

Emily Haisley  
Yale School of Management • 135 Prospect St  
P.O. Box 208200 • New Haven, CT 06520-8200  
Mobile: (412) 512-2002 • Office: (203) 436-8950  
[Emily.Haisley@yale.edu](mailto:Emily.Haisley@yale.edu) • <http://mba.yale.edu/faculty/profiles/haisley.shtml>

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## Curriculum Vita

### Education

**Tepper School of Business, Carnegie Mellon University** *Pittsburgh, PA*  
Ph.D. Candidate in Organizational Behavior and Theory *2004-2008*  
M.Sc. Organizational Behavior and Theory *2002-2004*

**Brown University** *Providence, RI*  
B.S. Psychology with honors *1996-2000*

### Professional Research Experience

**Brown University, Department of Psychiatry and Human Behavior** *Providence, RI*  
Research Assistant, The Primary Care Anxiety Disorder Project *2000-2002*

### Research Interests

Financial Incentives and Motivation  
Applying Behavioral Economics to Policy  
The Psychology of Saving  
Poverty and Inequality  
Judgement and Decision Making under Uncertainty  
Motivated Reasoning  
Social Comparison Theory

### Publications

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

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

Pollack, A.E. & 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.

### **Manuscripts**

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, with George Loewenstein

The probability weighting function for confidence, with Don Moore

Favorable interpretations of ambiguity in other-regarding behavior, with Roberto Weber

### **Current Projects**

The appeal of lotteries and their use in incentive design, with Cindy Cryder, George Loewenstein, and Kevin Volpp

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

Optimal sequencing of financial incentives: A longitudinal field experiment on bank customers, with George Loewenstein

### **Conference Presentations and Invited Talks**

Haisley, E., Cryder, C., Loewenstein, G., & Volpp, K. (November, 2008). The appeal of lotteries and their use in incentive design. Society for Judgment and Decision Making Preconference: Using Human Nature to Improve Human Life, Chicago.

Haisley, E. (November, 2008). Applying insights from behavioral economics to encourage savings. Invited talk for the Asset Building Coalition of Greater Los Angeles at the Federal Reserve of San Francisco – Los Angeles.

Haisley, E. & Loewenstein, G. (April, 2008). 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. Behavioral Decision Research in Management, San Diego.

Haisley, E., Loewenstein, G., & Mostafa, R. (January, 2008). Loving a bad bet: Factors that encourage low-income individuals to purchase state lottery tickets. Annual Meeting Allied Social Science Associations, New Orleans.

Haisley, E. & Moore, D. (August, 2007). The probability weighting function for confidence estimates. The Academy of Management, Philadelphia.

Loewenstein, G. & Haisley, E. (March, 2007). Using lotteries to promote saving & investing. The Behavioral Finance Forum, Miami.

Haisley, E. & Moore, D. (November, 2006). The probability weighting function for confidence estimates. The Society for Judgment and Decision Making, Houston.

Haisley, E., Mostafa, R. & Loewenstein, G. (November, 2006). Factors that affect the decisions of the poor to play the lottery. The Society for Judgment and Decision Making, Houston.

Haisley, E., Mostafa, R. & Loewenstein, G. (May, 2006). Loving a bad bet: The effect of myopic decision making on lottery ticket purchases. The Yale Whitebox Graduate Student Conference, New Haven.

Haisley, E., Mostafa, R., Loewenstein, G. (June, 2006). Loving a bad bet: The effect of myopic decision making on lottery ticket purchases. The Behavioral Decision Research in Management Conference, Santa Monica.

Haisley, E. & Weber, R. (June, 2004). Favorable interpretations of ambiguity and unstable preferences for fairness. International Meeting of the Economic Science Association, Amsterdam.

Haisley, E. & Weber, R. (November, 2003). Favorable interpretations of ambiguity and unstable preferences for fairness. Society for Judgment and Decision Making, Vancouver.

Weisberg, R.B., Haisley, E., Culpepper, L., & Keller, M.B. (2001, October). Psychiatric treatment in primary care patients with anxiety disorders. The North American Primary Care Research Group, Nova Scotia.

Bruce, S.E., Weisberg, R.B., Machan, J.T., Haisley, E., Culpepper, L., & Keller, M.B. (March, 2001). Social phobia in general medical settings: Findings from the Primary Care Anxiety Project. National Conference of the Anxiety Disorders Association of America, Atlanta.

### **Teaching Experience**

Instructor of Introduction to Organizational Behavior and Theory for undergraduates:

- ◆ One section in summer 2005
- ◆ Two sections in fall 2005

Teaching Assistant for MBA classes:

- ◆ Interpersonal Negotiations (Prof. Don Moore and Prof. Laurie Weingart)
- ◆ Managing Organizational Change (Prof. Paul Goodman)
- ◆ Managing Organizations (Prof. Bill McEvily)
- ◆ Managerial Decision Making (Prof. Roberto Weber)
- ◆ Groups and Teams in Organizations (Prof. Laurie Weingart)

Teaching Assistant for business administration undergraduate classes:

- ◆ Business Ethics (Daylian Cain)
- ◆ Organizational Behavior (Prof. Tal Simons)

- ♦ Interpersonal Negotiations (Kim Ling)

### **Fellowships and Grants**

FINRA Investor Education Foundation, with Beth Red Bird, Caezilia Loibl, and George Loewenstein

National Poverty Center's Small Grants Program, with Beth Red Bird, Caezilia Loibl, and George Loewenstein

PNC Bank Graduate Student Fellowship

Center for Behavioral Decision Research at Carnegie Mellon Smalls Grant Program

William Larimer Mellon Fund Fellowship

Two time recipient of the GuSH Award for funding small graduate student projects

### **Professional Service**

Ad hoc reviewer for *Organizational Behavior and Human Decision Processes*

### **Consulting**

MARC USA  
PNC Bank  
McKinsey & Co.

### **References**

Professor George Loewenstein  
Department of Social & Decision Sciences  
Carnegie Mellon University  
Pittsburgh, PA 15213  
Phone: (412) 268-8787  
Email: gl20@andrew.cmu.edu

Professor Paul Goodman  
Department of Organizational Behavior  
Carnegie Mellon University  
Pittsburgh, PA 15213  
Phone: (412) 268-7357  
Email: pg14@andrew.cmu.edu

Professor Roberto Weber  
Department of Social & Decision Sciences  
Carnegie Mellon University  
Pittsburgh, PA 15213  
Phone: (412) 268-3224  
Email: rweber@andrew.cmu.edu