

Samantha Danielle Kassirer

Kellogg School of Management
Northwestern University
2211 Campus Drive, Room 5130
Evanston, IL 60208

samantha.kassirer@kellogg.northwestern.edu

EDUCATION

- Ph.D. **Kellogg School of Management, Northwestern University, 2023 (expected)**
Management & Organizations (Minor: Social Psychology)
- M.S. **Kellogg School of Management, Northwestern University, 2021**
Management & Organizations
- M.A. **University of Chicago, 2017**
Social Science (Social Psychology Track)
- B.S. **The Ohio State University, 2016**
Psychology, Magna Cum Laude

RESEARCH INTERESTS

Morality, Moralization, Ethics, Charitable Giving, Charitable Receiving, and Prosociality

PUBLICATIONS

- O'Brien, E. & **Kassirer, S.** (2019). People Are Slow to Adapt to the Warm Glow of Giving. *Psychological Science*, 30(2): 193-204. <https://doi.org/10.1177/0956797618814145>
- Kassirer, S.**, Levine, E., & Gaertig, C. (2020). Decisional Autonomy Undermines Advisees' Judgments of Experts in Medicine and in Life. *Proceedings of the National Academy of Science*. <https://doi.org/10.1073/pnas.1910572117>

MANUSCRIPTS UNDER REVIEW

Kassirer, S. & Touré-Tillery, M. Giving Time or Money: Which Altruism Feels More Effective? *Under review*.

MANUSCRIPTS IN PREPARATION

Kassirer, S., Jordan, J., & Kouchaki, M. (in preparation). Giving-by-Proxy Triggers Subsequent Charitable Behavior: Potential Societal Impacts of Giving-by-Proxy Campaigns.

Kassirer, S. & Kouchaki, M. (in preparation). The Negative Effects of Giver Spotlighting on Recipients of Aid.

Kassirer, S., Jami, A., & Kouchaki, M. (in preparation). Aid-type and Shame.

Kassirer, S. Waldfogel, H., & Kouchaki, M. (in preparation). The ‘Victim’s’ Perspective on Being Identified.

Kassirer, S. & Schroeder, J. (in preparation). Can Beggars Be Choosers? How Donors Respond to Recipient Requests for Different Aid

Kassirer, S. & Rucker, D. (in preparation). Opening Minds to Costly Moralization.

SELECT RESEARCH IN PROGRESS

Kassirer, S., Kouchaki, M., & Smith, I. (in progress). A Gradient Meta-theory of Moralization.

Kassirer, S., Kouchaki, M., & Smith, I. (in progress). Antecedents to Moralization.

Kassirer, S., To, C., Jami, A., & Kouchaki, M. (in progress). Lay Motives for (Effective) Charitable Giving.

CHAired SYMPOSIA

Kassirer, S., Jordan, J., & Kouchaki, M. (2019, July) Choice & Charitable Giving. Talk given as part of Symposium, “Double-Edge Swords: Factors that Induce or Prohibit Prosocial and Ethical Behavior,” at the *International Association for Conflict Management*, Dublin, Ireland. (*Organizers*: Samantha Kassirer & Maryam Kouchaki; *Speakers*: Samantha Kassirer, Rebecca Schaumberg, Nicholas Hayes, Sam Elliott Skowronek, Nir Halevy, Jessica Kennedy)

PRESENTATIONS

Kassirer, S. & Kouchaki, M. (2020, November) Impacts of Giver Salience on Recipients of Aid. Talk given at Kellogg School of Management's *Graduate Research Seminar*, Virtual Seminar.

Kassirer, S. & Touré-Tillery, M. (2020, September) Donating or Volunteering: Which altruism feels more effective? Talk given at the *Science of Philanthropy Initiative*, Virtual Conference.

Kassirer, S. & Kouchaki, M. (2020, July) Impacts of Giver Salience on Recipients of Aid. Talk given at the *International Association for Conflict Management*, Virtual Conference.

Kassirer, S. & Touré-Tillery, M. (2020, July) Donating or Volunteering: Which altruism feels more effective? Talk given at the *International Association for Conflict Management*, Virtual Conference.

Kassirer, S. Levine, E., & Gaertig, C. (2019, August) The Costs of Autonomy. Talk given at the *Academy of Management*, Boston, Massachusetts.

Kassirer, S. Levine, E., & Gaertig, C. (2019, July) The Costs of Autonomy. Talk given at the *International Association for Conflict Management*, Dublin, Ireland.

Kassirer, S. Levine, E., & Gaertig, C. (2019, May) The Costs of Autonomy: Decisional autonomy undermines advisees' judgments of experts. Talk given at the *Kellogg-Booth Student Symposium*, Chicago, IL.

Kassirer, S. & Kouchaki, M. (2019, November) The Identified Giver: How does having one's giver identified impact the recipients of aid? Talk given at Kellogg School of Management's *Graduate Research Seminar*, Evanston, IL.

Kassirer, S., Levine, E., & Gaertig, C. (2018, August) Decision makers prefer paternalism: On the costs of providing decisional autonomy. Talk given as part of Symposium, "You Need to Hear This: Improving the Exchange of Unwelcome (But Important) Information" at the *Academy of Management*, Chicago, Illinois. (*Organizer*: Hayley Blunden; *Speakers*: Julia Minson, Juliana Schroeder, Samantha Kassirer, Hayley Blunden, Paul Green)

Kassirer, S., Levine, E., & Gaertig, C. (2018, July) Decision makers prefer paternalism: On the costs of providing decisional autonomy. Data blitz given at the *International Association for Conflict Management*, Philadelphia, Pennsylvania.

GRANTS, HONORS, & SCHOLARSHIPS

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| 2020 | The Buffett Institute for Global Affairs Dissertation Research Award from Northwestern University; "Impacts of Giver Salience on Recipients of Aid" (with Maryam Kouchaki; \$5,000) |
| 2019 | The Graduate School's Conference Travel Grant from Northwestern University (Academy of Management; \$800) |
| 2018 | Dispute Resolution Research Center (DRRC) Research Grant, Kellogg School of Management, Northwestern University; "The Path to Moralization: Habitization or Education?" (with Maryam Kouchaki; \$2,500) |
| 2016-2017 | Tuition Scholarship, Masters of Arts Program in Social Science, University of Chicago (\$17,904) |
| 2015 | Undergraduate Research Scholar Award, Social Psychology Department, The Ohio State University; "Manipulating the Cost/Benefit Ratio in Moral Dilemmas: Can Numbers Sway Philosophical Preference?" (with John Opfer; \$1,000) |

PROFESSIONAL SERVICES & AFFILIATIONS

Services at Northwestern's Kellogg School of Management

Member of MORS PhD admissions committee (2019-2020)

Ad Hoc Journal Reviewer

Organizational Behavior and Human Decision Processes (2020-present)

Conference Reviewer

Academy of Management (2018-present)

International Association for Conflict Management (2018-present)

Professional Affiliations

Academy of Management (2018-present)
International Association for Conflict Management (2018-present)
Society for Judgement & Decision-Making (2019-present)
Science of Philanthropy Initiative (2019-present)

TEACHING EXPERIENCE

2020, 2021 Leadership and Management at Northwestern's Kellogg School of Management,
Teaching Assistant (Professor: Nour Kteily, Nicholas Pearce, and Adam Waytz)
2019 Leading and Managing Teams at Northwestern's Kellogg School of Management,
Teaching Assistant (Professor: Maryam Kouchaki)
2019 Negotiation Fundamentals at Northwestern's Kellogg School of Management,
Teaching Assistant (Professor: Nour Kteily)
2018 Strategies and Processes of Negotiation at University of Chicago's Booth School of Business,
Teaching Assistant (Professor: Emma Levine)
2018 Leadership, Strategy and Getting Things Done at University of Chicago's Harris School of
Policy, *Teaching Assistant* (Professor: John Burrows)
2018 Leadership, Negotiations and Management at University of Chicago's Harris School of Policy,
Teaching Assistant (Professor: John Burrows)
2017 Strategies and Processes of Negotiation at University of Chicago's Booth School of Business,
Teaching Assistant (Professor: John Burrows)

SELECT MEDIA COVERAGE

Chicago Booth Review (2020, November). "The downfall (and possible salvation) of expertise."
<https://review.chicagobooth.edu/behavioral-science/2020/article/downfall-and-possible-salvation-expertise>

Chicago Booth Review (2020, May). "In uncertain times, people want expert guidance."
<https://review.chicagobooth.edu/behavioral-science/2020/article/uncertain-times-people-want-expert-guidance>

Chicago Booth Review (2019, April). "Want to be happier? Give more to others."
<https://review.chicagobooth.edu/behavioral-science/2019/article/want-be-happier-give-more-others>

Association for Psychological Science (2018, December). "Joy of giving lasts longer than the joy of getting."
https://www.psychologicalscience.org/news/releases/the-joy-of-giving.html?aps_source=homepage&aps_medium=featuredtile&aps_campaign=internal

Psychology Today (2018, December). "Is Giving Actually a Gift to Yourself?"
<https://www.psychologytoday.com/us/blog/between-you-and-me/201812/is-giving-actually-gift-yourself>

REFERENCES

Maryam Kouchaki
Associate Professor of Management &
Organizations
Kellogg School of Management
Northwestern University
Evanston, Illinois 60208
m-kouchaki@kellogg.northwestern.edu

Rima Touré-Tillery
Associate Professor of Marketing
Kellogg School of Management
Northwestern University
Evanston, Illinois 60208
m-touretillery@kellogg.northwestern.edu

Juliana Schroeder
Associate Professor of Management of
Organizations
Haas School of Business
University of California, Berkeley
Berkeley, CA 94720
jschroeder@haas.berkeley.edu

Emma Levine
Associate Professor of Behavioral Science
Booth School of Business
University of Chicago
Chicago, Illinois 60637
Emma.Levine@chicagobooth.edu

Eli Finkel
Professor of Psychology and
Management & Organizations
Kellogg School of Management
Northwestern University
Evanston, Illinois 60208
finkel@northwestern.edu