

T. BRADFORD BITTERLY

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EDUCATION

The Wharton School, University of Pennsylvania

Ph.D. in Operations, Information, and Decisions, May 2018 (Expected)
Advisor: Maurice E. Schweitzer

University of Notre Dame

Bachelor of Arts, May 2008
Major: Psychology, Magna cum laude

RESEARCH INTERESTS

Humor, Status, Power, Trust

RESEARCH

Bitterly, T. B., Brooks, A. W., & Schweitzer, M. E. (2017). Risky Business: When Humor Increases and Decreases Status. *Journal of Personality and Social Psychology*, 112(3), 431-455.

Levine, E.E., Bitterly, T.B., Cohen, T.R., & Schweitzer, M.E. (Conditionally Accepted). Who is Trustworthy? Predicting Trustworthy Intentions and Behavior, *Journal of Personality and Social Psychology*.

OTHER PUBLICATIONS

Brooks, A. W., Bitterly, T. B., & Schweitzer, M. E. (2017, Feb 27). Why It Pays Off to Be Funny at Work—Usually. *Wall Street Journal*.

Bitterly, T.B., Mislavsky, R., Dai, H., & Milkman, K.L. (2015). Dueling with Desire: A Synthesis of Past Research on Want/Should Conflict. In W. Hoffman and L. Nordgren (Eds.), *The Psychology of Desire* (pp. 244-264). New York, NY: The Guildford Press.

RESEARCH IN PROGRESS

Bitterly, T.B., & Schweitzer, M.E. (Invited for Resubmission). The Economic and Interpersonal Consequences of Deflecting Direct Questions, *Journal of Personality and Social Psychology*.

Bitterly, T.B., & Schweitzer, M.E. (Invited for Revision). You're Getting Warmer: The Impression Management Benefits of Humor, *Organizational Behavior and Human Decision Processes*.

Bitterly, T.B., Yip, J.A., & Schweitzer, M.E. (F)art of the Deal: Crossing the Line with Humor in Negotiations, *under review at Organizational Behavior and Human Decision Processes*.

Bitterly, T.B. Shock and Ha! The Relationship between Power and Humor, *in preparation*.

Bitterly, T.B., & Schweitzer, M.E. Humor Intelligence: Production, Perception, and Prediction, *in preparation*.

Sezer, O., Bitterly, T.B., Brooks, A.W., Norton, M.I., & Schweitzer, M.E. Inside Jokes, *in preparation*.

Bitterly, T.B., Brooks, A.W., Aaker, J.L., & Schweitzer, M.E. The Laughter Gap: Why Women Laugh More Than Men, *in preparation*.

AWARDS & HONORS

Paul R. Kleindorfer Scholar Award, November 2016

- Awarded to one departmental PhD student annually who has made exceptional progress toward their degree.

Russell Ackoff Doctoral Student Fellowship, 2014-2017

Phi Beta Kappa, May 2008

Notre Dame Presidential Scholar, January 2005

CONFERENCE PRESENTATIONS

July 2014, *International Association for Conflict Management*, Bitterly, T.B., Brooks, A.W., & Schweitzer, M.E. Risky Business: How Humor Increases Status.

July 2015, *International Association for Conflict Management*, Levine, E.E., Bitterly, T.B., & Schweitzer, M.E. Trust the Guilty! Guilt-Prone Individuals are More Trustworthy.

August 2015, *Academy of Management Annual Meeting*, Bitterly, T.B., Brooks, A.W., & Schweitzer, M.E. Risky Business: When Humor Increases and Decreases Status.

August 2015, *Academy of Management Annual Meeting*, Levine, E.E., Bitterly, T.B., Cohen, T.R., & Schweitzer, M.E. Trust the Guilty: Anticipated Guilt Increases Trustworthiness.

June 2016, *International Association for Conflict Management*, Bitterly, T.B., Brooks, A.W., & Schweitzer, M.E. That's What She Said: When Humor Attempts Increase and Decrease Status.

August 2016, *Academy of Management Annual Meeting*, Bitterly, T.B., Brooks, A.W., & Schweitzer, M.E. Risky Business: When Humor Increases and Decreases Status.

May 2017, *East Coast Doctoral Conference*, Bitterly, T.B., & Schweitzer, M.E. You're Getting Warmer: The Impression Management Benefits of Humorous Self-Disclosure.

May 2017, *Trans-Atlantic Doctoral Conference*, Bitterly, T.B., Brooks, A.W., & Schweitzer, M.E. Risky Business: When Humor Increases and Decreases Status.

July 2017, *International Association for Conflict Management*, Bitterly, T.B., & Schweitzer, M.E. You're Getting Warmer: The Impression Management Benefits of Humorous Self-Disclosure.

July 2017, *International Association for Conflict Management*, Levine, E.E., Bitterly, T.B., Cohen, T.R., & Schweitzer, M.E. Who is Trustworthy? Predicting Trustworthy Intentions and Behavior.

August 2017, *Academy of Management Annual Meeting*, Bitterly, T.B., & Schweitzer, M.E. Can We Deflect Direct Questions? What Good is That?

August 2017, *Academy of Management Annual Meeting*, Bitterly, T.B., & Schweitzer, M.E. You're Getting Warmer: The Impression Management Benefits of Humorous Self-Disclosure.

PROFESSIONAL SERVICE

Journal Reviewer

- *Journal of Behavioral Decision Making*
- *Management Science*
- *Organizational Behavior and Human Decision Processes*

SOCIETY MEMBERSHIP

Academy of Management

International Association for Conflict Management

Phi Beta Kappa

Society for Judgment and Decision Making

Society for Personality and Social Psychology

PROFESSIONAL EXPERIENCE

Bridgewater Associates, 2011-2012

Non-Equity Research Data Analyst