

David Levari
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Current position

2018 – Harvard Business School, Boston, MA
Postdoctoral Research Associate
Advisor: Michael Norton

Education

2012 – 2018 Harvard University, Cambridge, MA
Ph.D. in Psychology
Dissertation: “Prevalence-Induced Concept Change in Human Judgment”
Committee: Daniel Gilbert (chair), Joshua Greene, Samuel Gershman

2006 – 2010 The University of Chicago, Chicago, IL
B.A. in Psychology & Public Policy
Honors Thesis: “Credibility and Persuasion in the New News Media”
Advisor: Penny Visser

Articles and Manuscripts

Levari, D.E., Gilbert, D.T., Wilson, T.D., Sievers, B., Amodio, D.M., & Wheatley, T. (2018). Prevalence-induced concept change in human judgment. *Science*, 360(6396), 1465–1467.

Levari, D.E., Wilson, T.D., & Gilbert, D.T. (working paper) Advice from top performers feels (but is not) more helpful.

Levari, D.E. & Gilbert, D.T. (working paper) A computational model of prevalence-induced concept change.

Teaching & Mentorship Experience

2013-2017 Harvard Department of Psychology, *Concentration Advisor*

- Advised Harvard undergraduates on course selection and careers in psychology.

2017 Harvard Bok Teaching Certificate: Higher Education Pedagogy, *Course Developer*

- Wrote and developed an online course for the Derek Bok Center for Teaching and Learning, focusing on how psychological research informs best teaching practices in higher education.
- Inaugural Fall 2017 course received a Net Promoter Score of 64

2016 Psy 3555: Instructional Styles in Psychology, Harvard University, *Instructor*

- A year-long course for new graduate student instructors on how to teach undergraduates.

2016 Psy 15: Social Psychology, Harvard University, *Teaching Fellow*

2015 Psy 15: Social Psychology, Harvard University, *Teaching Fellow*

2015 SLS 20: Psychological Science, Harvard University, *Teaching Fellow*

2014 Psy 15: Social Psychology, Harvard University, *Teaching Fellow*

2011 BUSE 38103: Strategies & Processes of Negotiation, Booth School of Business, *Course Manager*

2010 BUSE 38103: Strategies & Processes of Negotiation, Booth School of Business, *Course Manager*

Honors & Awards

2017	Harvard University Department of Psychology Large Research Grant (\$3,500)
2017	Harvard University Department of Psychology Small Travel Grant (\$500)
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2016	Harvard University Department of Psychology Small Travel Grant (\$500)
2016	Derek Bok Certificate of Distinction in Teaching
2015	Derek Bok Certificate of Distinction in Teaching
2015	Harvard Initiative for Learning & Teaching (HILT) Spark Grant (\$15,000)
2015	Harvard University Department of Psychology Small Travel Grant (\$500)
2010	University of Chicago Conference Travel Award (\$500)
2009	University of Chicago Earl R. Franklin Undergraduate Research Fellowship (\$3000)

Previous Employment

2010-2012	University of Chicago Booth School of Business, Chicago, IL <i>Lab Manager (2010-2012), Decision Research Lab Assistant Manager (2010-2012)</i> Advisors: Jane Risen, Eugene Caruso, Nick Epley
2010	Carnegie Mellon University Center for Behavioral Decision Research, Pittsburgh, PA <i>Research Assistant</i> Advisor: Carey Morewedge
2008-2010	University of Chicago Booth School of Business, Chicago, IL <i>Research Assistant</i> Advisor: George Wu
2008-2010	University of Chicago Department of Psychology, Chicago, IL <i>Research Assistant</i> Advisor: Penny Visser
2010	University of Chicago Department of Psychology, Chicago, IL <i>Research Assistant</i> Advisor: Boaz Keysar

Conference Oral Presentations

- Levari, D., & Gilbert, D. T., (2018, June).** *Advice from top performers feels (but is not) more helpful.* Presented at the Behavioral Decision Research Management conference, Cambridge, MA.
- Levari, D., & Gilbert, D. T., (2017, February).** *Those who can't do, teach just fine: Advice seekers overvalue advice from top performers.* Presented at the Annual Meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Levari, D., & Gilbert, D. T., (2015, February).** *Moving the goalposts: Prevalence reductions expand target definitions.* Presented at the Annual Meeting of the Society for Personality and Social Psychology Judgment and Decision-Making Pre-Conference, Long Beach, CA.

Invited Talks

2018	Program on Negotiation Research Lab, <i>Harvard Law School</i>
2017	Computational Social Cognition Bootcamp, <i>Harvard University</i>
2017	Conversation Day, <i>Harvard Business School</i>
2017	Visual Attention Lab, <i>Harvard Medical School</i>
2017	Cognition Brain & Behavior Seminar, <i>Harvard Department of Psychology</i>
2016	Moral Psychology Research Lab, <i>Harvard Department of Psychology</i>
2015	Harvest Day, <i>Harvard Department of Psychology</i>
2013	Social Psychology Research Seminar, <i>Harvard Department of Psychology</i>

Conference Poster Presentations

Levari, D., & Gilbert, D. T., (2016, January). *Frequency-broadened target expansion in research ethics: As unethical studies become less common, the definition of an unethical study expands*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology Judgment and Decision-Making Pre-Conference, San Diego, CA.

Levari, D., & Gilbert, D. T., (2015, February). *Once the goalposts move, they don't move back: Frequency-broadened target definitions resist conscious control*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology Judgment and Decision-Making Pre-Conference, Long Beach, CA.

Levari, D., & Gilbert, D. T., (2014, February). *Gradually decreasing signal frequency broadens definitions of search targets*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology Judgment and Decision-Making Pre-Conference, Austin, TX.

Zhou, H., Majka, E.A., **Levari, D.**, Meng, R., & Epley, N. (2012, January). *Little Mind in a Face: Egocentric projection increases mind reading accuracy compared to nonverbal detection*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology Mind Perception Pre-Conference, San Diego, CA.

Majka, E.A., **Levari, D.**, & Visser, P.S. (2010, January). *(Dys)functional attitudes? Social rejection, loneliness, and advertisement preferences*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, Las Vegas, NV.