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## EDUCATION

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- 2004-2008     **Tepper School of Business, Carnegie Mellon University**  
Ph.D., Organizational Behavior and Theory
- 2002-2004     **Tepper School of Business, Carnegie Mellon University**  
M.Sc., Organizational Behavior and Theory
- 1996-2000     **Brown University**  
B.S., Psychology with honors

## EMPLOYMENT

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- 2008-present   **School of Management, Yale University**  
Postdoctoral Associate, Department of Organizational Behavior
- 2000-2002     **Brown University, Department of Psychiatry and Human Behavior**  
Researcher, The Primary Care Anxiety Disorder Project

## TEACHING

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- 2005           **Instructor of Organizational Behavior**  
Three undergraduate classes at Carnegie Mellon University
- 2002-2004     **Teaching Assistant**  
Carnegie Mellon University
- ◆ Business Ethics (undergraduate level)
  - ◆ Groups and Teams in Organizations (MBA level)
  - ◆ Interpersonal Negotiations (MBA level)
  - ◆ Managerial Decision Making (MBA level)
  - ◆ Managing Organizational Change (MBA level)
  - ◆ Managing Organizations (MBA level)

## CONSULTING

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- 2007-2008     PNC Bank
- 2008-2010     McKinsey & Co.
- 2008           MARC USA

## PUBLICATIONS

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Haisley, E. and Loewenstein, G. (2010). It is not what you get but when you get it: The effect of gift sequence on deposit balances and customer sentiment in a commercial bank. *Forthcoming Journal of Marketing Research*.

Haisley, E. and Weber, R. (2010). Self-serving interpretations of ambiguity and other-regarding behavior. *Games and Economic Behavior*, 68(2): 614-625.

Haisley, E., Mostafa, R., and Loewenstein, G. (2008). Myopic risk seeking: The impact of narrow decision bracketing on lottery play. *Journal of Risk and Uncertainty*, 37(1): 57-75.

Haisley, E., Mostafa, R., and Loewenstein, G. (2008). Subjective relative income and lottery ticket purchases. *Journal of Behavioral Decision Making*, 21(3): 283-295.

Loewenstein, G. and Haisley, E. (2008). The economist as therapist: Methodological ramifications of 'light' paternalism. *Perspectives on the future of economics: Positive and normative foundations*, A. Schotter & A. Caplin (Eds.).

Goodman, P. and Haisley, E. (2007). Social comparison processes in an organizational context: New directions. *Organizational Behavior and Human Decision Processes*, 102: 109-125.

Pollack, A.E. and Haisley, E.C. (2001). NMDA glutamate receptor stimulation is required for the expression of D2-mediated responses in apomorphine primed 6-hydroxydopamine lesioned rats. *Brain Research*, 897: 213-216.

## **WORKING PAPERS**

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Haisley, E., Kaufman, C., and Weber, M. (2010). The role of experience sampling and graphical displays on one's investment risk appetite.

Haisley, E., Volpp, K., Pellathy, T., and Loewenstein, G. (2010). The effectiveness of a lottery incentive to promote completion of health risk assessments.

Haisley, E., Cryder, C., Loewenstein, G., and Volpp, K. (2009). The appeal of lotteries and their use in incentive design.

Haisley, E. and Moore, D. (2008). The probability weighting function for confidence.

## **CURRENT PROJECTS**

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Increasing 401(k) saving: Anchoring and the power of a well-timed reminder, with Cade Massey, James Choi, and Jennifer Kurkoski.

Testing strategies to increase saving and retention: A field experiment on Individual Development Accounts, with Caecilia Loibl and George Loewenstein.

Relative income and preferences for skewed gambles, with George Loewenstein.

Evaluation of financial education classes on 401(k) contributions and portfolio engagement, with James Choi, Cade Massey, and Jennifer Kurkoski.

Milestones and motivation, with James Choi, Dean Karlan, and Cade Massey.

Using lottery incentives to promote mental acuity in elderly populations, with Kevin Volpp and George Loewenstein.

## **CONFERENCE PRESENTATIONS AND INVITED TALKS**

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2010 Summer Conference on Consumer Financial Decision Making (upcoming), Google Tech Talk, LDI Center for Health Incentives

- 2009 Academy of Management, Society for Consumer Psychology, Behavioral Finance Forum, The American Economic Association
- 2008 RAND, Society for Judgment and Decision Making Preconference, The Asset Building Coalition of Greater Los Angeles at the Federal Reserve of San Francisco – Los Angeles, Behavioral Decision Research in Management, International Summer School in Behavioral Economics and Retirement Saving at the University of Muenster, The American Economic Association
- 2007 The Academy of Management, The Behavioral Finance Forum
- 2006 The Society for Judgment and Decision Making, The Yale Whitebox Graduate Student Conference, The Behavioral Decision Research in Management Conference
- 2004 International Meeting of the Economic Science Association
- 2003 Society for Judgment and Decision Making
- 2001 The North American Primary Care Research Group, National Conference of the Anxiety Disorders Association of America

#### **FELLOWSHIPS, GRANTS, AND AWARDS**

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- 2010-2012 Annie E. Casey Foundation, with Caezilia Loibl and George Loewenstein
- 2009-2011 Hewlett Foundation Special Projects Grant, with Caezilia Loibl, and George Loewenstein
- 2008-2012 FINRA Investor Education Foundation, with Caezilia Loibl and George Loewenstein
- 2008-2009 National Poverty Center's Small Grants Program, with Beth Red Bird, Caezilia Loibl, and George Loewenstein
- 2007-2008 Center for Behavioral Decision Research at Carnegie Mellon Smalls Grant Program
- 2002-2006 William Larimer Mellon Fund Fellowship
- 2004, 2006 Two time recipient of the GuSH Award for graduate student projects

#### **PROFESSIONAL SERVICE**

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Referee: *Journal of Behavioral Decision Making; Journal of Risk and Uncertainty; Organizational Behavior and Human Decision Processes, Judgment and Decision Making*