

# Joseph P. Simmons

Curriculum Vitae

July 15, 2020

## CONTACT INFORMATION

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University of Pennsylvania  
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*Easy Pre-registration:* <https://aspredicted.org>

## EDUCATION

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Ph.D. Psychology, Princeton University, 2004

M.A. Psychology, Princeton University, 2001

B.S. Psychology, Mount Saint Mary's College, 1999, *summa cum laude*

## ACADEMIC POSITIONS

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Full Professor of Operations, Information, and Decisions, The Wharton School, University of Pennsylvania, 2018-present. I've also had a secondary appointment in the Marketing Department since 2016.

Associate Professor of Operations, Information, and Decisions, The Wharton School, University of Pennsylvania, 2011-2018 (tenured in 2014)

Assistant Professor, Department of Marketing, Yale School of Management, 2006-2011

Postdoctoral Research Associate, Woodrow Wilson School of Public and International Affairs, Princeton University, 2004-2006

## PUBLICATIONS

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Gaertig, Celia and Joseph P. Simmons (forthcoming), "The Psychology of Second Guesses: Implications for the Wisdom of the Inner Crowd," *Management Science*.

Klusowski, Joowon, Small, Deborah A., and Joseph P. Simmons (forthcoming), "Does Choice Cause An Illusion of Control?" *Psychological Science*.

- Simonsohn, Uri, Joseph P. Simmons, and Leif D. Nelson (forthcoming), "Specification Curve Analysis," *Nature Human Behaviour*.
- Lewis, Joshua and Joseph P. Simmons (2020), "Prospective Outcome Bias: Incurring (Unnecessary) Costs to Achieve Outcomes That Are Already Likely," *Journal of Experimental Psychology: General*, 149 (May), 870-888.
- Vosgerau, Joachim, Uri Simonsohn, Leif D. Nelson, and Joseph P. Simmons (2019), "99% Impossible: A Valid, or Falsifiable, Internal Meta-Analysis," *Journal of Experimental Psychology: General*, 148 (September), 1628-1639.
- Simonsohn, Uri, Leif D. Nelson, and Joseph P. Simmons (2019), "P-curve won't do your laundry, but it will distinguish replicable from non-replicable findings in observational research: Comment on Bruns & Ioannidis (2016)," *PLoS ONE* 14(3), e0213454.
- Lewis, Joshua, Celia Gaertig, and Joseph P. Simmons (2019), "Extremeness Aversion Is a Cause of Anchoring," *Psychological Science*, 30 (February), 159-173.
- Gaertig, Celia, and Joseph P. Simmons (2018), "Do People Inherently Dislike Uncertain Advice?" *Psychological Science*, 29 (April), 504-520.
- Dietvorst, Berkeley J., Joseph P. Simmons, and Cade Massey (2018), "Overcoming Algorithm Aversion: People Will Use Imperfect Algorithms If They Can (Even Slightly) Modify Them," *Management Science*, 64 (March), 1155-1170.
- Simmons, Joseph P., Leif D. Nelson, and Uri Simonsohn (2018), "False-Positive Citations," *Perspectives on Psychological Science*, 13 (March), 255-259. [Invited]
- Nelson, Leif D., Simmons, Joseph P., and Uri Simonsohn (2018), "Psychology's Renaissance," *Annual Review of Psychology*, 69, 511-534. [Invited]
- Perfecto, Hannah, Jeff Galak, Joseph P. Simmons, and Leif D. Nelson (2017), "Rejecting A Bad Option Feels Like Choosing A Good One," *Journal of Personality and Social Psychology*, 113 (November), 659-670.
- Simmons, Joseph P. and Uri Simonsohn (2017), "Power Poses: P-Curving the Evidence," *Psychological Science*, 28 (May), 687-693.
- Kelly, Theresa and Joseph P. Simmons (2016), "When Does Making Detailed Predictions Make Predictions Worse?" *Journal of Experimental Psychology: General*, 145 (October), 1298-1311.
- Simonsohn, Uri, Joseph P. Simmons, and Leif D. Nelson (2015), "Better P-Curves: Making P-Curve Analysis More Robust To Errors, Fraud, and Ambitious P-Hacking, A Reply To Ulrich and Miller (2015)," *Journal of Experimental Psychology: General*, 144 (December), 1146-1152.
- Dietvorst, Berkeley J., Joseph P. Simmons, and Cade Massey (2015), "Algorithm Aversion: People Erroneously Avoid Algorithms After Seeing Them Err," *Journal of Experimental Psychology: General*, 144 (February), 114-126.
- Simonsohn, Uri, Leif D. Nelson, and Joseph P. Simmons (2014), "P-Curve and Effect Size: Correcting for Publication Bias Using Only Significant Results," *Perspectives on Psychological Science*, 9 (December), 666-681.

- Simonsohn, Uri, Leif D. Nelson, and Joseph P. Simmons (2014), "P-Curve: A Key to the File Drawer," *Journal of Experimental Psychology: General*, 143 (April), 534-547.
- Miguel, Edward, Colin Camerer, Katherine Casey, Joshua Cohen, Kevin M. Esterling, Alan Gerber, Rachel Glennerster, Donald P. Green, Macartan Humphreys, Guido Imbens, David Laitin, Temina Madon, Leif Nelson, Brian A. Nosek, Maya Petersen, Richard Sedlmayr, Joseph P. Simmons, Uri Simonsohn, Mark Van der Laan (2014), "Promoting Transparency in Social Science Research," *Science*, 343 (January 3, 2014), 30-31.
- Galak, Jeff, Leif D. Nelson, Robyn A. LeBoeuf, and Joseph P. Simmons (2012), "Correcting the Past: Failures to Replicate Psi," *Journal of Personality and Social Psychology*, 103 (December), 933-948.
- Simmons, Joseph P. and Cade Massey (2012), "Is Optimism Real?" *Journal of Experimental Psychology: General*, 141 (November), 630-634.
- Nelson, Leif D., Joseph P. Simmons, and Uri Simonsohn (2012), "Let's Publish Fewer Papers," *Psychological Inquiry*, 23 (3), 291-293. [Invited]
- Simmons, Joseph P., Leif D. Nelson, and Uri Simonsohn (2012), "A 21 Word Solution," *Dialogue: The Official Newsletter of the Society for Personality and Social Psychology*, 26 (2), 4-7. [Invited]
- Simmons, Joseph P., Leif D. Nelson, and Uri Simonsohn (2011), "False-Positive Psychology: Undisclosed Flexibility in Data Collection and Analysis Allows Presenting Anything As Significant," *Psychological Science*, 22 (November), 1359-1366.
- Simmons, Joseph P., Leif D. Nelson, Jeff Galak, and Shane Frederick (2011), "Intuitive Biases in Choice vs. Estimation: Implications for the Wisdom of Crowds," *Journal of Consumer Research*, 38 (June), 1-15.
- Massey, Cade, Joseph P. Simmons, and David A. Armor (2011), "Hope Over Experience: Desirability and the Persistence of Optimism," *Psychological Science*, 22 (February), 274-281.
- Simmons, Joseph P., Robyn A. LeBoeuf, and Leif D. Nelson (2010), "The Effect of Accuracy Motivation on Anchoring and Adjustment: Do People Adjust from Provided Anchors?" *Journal of Personality and Social Psychology*, 99 (December), 917-932.
- LeBoeuf, Robyn A. and Joseph P. Simmons (2010), "Branding Alters Attitude Functions and Reduces the Advantage of Function-Matching Persuasive Appeals," *Journal of Marketing Research*, 47 (April), 348-360.
- Nelson, Leif D. and Joseph P. Simmons (2009), "On Southbound Ease and Northbound Fees: Literal Consequences of the Metaphoric Link between Vertical Position and Cardinal Direction," *Journal of Marketing Research*, 46 (December), 715-724.
- Riis, Jason, Joseph P. Simmons, and Geoffrey P. Goodwin (2008), "Preferences for Enhancement Pharmaceuticals: The Reluctance to Enhance Fundamental Traits," *Journal of Consumer Research*, 35 (October), 495-508.
- Nelson, Leif D. and Joseph P. Simmons (2007), "Moniker Maladies: When Names Sabotage Success," *Psychological Science*, 18 (December), 1106-1112.

Simmons, Joseph P. and Deborah A. Prentice (2006), "Pay Attention! Attention to the Primes Increases Attitude Assessment Accuracy," *Journal of Experimental Social Psychology*, 42 (November), 784-791.

Simmons, Joseph P. and Leif D. Nelson (2006), "Intuitive Confidence: Choosing Between Intuitive and Nonintuitive Alternatives," *Journal of Experimental Psychology: General*, 135 (August), 409-428.

Hasson, Uri, Joseph P. Simmons, and Alexander Todorov (2005), "Believe It or Not: On the Possibility of Belief Suspension," *Psychological Science*, 16 (July), 566-571.

Visser, Penny S., Jon A. Krosnick, and Joseph P. Simmons (2003), "Distinguishing the Cognitive and Behavioral Consequences of Attitude Importance and Certainty: A Test of the Common-factor Model of Attitude Strength," *Journal of Experimental Social Psychology*, 39 (March), 118-141.

## **SUBMITTED MANUSCRIPTS**

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[None at the moment]

## **WORKING PAPERS**

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Gaertig, Celia and Joseph P. Simmons, "Why (and When) Are Uncertain Price Promotions More Effective Than Equivalent Sure Discounts?" Submitted For Publication.

Lewis, Joshua, Alex Rees-Jones, Uri Simonsohn, and Joseph P. Simmons, "Diminishing Sensitivity To Outcomes: What Prospect Theory Gets Wrong About Diminishing Sensitivity To Price," Submitted For Publication.

Simmons, Joseph P. and Leif D. Nelson, "Six Biases That Are All The Same," Working Paper.

Simonsohn, Uri, Joseph P. Simmons, and Leif D. Nelson, "Anchoring Is Not a False-Positive: Maniadis, Tufano, and List's (2014) 'Failure-to-Replicate' Is Actually Entirely Consistent with the Original," Working Paper.

## **INVITED PRESENTATIONS**

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### *What Do True Findings Look Like?*

- Annual Meeting of the Society for Social and Personality Psychology, New Orleans, LA. (February, 2020)

### *The Psychology of Second Guesses*

- Erasmus University Rotterdam, Rotterdam, The Netherlands (March, 2019)
- The Harvard Kennedy School, Cambridge, Massachusetts (September, 2018)
- Department of Behavioral Science, The University of Chicago Booth School of Business, Chicago, Illinois (May, 2017)

### *Life After P-Hacking*

- Microsoft Research, New York, New York (December, 2019)
- Department of Statistics, University of Georgia, Athens, Georgia (April, 2019)

- Cox School of Business, Southern Methodist University, Dallas, Texas (September, 2018)
- Department of Psychology, Rutgers University, New Brunswick, New Jersey (May, 2018)
- Department of Psychology, Swarthmore College, Swarthmore, Pennsylvania (April, 2018)
- Workshop on Promoting Robust and Reliable Research Practice in Science of Organizations, Warrington College of Business, University of Florida, Gainesville, Florida (March, 2018) [keynote]
- Department of Psychology, University of British Columbia, Vancouver, British Columbia (September, 2017)
- Annenberg Public Policy Center, University of Pennsylvania, Philadelphia, Pennsylvania (March, 2017)
- Biomedical Postdoctoral Council, University of Pennsylvania, Philadelphia, Pennsylvania (February, 2017)
- University of Waterloo, Department of Psychology, Waterloo, Ontario (March, 2016)
- Experimental Psychopathology: Toward Better Science Symposium, Heeze, The Netherlands (February, 2016)
- Science in the 21<sup>st</sup> Century Workshop, Texas A&M University, College Station, Texas (November, 2015)
- Distinguished Lecture, University of Calgary, Department of Psychology, Calgary, Alberta (May, 2014)
- Workshop on Reliability and Replication in Psychological Science, Princeton University, Department of Psychology (April, 2014)
- Solid Psychological Science Symposium, Radboud University, Nijmegen, The Netherlands (June, 2013)

#### *The Reproducibility of Psychological Science*

- Committee on Reproducibility and Replicability in Science, The National Academies of Sciences, Engineering, and Medicine, Washington, DC (February, 2018)

#### *Algorithm Aversion*

- Man Numeric, Boston, MA (October, 2016)
- The Man Alternative Investing Symposium, Oxford, UK (September, 2016)
- The Man Quantitative Summit, New York Academy of Sciences, New York, NY (April, 2016)
- Center For Health Incentives and Behavioral Economics, University of Pennsylvania (June, 2015)

#### *What's Replicable?*

- Meeting of the Society for the Improvement of Psychological Science, Charlottesville, VA (June, 2016)

#### *Six Biases That Are All The Same*

- Department of Marketing, Warrington College of Business, University of Florida, Gainesville, Florida (March, 2018)
- Washington University, Department of Marketing, St. Louis, Missouri (April, 2016)
- University of Waterloo, Department of Psychology, Waterloo, Ontario (March, 2016)

#### *P-Hacking and the Irreproducibility Crisis*

- Biomedical Postdoctoral Council, University of Pennsylvania (June, 2015)

#### *Data Collection, Analysis, and Reporting*

- Annual Meeting of the Association for Consumer Research, Baltimore, MD (October, 2014)

#### *The False-Positive Problem*

- Behavioral Insights Group, London, UK (July, 2014)

#### *Decision Quality*

- GlaxoSmithKline, King of Prussia, PA (June, 2014)

#### *True-Positive Psychology*

- Efficient Science Workshop [Keynote Address], Max Planck Institute for Research on Collective Goods, Bonn, Germany (July, 2013)

#### *Improving And Diversifying Our Research Practices*

- Annual Meeting of the Society for Consumer Psychology [Conversations Session], San Antonio, TX (March, 2013)

#### *Fixing False-Positives*

- INSEAD, Department of Marketing (February, 2013)

#### *Elephants Weigh More Than . . . Elephants: Intuitive Biases in Over/Under Decisions*

- University of Maryland, Robert H. Smith School of Business, Department of Marketing (April, 2012)
- Brigham Young University, Marriott School of Management, Department of Marketing (April, 2012)
- University of Michigan, Ross School of Business, Department of Marketing (March, 2012)

#### *False-Positive Psychology: Undisclosed Flexibility in Data Collection and Analysis Allows Presenting Anything As Significant*

- Mount Saint Mary's University, Department of Psychology (March, 2012)
- Brigham Young University, Marriott School of Management, Department of Marketing (April, 2012)

#### *Intuitive Biases*

- The Judgment and Decision Making Pre-Conference at the Annual Meeting of the Society for Social and Personality Psychology, San Diego, CA. (January, 2012)

#### *Intuitive Biases in Choice vs. Estimation: Implications for Crowd Wisdom*

- University of Chicago, Booth School of Business, Department of Marketing (March, 2011)
- University of Pennsylvania, The Wharton School, Department of Operations and Information Management (November, 2010)
- Goldman Sachs: Society for Quantitative Analysis Conference (May, 2010)
- Stanford University, Graduate School of Business, Department of Marketing (November, 2009)
- Carnegie Mellon University, The Tepper School, Department of Marketing (March, 2009)
- Cornell University, The Johnson School, Department of Marketing (October, 2008)
- Princeton University, Department of Social Psychology (October, 2008)

#### *When Does Motivation Increase Adjustment from Anchor Values?*

- University of Pennsylvania, The Wharton School, Decision Processes Seminar Series (November, 2007)

### **PEER-REVIEWED PRESENTATIONS (2008-PRESENT)**

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#### *Does Dialectical Bootstrapping Improve the Wisdom of the Inner Crowd?*

- Annual Meeting of the Society For Judgment and Decision Making, Montreal, QC (November, 2019)

#### *Six Biases That Are All The Same*

- Behavioral Decision Research in Management Conference, Rotman School of Business, Toronto, ON (June, 2016)
- Annual Meeting of the Society For Judgment and Decision Making, Long Beach, CA (November, 2014)

### *P-Hacking*

- Annual Meeting of the Academy of Management, Philadelphia, PA (August, 2014)

### *Elephants Weigh More Than . . . Elephants: Intuitive Biases Can Generate Prediction Bubbles*

- Annual Meeting of the Society for Consumer Psychology, Miami, FL (March, 2014)
- Annual Meeting of the Society for Judgment and Decision Making, Toronto, ON (November, 2013)
- Behavioral Decision Research in Management Conference, Leeds School of Business, Boulder, CO (June, 2012)

### *Life After P-Hacking*

- Annual Meeting of the Association for Consumer Research, Chicago, IL (October, 2013)
- Annual Meeting of the Society for Social and Personality Psychology, New Orleans, LA. (January, 2013)

### *False-Positive Psychology: Undisclosed Flexibility in Data Collection and Analysis Allows Presenting Anything As Significant*

- Annual Meeting of the American Psychological Association, Orlando, FL (August, 2012)
- Annual Meeting of the Association for Psychological Science, Chicago, IL (May, 2012)
- Annual Meeting of the Society for Social and Personality Psychology, San Diego, CA (January, 2012)
- Annual Meeting of the Society for Judgment and Decision Making, Seattle, WA (November, 2011)

### *The Effect of Large Incentives on Optimistic Responding: Evidence That Optimism Is Real*

- Annual Meeting of the Association for Consumer Research, Saint Louis, MO (October, 2011)

### *The Effect of Decision Ease and Option Valence on Preference Projection*

- Behavioral Decision Research in Management Conference, Tepper School of Business, Pittsburgh, PA (June, 2010)

### *Are Crowds Wise When Predicting Against Point Spreads? It Depends on How You Ask*

- Annual Meeting of the Society for Judgment and Decision Making, Boston, MA (November, 2009)
- Annual Meeting of the Association for Consumer Research, Pittsburgh, PA (October, 2009)
- Behavioral Decision Research in Management Conference, Rady School of Management, San Diego, CA (April, 2008)

### *Intuitive Confidence and the Effect of Option Valence on Preference Projection*

- Annual Meeting of the Association for Consumer Research, San Francisco, CA (October, 2008)

### *Which Way Should I Adjust, and Am I Certain? Adjustment Confidence Determines the Effect of Motivation on Anchoring and Adjustment*

- Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM (February, 2008)

## **TEACHING**

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Instructor, The Wharton School

*Decision Processes* (Undergraduate Course): 2011, 2016

*Managerial Decision Making* (MBA Course): 2011-2016, 2018-present

*Managerial Decision Making* (Executive MBA Course): 2015-2016, 2018-present

Participating Instructor, The Wharton School

*Google Marketing Academy* (Executive Education Course): 2018-present

*Strategic Decision Making Mindset* (Executive Education Course): 2014, 2016-present

*Wharton Certificate in Management* (Penn Law Course): 2013-present

Instructor, Yale School of Management

*Behavioral Perspectives on Management* (MBA Course): 2008-2011

*Decision Making for Managers and Policy Makers* (MBA Course): 2007

*Managing Marketing Programs* (MBA Course): 2007-2011

*Behavioral Decision Making* (PhD Course): 2006-2010

*Designing and Conducting Experimental Research* (PhD Course): 2011

## **AWARDS AND HONORS**

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Winner of the Helen Kardon Moss Anvil Award, awarded to the one Wharton faculty member “who has exemplified outstanding teaching quality during the last year,” 2013

MBA Excellence in Teaching Award, The Wharton School, 2012, 2013, 2014, 2016, 2019

Undergraduate Excellence in Teaching Award, The Wharton School, 2012, 2017

Woodrow Wilson Society of Scholars Dissertation Fellowship, Princeton University, 2002-2003

Psi Chi National Psychology Honor Society, 1997-1999

Mount Saint Mary’s College Honors Scholarship, 1995-1999

## **EDITORIAL BOARDS & PROFESSIONAL SERVICE**

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Associate Editor, *Management Science*, August 2015-present

Associate Editor, *Social Psychological and Personality Science*, 2015-2019

Editorial Board, *Advances in Methods and Practices in Psychological Science*, May 2017-present

Editorial Board, *Journal of Personality and Social Psychology*, 2013-2016

Ad hoc reviewer for the following journals: *American Psychologist*, *The American Statistician*, *California Management Review*, *Cognition*, *Collabra: Psychology*, *Games and Economic Behavior*, *International Journal of Industrial Organization*, *International Journal of Psychology*, *International Journal of Research in Marketing*, *Journal of Behavioral Decision Making*, *Journal of Cognitive Psychology*, *Journal of Consumer Psychology*, *Journal of Consumer Research*, *Journal of Experimental Psychology: General*, *Journal of Experimental Psychology: Learning Memory & Cognition*, *Journal of Experimental Social Psychology*, *Journal of Judgment and Decision Making*, *Journal of Marketing Research*, *Journal of Personality and Social Psychology*, *Management Science*, *Memory & Cognition*, *Nature: Human Behaviour*, *Organizational Behavior and Human Decision Processes*,

Personality and Individual Differences, Personality and Social Psychology Bulletin, Personality and Social Psychology Review, Perspectives on Psychological Science, Proceedings of the National Academy of Science, Psychological Review, Psychological Science, Psychonomic Bulletin & Review, Quarterly Journal of Experimental Psychology.