

Alexis (Lexi) D. Gordon

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(407) 342-1159

EDUCATION

The Wharton School, University of Pennsylvania

Expected: 2026

Ph.D. Student in Operations, Information, and Decisions

Advisor: Maurice Schweitzer

Florida State University, Tallahassee, FL

2021

B.S. in Economics, *summa cum laude*

Second Major: Psychology

Minor: Mathematics

RESEARCH INTERESTS

Decision Making, Organizational Behavior, Advice, Conversation

TEACHING INTERESTS

Negotiations, Teamwork and Leadership, Organizational Behavior

PUBLICATIONS

Gordon, A. D., Schweitzer, M. E. (2024). Gossip, power, and advice: Gossipers are conferred less expert power. *Journal of Experimental Social Psychology*.

SELECTED RESEARCH IN PROGRESS

Gordon, A., Schweitzer, M. E. Motivated Advice Seeking: Are Advice Seekers Trying to Be More Accurate? *Under Review*. [Available on SSRN](#).

Gordon, A., Schweitzer, M. E. Timing is (almost) everything: Excuses are more effective when they are delivered early. *Manuscript in preparation*.

Gordon, A., Schweitzer, M. E. The effects of advice giving and receiving on career advancement: A longitudinal field study of workplace emails. *Data analysis in process*.

CONFERENCE PRESENTATIONS

Chaired Symposia

The Mechanics and Implications of Advice. *Academy of Management Annual Conference*, 2025. Copenhagen, Denmark. (scheduled)

Communication and Conflict: The Consequences of Poor Communication. *International Association for Conflict Management Conference*, 2025. Burlington, VT.

Boosting Performance Through Collaboration: Harnessing the Benefits of Advice, Favors, and Feedback. *Academy of Management Annual Conference*, 2023. Boston, MA.

Presentations

Motivated Advice Seeking: Are Advice Seekers Trying to Be More Accurate? (Gordon & Schweitzer).

- *International Association for Conflict Management Conference*, 2025. Symposium talk. Burlington, VT.
- *Academy of Management Annual Meeting*, 2025. Symposium talk. Copenhagen, Denmark. (scheduled)
- *Wharton Behavioral Lab Mini Conference*, 2025. Paper presentation. Philadelphia, PA.

Timing is (almost) everything: Excuses are more effective when they are delivered early. (Gordon & Schweitzer).

- *International Association for Conflict Management Conference*, 2025. Symposium talk. Burlington, VT.
- *Academy of Management Annual Meeting*, Copenhagen, 2025. Symposium talk. Copenhagen, Denmark. (scheduled)

Gossip, power, and advice: Gossipers are conferred less expert power. (Gordon & Schweitzer).

- *Academy of Management Annual Conference*, 2024. Paper presentation. Chicago, IL.
- *Society for Judgment and Decision Making Conference*, 2023. Poster presentation. New York, NY.
- *International Association for Conflict Management Conference*, 2023. Paper presentation. Thessaloniki, Greece.
- *Academy of Management Annual Conference*, 2023. Symposium talk. Boston, MA.
- *East Coast Doctoral Conference*, 2023. Paper presentation. New York, NY.
- *Society for Judgment and Decision Making Conference*, 2023. Poster presentation. San Francisco, CA.
- *Wharton-INSEAD Doctoral Consortium*, 2022. Paper presentation. Philadelphia, PA.

TEACHING EXPERIENCE

Teaching Assistant for Advanced Topics in Negotiation (Wharton Undergraduate and MBA. Fall, 2024)

Teaching Assistant for Foundations of Teamwork and Leadership (Wharton MBA. Fall, 2024)

Teaching Assistant for Advanced Negotiations (Wharton MBA. Spring, 2023)

Teaching Assistant for Enabling Technologies (Wharton Undergraduate and MBA. Fall, 2023)

Co-Instructor for Judgment and Decision Making: Research Immersion (Wharton Undergraduate. Spring, 2022)

AWARDS AND GRANTS

Risk Center's Russell Ackoff Doctoral Student Fellowship Award (2022)

The Reva Daniels Metzinger Endowed Scholarship for Economics (2020)

PROFESSIONAL ACTIVITIES

Wharton Doctoral Council (2022-2024)

PhD Social Chair of Operations, Information, and Decisions Department (2022-2024)

Mentor in Wharton PhD Peer Program (2022-2023)

Conference reviewing for: Academy of Management Annual Conference, International Association of Conflict Management Annual Conference

Professional affiliations: Society for Judgment and Decision Making, Academy of Management, International Association for Conflict Management