

Julian J. Zlatev
Curriculum vitae

Stanford Graduate School of Business
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Stanford, CA 94305

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EDUCATION

Ph.D. 2018
(expected) **Stanford University**
Organizational Behavior
Graduate School of Business

B.A. 2011 **Northwestern University**
Major: Psychology
Minor: Sound Design

HONORS, AWARDS, & GRANTS

2017 **Best Student Paper Award (Nominated)**
Conflict Management Division, Academy of Management

2017 **Student Paper Award**
Judgment and Decision Making Preconference
Society for Personality and Social Psychology

2017 **Student Travel Award**
Society for Personality and Social Psychology

2016 **Student Poster Award (Honorable Mention)**
Society for Judgment and Decision Making

2016 **CHIBE Grant**
Roybal Center on Behavioral Economics and Health
University of Pennsylvania

2015-2016 **Ethics in Society Graduate Fellowship**
McCoy Family Center for Ethics in Society
Stanford University

2015 **DRRC Scholar Award**
International Association for Conflict Management

2015 **Student Paper Award**
Judgment and Decision Making Preconference
Society for Personality and Social Psychology

2013 **Jaedicke Award**
Stanford University

PUBLICATIONS

Zlatev, J.J., Daniels, D.P., Kim, H., & Neale, M.A. (in press). Default neglect in attempts at social influence. *Proceedings of the National Academy of Sciences*.

**Selected for Academy of Management Proceedings (2017)*

Miller, D.T., Dannals, J.E., & Zlatev, J.J. (2017). Behavioral processes in long-lag interventions. *Perspectives on Psychological Science*, 12(3), 454-467.

Lin, S.C., Zlatev, J.J., & Miller, D.T. (2017). Moral traps: When self-serving attributions backfire in prosocial behavior. *Journal of Experimental Social Psychology*, 70, 198-203.

Zlatev, J.J. & Miller, D.T. (2016). Selfishly benevolent or benevolently selfish? When self-interest undermines versus promotes prosocial behavior. *Organizational Behavior and Human Decision Processes*, 137, 112-122.

Zlatev, J.J., Halevy, N., & Tiedens, L.Z. (2016). Roles and ranks: The importance of social hierarchy for group functioning [commentary]. *Behavioral and Brain Sciences*, 39, 40.

MANUSCRIPTS IN PREP AND UNDER REVIEW

Zlatev, J.J. I may not agree with you, but I trust you: Caring about moral issues signals virtue. *Revise and resubmit at Psychological Science*.

Zlatev, J.J., Halevy, N., & Galinsky, A.D. Motivating employees with positives versus negatives: An integrative framework for leaders as agents of social influence. *Revise and resubmit at Organizational Psychology Review*.

Daniels, D.P. & Zlatev, J.J. How nudge strategies can backfire in social interactions. *Revise and resubmit at Organizational Behavior and Human Decision Processes*.

Halevy, N., Halali, E., & Zlatev, J.J. Forms and functions of brokerage in organizations. *Invited submission at Academy of Management Annals*.

Zlatev, J.J. & Flynn, F.J. How leaders negotiate: The relationship between leadership and bargaining style. *Working Manuscript*.

Zlatev, J.J., Kupor, D.M., Laurin, K., & Miller, D.T. Doing 'good' or 'good enough': Examining the structure of moral self-regard. *Working Manuscript*.

Lin, S.C., Zlatev, J.J., & Miller, D.T. "It wouldn't have mattered anyway": The motivated search for outcome-based justifications. *Working Manuscript*.

Kupor, D.M., Daniels, D.P., & Zlatev, J.J. The magnitude heuristic: Larger differences increase perceived causality. *Working Manuscript*.

SELECTED WORK IN PROGRESS

The appeal of private prosocial behavior. (with Miller, D.T.)

A pronounced asymmetry between perceived and actual listening ability among extraverts. (with Flynn, F.J.)

The dynamics of gender and alternatives in negotiation. (with Dannals, J.E., Halevy, N., & Neale, M.A.)

Mental accounting in impact investments. (with Model, J.)

“I want it now”: Immediate rewards for the self and others increases temporal discounting. (with Halevy, N.)

Moral coding. (with Kim, H. & Miller, D.T.)

Just my luck: Perceptions of luck (and fairness) as a function of initial advantage and ultimate outcome (with Reit, E.)

Physician competency in the use of choice architecture. (with Hart, J. Yadav, K., Szymanski, S., Summer, A., Daniels, D., & Halpern, S.)

CHAired SYMPOSIA

Doing good or looking good? Distinguishing between private and public prosociality (with R.L. Ruttan). Academy of Management, 2017. Atlanta, GA

Creating and destroying value in negotiations. Academy of Management, 2017. Atlanta, GA.

Causes and consequences of moral judgment. Academy of Management, 2016. Anaheim, CA.

Merit as a tool for motivated (in)justice (with L.T. Philips). International Society for Justice Research, 2016. Canterbury, UK.

CONFERENCE TALKS

(* denotes presenter)

Zlatev, J.J.* & Miller, D.T. (August, 2017). The appeal of private prosocial behavior. Academy of Management. Atlanta, GA.

Zlatev, J.J.* & Flynn, F.J. (August, 2017). Leadership and bargaining style in negotiation. Academy of Management. Atlanta, GA.

Zlatev, J.J., Daniels, D.P.*, & Kim, H. (August, 2017). Social influence failure: The case of default neglect. Academy of Management. Atlanta, GA.

**Selected for Academy of Management Proceedings*

Zlatev, J.J.* & Miller, D.T. (July, 2017). The appeal of private prosocial behavior. International Association for Conflict Management. Berlin, Germany.

Zlatev, J.J.* & Flynn, F.J. (July, 2017). How leaders negotiate: The relationship between leadership and bargaining style. International Association for Conflict Management. Berlin, Germany.

Zlatev, J.J., Daniels, D.P.*, & Kim, H. (July, 2017). Social influence failure: The case of default neglect. International Association for Conflict Management. Berlin, Germany.

Dannals, J.E.*, Zlatev, J.J., Halevy, N., & Neale, M.A. (July, 2017). The dynamics of gender and alternatives in negotiation. International Association for Conflict Management. Berlin, Germany.

Zlatev, J.J.* & Miller, D.T. (February, 2017). Selfishly benevolent or benevolently selfish: When self-interest undermines versus promotes prosocial behavior. Society for Consumer Psychology. San Francisco, CA.

Zlatev, J.J.*, Daniels, D.P., & Kim, H. (January, 2017). Social influence failure: The case of default neglect. Judgment and Decision Making Preconference at the Society for Personality and Social Psychology Conference. San Antonio, TX.

**Received Student Paper Award*

Lin, S.*, Zlatev, J.J., & Miller, D.T. (July, 2016). Moral Traps: When self-serving attributions backfire in prosocial behavior. Society for Judgment and Decision Making. Boston, MA.

Zlatev, J.J.*, Kim, H., & Miller, D.T. (August, 2016). Moral coding: Distinguishing tests from opportunities. Academy of Management. Anaheim, CA.

Zlatev, J.J.* & Miller, D.T. (August, 2016). Selfishly benevolent or benevolently selfish? Framing effects in prosocial behavior. Academy of Management. Anaheim, CA.

D.P. Daniels* & Zlatev, J.J. (August, 2016). Interpersonal Choice Architecture. Academy of Management. Anaheim, CA.

Zlatev, J.J.*, Kim, H. & Miller, D.T. (July, 2016). Moral coding: Distinguishing tests from opportunities. International Society for Justice Research. Canterbury, UK.

Lin, S., Zlatev, J.J.*, & Miller, D.T. (July, 2016). "It wouldn't have mattered anyway": The motivated search for incidental justifications. International Society for Justice Research. Canterbury, UK.

Zlatev, J.J.* & Miller, D.T. (June, 2016). Selfishly benevolent or benevolently selfish? Framing effects in prosocial behavior. International Association for Conflict Management. New York, NY.

Zlatev, J.J.*, Kim, H., & Miller, D.T. (June, 2016). Moral coding: Distinguishing tests from opportunities. International Association for Conflict Management. New York, NY.

D.P. Daniels* & Zlatev, J.J. (June, 2016). Interpersonal Choice Architecture. Behavioral Decision Research in Management Conference. Toronto, ON.

Zlatev, J.J.* & Miller, D.T. (May, 2016). Selfishly benevolent or benevolently selfish? Framing effects in prosocial behavior. Transatlantic Doctoral Conference. London, UK.

Zlatev, J.J.*, Kim, H., & Miller, D.T. (February, 2016). Moral coding. Berkeley-Stanford Doctoral Conference. Stanford, CA.

D.P. Daniels* & Zlatev, J.J. (November, 2015). Interpersonal Choice Architecture. Society for Judgment and Decision Making. Chicago, IL.

Zlatev, J.J.* & Tiedens, L.Z. (June, 2015). Anger and ally formation. International Association for Conflict Management. Clearwater Beach, FL.

**Received DRRC Scholar Award*

Zlatev, J.J.* & Halevy, N. (February, 2015). When good is stronger than bad. Society for Personality and Social Psychology Conference, Long Beach, CA.

Zlatev, J.J.* & Miller, D.T. (February, 2015). Selfishly benevolent or benevolently selfish? Framing effects in prosocial giving. Judgment and Decision Making Preconference at the Society for Personality and Social Psychology Conference. Long Beach, CA.

**Received Student Paper Award*

Zlatev, J.J.* & Miller, D.T. (January, 2015). Framing effects in prosocial giving. Talk presented at the Berkeley-Stanford Doctoral Conference. Berkeley, CA.

SELECTED CONFERENCE POSTERS

Zlatev, J.J. & Miller, D.T. (January, 2017). Selfishly benevolent or benevolently selfish: When self-interest undermines versus promotes prosocial behavior. Society for Personality and Social Psychology. San Antonio, TX.

**Received Student Travel Award*

Zlatev, J.J., Kupor, D.M., Laurin, K., & Miller, D.T. (November, 2016). Prosocial risk: When trying to be moral prevents doing good. Society for Judgment and Decision Making. Boston, MA.

**Received Student Poster Award (hon. mention)*

Zlatev, J.J., Daniels, D.P., & Kim, H. (May, 2016). Influencing Decisions: Building Choice Architecture in Policy, Medicine, and Business. West Coast Experiments Conference.

Zlatev, J.J., Kim, H., & Miller, D.T. (January, 2016). Moral coding: Distinguishing tests from opportunities. Society for Personality and Social Psychology. San Diego, CA.

PROFESSIONAL SERVICE

Student Mentor, Stanford GSB PhD Mentors Program (2015-2017)
Vice-President, Stanford GSB PhD Association (2015-2016)

Ad Hoc or Trainee Reviewer
Journal of Applied Psychology
Organization Science
Journal of Experimental Social Psychology

Conference Submission Reviewer
Academy of Management
International Association for Conflict Management

TEACHING AND COURSE DEVELOPMENT

2016-2017	Fundamentals of Philanthropic and Nonprofit Strategy (online course) Course development with Prof. Paul Brest Graduate School of Business, Stanford University
2016-2017	Strategic Philanthropy and Impact Investing TA for Profs. Paul Brest & Mark Wolfson Graduate School of Business, Stanford University
2015-2017	Negotiations TA for Profs. Nir Halevy & Margaret Neale Graduate School of Business, Stanford University
2015-2017	Groups and Teams TA for Profs. Brian Lowery, Deborah Gruenfeld, Margaret Neale, & Lindred Greer Graduate School of Business, Stanford University
2015-2016	Ethics in Management TA for Profs. Benoit Monin, Neil Malhotra, & Kenneth Shotts

Graduate School of Business, Stanford University

2014-2015

Organizational Behavior

Course Development and Grading for

Prof. Francis Flynn & Kristin Laurin

Graduate School of Business, Stanford University

PROFESSIONAL MEMBERSHIPS

Academy of Management (AOM)

International Association for Conflict Management (IACM)

International Society for Justice Research (ISJR)

Society for Judgment and Decision Making (SJDJ)

Society for Personality and Social Psychology (SPSP)

REFERENCES

Dale T. Miller

The Class of 1968 / Ed Zschau Professor of Organizational Behavior

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Nir Halevy

Associate Professor of Organizational Behavior

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