

David Levari

33 Kirkland Street, Room 264 | Cambridge, MA 02138
dlevari@fas.harvard.edu | davidlevari.com

Current position

2018 – Harvard Business School, Boston, MA
Postdoctoral Research Associate, *Negotiation, Organizations & Markets*
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, 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

Levari, D.E., Wilson, T.D., & Gilbert, D.T. (Under review). Tips from the top: Do the best performers really give the best advice?

Levari, D.E. (Under review). Range-frequency effects can explain and eliminate prevalence-induced concept change.

Goldenberg, A., Schöne, J, Huang, Z., Ong, D.C., Brady, T.F., Robinson, M.M., **Levari, D.E.**, Zaki, J., Gross, J.J. (Under review). Amplification in the Evaluation of Emotional Expressions Over Time.

Rasmussen, R., **Levari, D. E.**, Akhtar, M., Crittle, C. S., Gately, M., Pagan, J., Brennen, A., Cashman, D., Wulff, A. N., Norton, M. I., Sommers, S. R., & Urry, H. L. (Under review). White (but Not Black) Americans continue to see racism as a zero-sum game; White conservatives (but not liberals) see themselves as losing.

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

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

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

Jones, P.J., Bellet, B.W., **Levari, D.E.**, & McNally, R.J. (2021). Psychological Response Data on the Traumatic Nature of 600 Written Events. *Journal of Open Psychology Data*, 9:3, pp. 1–4.

Lyu, W., **Levari, D.E.**, Nartker, M.S., Little, D.S., & Wolfe, J.M. (2021). Feedback moderates the effect of prevalence on perceptual decisions. *Psychonomic Bulletin & Review*, 1-9.

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. & Norton, M.I. (In prep). Streaks as social norms.

Levari, D.E., Feffer, J., & Norton, M.I. (In prep). Improving performance evaluation accuracy by reducing stereotype and prevalence effects.

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

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. & Feffer, J. (In prep). Task performance as a cue to advice utilization.

Levari, D.E. (In prep). What do people think effective coaching looks like?

Teaching & Mentorship Experience

2021	MGMT E-6200: Organizational and Consumer Behavior, Harvard Extension School, <i>Instructor</i>
2013-2017	Harvard Department of Psychology, <i>Concentration Advisor</i> <ul style="list-style-type: none">• Advised Harvard undergraduates on course selection and careers in psychology.
2017	Harvard Bok Teaching Certificate: Higher Education Pedagogy, <i>Course Developer</i> <ul style="list-style-type: none">• 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, <i>Instructor</i> <ul style="list-style-type: none">• A year-long course for new graduate student instructors on how to teach undergraduates.
2016	Psy 15: Social Psychology, Harvard University, <i>Teaching Fellow</i>
2015	Psy 15: Social Psychology, Harvard University, <i>Teaching Fellow</i>
2015	SLS 20: Psychological Science, Harvard University, <i>Teaching Fellow</i>
2014	Psy 15: Social Psychology, Harvard University, <i>Teaching Fellow</i>
2011	BUSE 38103: Strategies & Processes of Negotiation, Booth School of Business, <i>Course Manager</i>
2010	BUSE 38103: Strategies & Processes of Negotiation, Booth School of Business, <i>Course Manager</i>

Honors & Awards

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

2010-2012	University of Chicago Booth School of Business, Chicago, IL <i>Lab Manager</i> (2010-2012), <i>Decision Research Lab Assistant Manager</i> (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

- Levari, D.** & Norton, M.I., (2021, July). *Using streaks to promote prosocial behavior within groups*. Presented at the Annual Meeting of the International Association for Conflict Management, virtual.
- 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

- 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

2020	Otto Lab, <i>McGill University</i>
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

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

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
-----------------	--