

NICHOLAS R. HERZOG

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EDUCATION

- Expected 2024 **The University of Chicago Booth School of Business**
PhD, Marketing
- 2017 **The University of Chicago**
MA, Social Sciences
- 2015 **University of Wisconsin-Madison**
BA, Psychology

WORKING PAPERS

Huppert, E. L., Herzog, N. R., Landy, J. F., & Levine, E. E. (2021). Being dishonest about dishonesty: The social benefits of taking absolute moral stances.

Landy, J. F., Herzog, N. R., & Bartels, D. M. (2018). Evaluations of decision makers in complex moral situations.

RESEARCH IN PROGRESS

Bartels, D. M., Herzog, N. R., & Sussman, A. B. The not-so-subtle distinctions between anchors and reference points.

Herzog, N. R. & Bartels, D. M. Price expectations and opportunity cost consideration.

Herzog, N. R., Landy, J. F., & Levine, E. E. Precommitment to moral values.

CONFERENCE PRESENTATIONS

Herzog, N. R. & Bartels, D. M. (2021, August). Price Expectations and Spontaneous Opportunity Cost Consideration. Paper presented to the SPUDM conference. Coventry, England (online).

Herzog, N. R., Landy, J. F., & Levine, E. E. (2019, November). Precommitment to moral values. Paper presented to the Annual Meeting of the Society for Judgment and Decision Making. Montreal, QC.

Herzog, N. R., Landy, J. F., & Bartels, D. M. (2018, July). Moral thoughtfulness: Thinking carefully about complex moral problems is a virtue. Paper presented to the Annual Meeting of the Society for Philosophy and Psychology. Ann Arbor, MI.

Herzog, N. R., Landy, J. F., & Bartels, D. M. (2018, April). Moral thoughtfulness: Thinking carefully about complex moral problems is a virtue. Poster presented to the Annual Meeting of the Midwestern Psychological Association. Chicago, IL

Herzog, N. R., Landy, J. F., & Bartels, D. M. (2017, November). Moral thoughtfulness: Thinking carefully about complex moral problems is a virtue. Paper presented to the Annual Meeting of the Society for Judgment and Decision Making. Vancouver, BC.

TEACHING

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|-------------|---|
| 2017 – 2021 | The University of Chicago Booth School of Business
Marketing Strategy (MBA) with Abigail Sussman
Consumer Behavior (MBA) with Daniel Bartels
Consumer Behavior (MBA) with Daniel Bartels
Managerial Decision Making (MBA) with Reid Hastie |
| 2015 – 2016 | University of Wisconsin-Madison, Department of Psychology
Research Methods (undergraduate) with Tina Winston |

AWARDS AND HONORS

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|------|---|
| 2020 | Katherine Dusak Miller PhD Fellowship |
| 2016 | The University of Chicago Social Science Scholarship |
| 2015 | University of Wisconsin-Madison, Graduated with Distinction |
| 2015 | University of Wisconsin-Madison, Psychology Undergraduate Research Scholar Award |

TECHNICAL SKILLS

R, Python, Stata, Qualtrics, MTurk, Prolific, Microsoft Office

PROFESSIONAL EXPERIENCE

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| 2017 – 2019 | The University of Chicago Booth School of Business, Marketing
<i>Research Professional:</i> Managed research projects for Abigail Sussman, Oleg Urminsky and Daniel Bartels. Prepared IRB submissions, programmed online surveys, collected and analyzed data, presented research in workshops. |
| 2015 – 2016 | University of Wisconsin-Madison, Waisman Center, Wisconsin Twin Project
<i>Research Assistant:</i> Oversaw neuroimaging (MRI) project on emotion regulation in adolescent twins. Recruited participants, conducted experiments and diagnostic interviews, processed data, and trained undergraduate research assistants. |