

## David Levari

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### Current position

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

### Education

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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, Jeremy Wolfe

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

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**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. (Under revision). Batting tips from Babe Ruth: Do top performers really give the best advice?

Devine, S., Neumann, C., **Levari, D.E.**, Wilson, R., & Eppinger, B. (Under review). Human Ageing is Associated with More Rigid Concept Spaces.

**Levari, D.E.**, Pennycook, G., Seli, P., & Rand., D.G. (In prep). Blatantly false news increases belief in more plausible falsehoods.

**Levari, D.E.**, Mastroianni, A.M., Verrey, J.J., & Gilbert, D. T. (In prep). The Takeover Toll: Taking over for teammates hurts task performance.

**Levari, D.E.** & Norton, M.I. (In prep). Streaks as social norms.

**Levari, D.E.** (In prep). A computational model of prevalence-induced concept change.

Jones, P.J., **Levari, D.E.**, Bellet, B.W., & McNally, R.J. (In prep). Exposure to Descriptions of Traumatic Events Narrows One’s Concept of Trauma.

**Levari, D.E.**, Chance, Z., Friedman, J., & Norton, M.I. (In prep). Choice Amnesia: When difficult choices are harder to remember.

Lyu, W., **Levari, D.E.**, Nartker, M., Little, D.S., & Wolfe, J.M. (In prep). Feedback moderates the effect of prevalence on perceptual decisions.

**Levari, D.E.** (In prep). Task performance as a cue to advice utilization.

## Teaching & Mentorship Experience

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- 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. (Initial Net Promoter Score: 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

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- 2019 Society of Experimental Social Psychology, Dissertation Award Finalist
- 2019 Society for Personality and Social Psychology, Family Travel Grant (\$250)
- 2018 Derek Bok Teaching Certificate, Harvard University
- 2017 Harvard University Department of Psychology, Large Research Grant (\$3,500)
- 2017 Harvard University Department of Psychology, Small Travel Grant (\$500)
- 2016 Harvard University Department of Psychology, Large Research Grant (\$3,500)
- 2016 Harvard University Department of Psychology, Small Travel Grant (\$500)
- 2016 Derek Bok Certificate of Distinction in Teaching, Harvard University
- 2015 Derek Bok Certificate of Distinction in Teaching, Harvard University
- 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

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

## Conference Oral Presentations

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- Levari, D.,** Mastroianni, A.M., Verrey, J.J., & Gilbert, D. T., (2020, February). *The Takeover Toll: Taking over for teammates hurts task performance*. Presented at the Annual Meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Levari, D.,** Mastroianni, A.M., Verrey, J.J., & Gilbert, D. T., (2019, November). *The Takeover Toll: Taking over for teammates hurts task performance*. Presented at the Society for Judgment and Decision-Making conference, Montreal, Canada.
- Levari, D.,** & Gilbert, D. T., (2019, October). *The Takeover Toll: Taking over for teammates hurts task performance*. Presented at the Boston JDM Day conference, Harvard Kennedy School, Cambridge, MA.
- Levari, D.,** & Gilbert, D. T., (2019, February). *Advice from top performers feels (but is not) more helpful*. Presented at the Annual Meeting of the Society for Personality and Social Psychology, Portland, OR.
- Levari, D.,** & Gilbert, D. T., (2018, November). *Advice from top performers feels (but is not) more helpful*. Presented at the Society for Judgment and Decision-Making conference, New Orleans, LA.
- 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.

## Chaired Symposia

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- Levari, D.E.** & Huang, S.C. (2020). *Competition and Cooperation: Novel Methods, New Discoveries*. Co-Chaired symposium at the Society for Personality and Social Psychology, New Orleans, LA.

## Invited Talks

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| 2019 | Minson Conflict and Collaboration Lab, <i>Harvard Kennedy School</i>                       |
| 2019 | Interdisciplinary Workshop on Security and Human Behavior (SHB), <i>Harvard Law School</i> |
| 2018 | Program on Negotiation Research Lab, <i>Harvard Law School</i>                             |
| 2017 | Computational Social Cognition Bootcamp, <i>Harvard University</i>                         |
| 2017 | Workshop on Conversation Research, <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

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- Verrey, J., **Levari, D.E.,** Mastroianni, A., & Gilbert, D. T., (2019, February). *Do People Know When to Switch Roles? On the Phenomenon of Switch Dilemmas*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, Portland, OR.

**Levari, D.E., & 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.E., & 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.E., & 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.E.,** 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.E.,** & 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.

### **Professional Service**

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Ad-hoc reviewer      European Review of Social Psychology  
Society for Judgment and Decision-Making Conference  
Society for Personality and Social Psychology Conference  
Swiss National Science Foundation