

# SAMUEL E. SKOWRONEK

📍 527.6 Jon M. Huntsman Hall  
The Wharton School, Philadelphia, PA 19104

☎ 203 · 589 · 9560  
✉ samsko@wharton.upenn.edu

## EDUCATION

---

**University of Pennsylvania, The Wharton School** Expected May 2022  
Ph.D. in Operations, Information, and Decisions

**Georgetown University, Georgetown College** 2010 – 2013  
B.A. in Economics  
Minor in Psychology  
*magna cum laude*

**American University, College of Arts & Sciences** 2008 – 2010  
Concentrations in Economics & Psychology  
*High Honors*

## RESEARCH INTERESTS

---

Negotiations | Managerial Decision Making | Ethical Decision Making | Organizational Behavior

## RESEARCH

---

Rees-Jones, A., **Skowronek S.E.** An Experimental Investigation of Preference Misrepresentation in the Residency Match. *Proceedings of the National Academy of Sciences*, 2018, 115(45): 11471-11476.

**Skowronek, S.E.** 2021. About 70% of Participants Know That the Canonical Deception Paradigms Measure Dishonesty. *Proceedings of the Eighty-first Annual Meeting of the Academy of Management*. Online ISSN: 2151-6561.

Awarded Best Student Paper Academy of Management Conference, Conflict Management Division, 2021

**Skowronek, S.E.**, Schweitzer, M. E. Fear of Embarrassment Promotes Unethical Behavior.  
Invited second-round revision at *Organizational Behavior and Human Decision Processes*

Schaumberg R.L., **Skowronek S. E.** Shame Broadcasts Social Norms: The Positive Effect of Shame on Norm Acquisition and Normative Behavior in Groups  
Invited second-round revision at *Psychological Science*

## SELECTED WORK IN PROGRESS

---

**Skowronek, S.E.** Disentangling Deception: An Empirical Investigation of the Nature of Lying and Cheating  
*Manuscript in preparation for submission*

**Skowronek, S.E.**, Schweitzer, M.E. The Rules of the Game: The Relationship Between Domain Expertise, Incentives, and Willingness to Deceive  
*Manuscript in preparation for submission*

**Skowronek, S.E.** Stealing in Plain Sight: Transaction Disutility Encourages Stealing from Organizations.  
*Observational data shows that ~10% of fast food customers steal soda from the soda fountain. Experiment in progress*

**Skowronek, S.E.** Schaumberg, R.L. Acknowledging that some things are hard: A randomized controlled experiment with the Philadelphia Office of Adult Education.  
*Data collection in progress*

Lee, M., & **Skowronek, S.E.** Empowering and Inviting Parents of College Students with Actionable Mail: A Randomized Controlled Experiment at CSU Sacramento.  
Available at *Social Science Research Network*: <http://ssrn.com/abstract=2697157>

## HONORS & AWARDS

---

Best Student Paper, Academy of Management Conference, Conflict Management Division	2021
Society of Business Ethics Founders' Award	2021
2 <sup>nd</sup> place, 3 Minute Thesis Competition, IACM Conference	2021
Honorable Mention, Poster Competition, SJDM Conference	2020
Winkelman Fellowship Awarded to one rising 3rd year PhD student annually who has shown the greatest academic job potential across all departments at Wharton.	2018
Marjorie Weiler Prize for Excellence in Writing	2017
Phi Beta Kappa Society	2013
Omicron Delta Epsilon International Economics Honor Society	2013
Psi Chi Psychology Honor Society	2013
Alpha Lambda Delta Honor Society	2010
National Society of Collegiate Scholars	2009

## GRANTS

---

Mack Institute Research Fellowship (\$7,750) Awarded for <i>New Technologies to Detect and Mitigate Unethical Conduct.</i>	2020
---	------

Baker Retailing Center Research Grant (\$5,000)	2019
<i>Awarded for Stealing in Plain Sight: What Observing Shoplifting Behavior Can Teach Us About the Psychology of the Shoplifter and What Retailers Can Do to Prevent It.</i>	
Emotions and Organizations Research Grant by the Katz Fund for Research on Leadership and Emotional Intelligence (\$3,330)	2018
<i>Awarded for Making Sense of Embarrassment: How Anticipated and Expressed Embarrassment Affect Behavior.</i>	
Wharton Risk Center Russell Ackoff Doctoral Fellowship Award (\$6,000)	2017 – 2020

## AFFILIATIONS

---

Academy of Management (AOM)  
 Society for Judgment and Decision Making (SJDM)  
 Society for Personality and Social Psychology (SPSP)  
 International Association of Conflict Management (IACM)  
 Society of Business Ethics (SBE)

## REFEREE SERVICE

---

<i>Management Science</i>	
Academy of Management Conference	2018 – 2021
International Association for Conflict Management Conference	2019 – 2021

## TEACHING EXPERIENCE

---

Graduate Teaching Certificate	2021
Guest Lecturer	2018 – 2019
<i>WH150-Evaluating Evidence, Undergraduate, Spring 2018, Spring 2019</i>	
Teaching Assistant	2018 – 2021
<i>OIDD/MGMT 691 Negotiations, MBA, Fall 2018, Spring 2019, Spring 2021</i>	
<i>OIDD/MGMT 291 Negotiations, Undergraduate, Fall, 2020</i>	
Undergraduate Advising	2017 – 2020
<i>Judgment and Decision Making Research Immersion, Undergraduate, Fall 2017-Fall 2020</i>	

## CONFERENCE PRESENTATIONS

---

Society of Judgment and Decision Making, <i>accepted submission</i>	2021
Academy of Management Conference, <i>virtual</i>	2021
Society of Business Ethics, <i>virtual</i>	2021
International Association for Conflict Management, <i>virtual</i>	2021
Society Judgment and Decision Making, <i>virtual, poster</i>	2020
International Association for Conflict Management, <i>virtual</i>	2020

Academy of Management Conference, Boston	2019
International Association for Conflict Management, Dublin Ireland	2019
Society for Personality and Social Psychology - Emotion Preconference, Portland	2019
Society for Personality and Social Psychology - Justice & Morality Preconference, Portland	2019
Moral Psychology Research Group Conference, Philadelphia	2018
Penn-CMU Roybal Center Retreat, Skytop, PA	2018
Academy of Management Conference, Chicago	2018
East Coast Doctoral Conference, New York City	2018 – 2020
Society for Personality and Social Psychology-Judgement & Decision Making Preconference, Atlanta, <i>poster</i>	2018
Wharton-Insead Doctoral Consortium, Philadelphia	2017
NYU, Columbia, Wharton Experimental Economics Consortium, New York City	2017

## **PROFESSIONAL EXPERIENCE**

---

<b>Harvard University Kennedy School of Government</b>	2014 – 2016
<i>Research Fellow</i> , Center for Public Leadership Advisors: Todd Rogers & Julia Minson	
<b>Georgetown McDonough School of Business</b>	2014
<i>Research Associate</i> , Institute for Consumer Research Sponsored by KPMG Advisor: Kurt Carlson	