

# David Levari

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

## Current position

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2018 – Harvard Business School, Boston, MA  
Postdoctoral Research Associate, *Negotiation, Organizations & Markets*  
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. (In press). Tips from the top: Do the best performers really give the best advice? *Psychological Science*.

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. (In press). White (but Not Black) Americans continue to see racism as a zero-sum game; White conservatives (but not liberals) see themselves as losing. *Perspectives on Psychological Science*.

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

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

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

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

**Levari, D.E.** & Norton, M.I. (Under revision). Collective streaks motivate prosocial behavior.

Jones, P.J., **Levari, D.E.**, Bellet, B.W, & McNally, R.J. (2022). 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.**, 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

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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"><li>• Advised Harvard undergraduates on course selection and careers in psychology.</li></ul>
2017	Harvard Bok Teaching Certificate: Higher Education Pedagogy, <i>Course Developer</i> <ul style="list-style-type: none"><li>• 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)</li></ul>
2016	Psy 3555: Instructional Styles in Psychology, Harvard University, <i>Instructor</i> <ul style="list-style-type: none"><li>• A year-long course for new graduate student instructors on how to teach undergraduates.</li></ul>
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

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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 <i>Lab Manager</i> (2010-2012), <i>Decision Research Lab Assistant Manager</i> (2010-2012) Advisors: Jane Risen, Eugene Caruso, Nick Epley
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- 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

### Chaired Symposia

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- Levari, D.E.** & Zhang, T.. (Forthcoming, 2022). *The Promise and Perils of Collaboration for Performance and Learning*. Co-chaired symposium at the Academy of Management Annual Meeting, Seattle, WA.
- Levari, D.E.** & Yang, A.X. (2022). *Promoting Social Behavior via Social Influence: New Tools and Discoveries*. Co-chaired symposium at the Society for Personality and Social Psychology, San Francisco, CA.
- 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.

### Conference Oral Presentations

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- Levari, D.E.**, Mastroianni, A.M., Verrey, J.J., & Gilbert, D.T., (Forthcoming, 2022, August). *The Takeover Toll: Taking over for teammates hurts task performance*. Presented at the Academy of Management Annual Meeting, Seattle, WA.
- Levari, D.E.**, Gilbert, D.T., & Wilson, T.D., (Forthcoming, 2022, August). *Tips from the top: Do the best performers really give the best advice?* Presented at the Academy of Management Annual Meeting, Seattle, WA.
- Levari, D.E.**, Gilbert, D.T., & Wilson, T.D., (Forthcoming, 2022, July). *Tips from the top: Do the best performers really give the best advice?* Presented at the International Association for Conflict Management Annual Meeting, Ottawa, CA.
- Levari, D.E.** & Norton, M.I., (2022, February). *Interpersonal streaks as effective social norms*. Presented at the Annual Meeting of the Society for Personality and Social Psychology, San Francisco, CA and virtual.
- Levari, D.E.** & 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.E.**, 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.E.**, 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.E.** & 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.E.** & 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.E.** & 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.E.** & 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.E.** & 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.E.** & 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

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| 2021 | Organizational Behavior Lab, <i>Harvard Business School</i>                                |
| 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

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- Levari, D.E.** & Norton, M.I., (2022, February). *Interpersonal streaks as effective social norms*. Poster presented at Society for Judgment and Decision-Making conference (virtual).
- 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      Academy of Management Annual Meeting  
European Review of Social Psychology  
International Association for Conflict Management Annual Meeting  
Organizational Behavior and Human Decision Processes  
Psychological Science  
Society for Judgment and Decision-Making Conference  
Society for Personality and Social Psychology Conference  
Swiss National Science Foundation