*, vol. 30, 298-304.
2013	Tannenbaum, D., Valasek, C.J., Knowles, E.D., & Ditto, P. H. "Incentivizing wellness in the workplace: Sticks (not carrots) send stigmatizing signals." *Psychological Science*, vol. 24, 1512–1522.
2013	Uhlmann, E.L., Zhu, L., & Tannenbaum, D. "When it takes a bad person to do the right thing." *Cognition*, vol. 126, 326–334.
2012	Pizarro, D.A., Tannenbaum, D., & Uhlmann, E.L. "Mindless, harmless, and blameworthy." *Psychological Inquiry*, vol. 23, 185–188. [invited commentary]
2011	Fox, C.R., & Tannenbaum, D. "The elusive search for stable risk preferences." *Frontiers in Psychology*, vol. 2, article no. 298. [invited commentary]
2011	Tannenbaum, D., Uhlmann, E.L., & Diermeier, D. "Moral signals, public outrage, and immaterial harms." *Journal of Experimental Social Psychology*, vol. 47, 1249–1254.

2011	Pizarro, D.A., & Tannenbaum, D. "Bringing character back: How the motivation to evaluate character influences judgments of moral blame" in P. Shaver & M. Mikulincer (Eds.), *The social psychology of morality: Exploring the causes of good and evil* (pp. 91–108). Washington, DC: American Psychological Association.
2011	Uhlmann, E.L., Poehlman, T.A., Tannenbaum, D., & Bargh, J.A. "Implicit Puritanism in American moral cognition." *Journal of Experimental Social Psychology*, vol. 47, 312–320.
2009	Uhlmann, E.L., Pizarro, D. A., Tannenbaum, D., & Ditto, P. H. "The motivated use of moral principles." *Judgment and Decision Making*, vol. 4, 479–491.
2009	Ditto, P.H., Pizarro, D.A., & Tannenbaum, D. "Motivated moral reasoning" in B. H. Ross (Series Ed.) & D. M. Bartels, C. W. Bauman, L. J. Skitka, & D. L. Medin (Eds.) *Psychology of learning and motivation, Vol. 50: Moral judgment and decision making* (pp. 307–338). San Diego, CA: Academic Press.
2009	Peterson, B., Smith, J.A., Tannenbaum, D., & Shaw, M.P. "On the 'exporting' of morality: Relation to political conservatism and epistemic motivation." *Social Justice Research*, vol. 22, 206–230.

Working Papers and Manuscripts under Review

Tannenbaum, D., Fox, C.R., & Rogers, T. "On the misplaced politics of behavioral policy interventions."

Tannenbaum, D., & Ditto, P.H. "Information asymmetries in default options"

Tannenbaum, D., Fox, C.R., & Goldstein, N.J. "Partitioning menu options to nudge single-item choice"

Tannenbaum, D., & Bartels, D.M. "Value-driven trade-off reasoning in consumer choice"

Critcher, C.R., Helzer, E.G., Tannenbaum, D., & Pizarro, D.A. "Moral evaluations depend on inferences about occurrent beliefs"

Walters, D., Erner, C., Ülkümen, G., Tannenbaum, D., & Fox, C.R. "Epistemic and aleatory uncertainty in financial decision making"

Hadar, L., Tannenbaum, D., & Fox, C.R. "Subjective knowledge attenuates default effects"

Popular Press Articles

2015	Craig Fox & David Tannenbaum, "How do we really feel about policy 'nudges'?" *The New York Times* (op-ed).

Invited Presentations

"Disentangling Two Dimensions of Subjective Uncertainty"

Social Psychology brownbag, UC San Diego • Behavioral Economics and Decision Research workshop, Cornell • Marketing workshop, IDC Herzliya • Psychology Departmental colloquium, Hebrew University

"Choice Architecture and Social Inference"

Center for Behavioral Decision Research brownbag, Carnegie Mellon • Operations and Information Management brownbag, The Wharton School • Behavioral Science Workshop, Booth School of Business • Social Psychology brownbag, University of Tilburg • Decision Processes seminar, The Wharton School • Cognitive Psychology brownbag, UC San Diego • Social Psychology brownbag, University of Iowa • Psychology and Social Behavior colloquium, UC Irvine • Management and Organizations workshop, UCLA Anderson School of Management

Paper Presentations

2015 "Does Masculine = Utilitarian?" Association for Psychological Science, New York, NY.

2014 "Partisan nudge bias." Society for Judgment and Decision Making, Long Beach, CA.

2014 "Default behavior as social inference." Petrie-Flom Center for Health Law Policy, Harvard Law School, Cambridge, MA.

2013 "Partitioning menu options to nudge single-item choice." Society for Judgment and Decision Making, Toronto, ON.

2013 "Partitioning menu options to nudge single-item choice." Subjective Probability, Utility, and Decision Making conference, Barcelona, Spain.

2012 "Variants of uncertainty and judged probability." Society for Judgment and Decision Making, Minneapolis, MN.

2012 "Moral signals and person-centered moral judgment" Game Theory and Human Behavior Fall symposium, University of Southern California, CA.

2012 "Bold and timid forecasts: Variants of uncertainty and judged probability." Behavioral Decision Research in Management, Boulder, CO.

2012 "When doing good isn't good enough." Society for Philosophy and Psychology, Boulder, CO.

2011 "Moral signals, public outrage, and immaterial harms." Society for Personality and Social Psychology, San Antonio, TX.

2010	"Choosing for the right reasons: Value-driven reasoning in consumer choice." Society for Judgment and Decision-Making, St. Louis, MO.
2010	"Value-driven reasoning in consumer choice." Association for Consumer Research, Jacksonville, FL.
2010	"Information asymmetries in policy defaults." Behavioral Decision Research in Management, Carnegie Mellon University, Pittsburgh, PA.
2010	"Information asymmetries in policy defaults." Princeton Graduate Student Conference on Psychology and Policy Making, Princeton, NJ.
2008	"Judgments of intentional action are shaped by moral considerations." Midwestern Psychological Association, Chicago, IL.
2006	"The (politically) motivated use of moral principles." Summer Institute in Political Psychology, Stanford University, CA.

Conference Poster Presentations

2011	"Worksite wellness programs: Sticks send stigmatizing signals." Society for Judgment and Decision Making, Seattle, WA.
2010	"Understanding moral outrage to immaterial harms." Society for Personality and Social Psychology, Las Vegas, NV.
2010	"Value-driven trade-off reasoning in consumer choice." Judgment and Decision Making Pre-conference, Society for Personality and Social Psychology, Las Vegas, NV.
2009	"Information asymmetries in policy defaults." Summer Institute in Bounded Rationality in Psychology and Economics, Berlin, Germany.
2009	"The 'Punishment Enough' effect." Society for Personality and Social Psychology, Tampa, FL.
2009	"Policy defaults and implicit advice: Opt-outs convey information, but opt-ins do not." Judgment and Decision Making Pre-conference, Society for Personality and Social Psychology, Tampa, FL.
2008	"Information asymmetries in policy defaults: Some defaults speak louder than others." Pre-conference on "Using Human Nature to Improve Human Life," Society for Judgment and Decision Making, Chicago, IL.
2008	"Different moral values produce different judgments of intentionality." Society for Personality and Social Psychology, Albuquerque, NM.
2007	"The motivated use of moral principles." Society for Personality and Social Psychology, Memphis, TN.
2006	"Truth and consequences: The motivated use of moral principles." Association for Psychological Science, New York, NY.

Teaching Experience

Advanced Negotiations (Teaching Assistant, Chicago Booth)
Error and Bias (Instructor, UC Irvine)
Social Psychology (Teaching Assistant, UC Irvine)
Personality (Teaching Assistant, UC Irvine)
Introduction to Human Behavior (Teaching Assistant, UC Irvine)
Motivation (Teaching Assistant, UC Irvine)
Research Design (Teaching Assistant, UC Irvine)
Psychological Testing & Assessment (Teaching Assistant, UC Irvine)

Professional Service

Ad Hoc Reviewer

Acta Psychologica
American Law and Economics Review
Basic and Applied Social Psychology
Cognition
Cognitive Science
Comprehensive Results in Social Psychology
Current Direction in Psychological Science
Journal of Behavioral Decision Making
Journal of Experimental Social Psychology
Journal of Experimental Psychology: General
Journal of Experimental Psychology: Applied
Judgment and Decision Making
Management Science
Motivation and Emotion
Organizational Behavior and Human Decision Processes
Personality and Social Psychology Bulletin
Psychological Science
Social Psychological and Personality Science
Social Justice Research

Grant Reviewer

National Science Foundation
Time-sharing Experiments for the Social Sciences (TESS)
United States-Israel Binational Science Foundation (BSF)