

AMIT BHATTACHARJEE

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ACADEMIC POSITIONS

Leeds School of Business, University of Colorado at Boulder

Associate Professor, Marketing Department (2022-present)

INSEAD

Associate Professor, Department of Marketing (2020-2022)

Rotterdam School of Management, Erasmus University

Assistant Professor, Department of Marketing Management (2015-2020)

Stern School of Business, New York University

Visiting Scholar, Marketing Department (2017-2019)

Tuck School of Business, Dartmouth College

Visiting Assistant Professor of Business Administration (2012-2015)

EDUCATION

The Wharton School, University of Pennsylvania

Ph.D., Marketing (2012)

M.S., Marketing (2010)

B.S., Economics, Magna Cum Laude (2004)

HONORS AND AWARDS

Finalist, Best Practical Course Teaching Award, INSEAD MIM Program (2021)

AMA-Sheth Foundation Doctoral Consortium Faculty Fellow (2019)

Marketing Science Institute Young Scholar (2019)

Finalist, Thomas C. Kinnear Award, *Journal of Public Policy & Marketing* (2019)

Best Article Award, *Journal of Consumer Research* (2017)

Erasmus Research Institute of Management High Performer (2015-present)

Benton Junior Faculty Fellowship (research award for one Tuck junior scholar; 2013-2015)

Winkelman Fellowship (award for scholarly excellence for two Wharton PhD students; 2009-2012)

AMA-Sheth Foundation Doctoral Consortium Fellow (2010)

Russell Ackoff Fellowship, Risk Management and Decision Processes Center (2008-2010)

Wharton Doctoral Fellowship (2007-2011)

RESEARCH INTERESTS

Morality, fairness, and welfare in markets
Moral, political, and economic psychology
Signaling and symbolic consumption
Well-being and utility from experience
Judgment and decision making

JOURNAL ARTICLES AND INVITED PUBLICATIONS

Gai, Phyliss, and **Amit Bhattacharjee** (2022), "Willpower as Moral Ability," *Journal of Experimental Psychology: General*, 151(8), 1999-2006.
Selected Press: INSEAD Knowledge

Wertenbroch, Klaus, Rom Y. Schrift, Joseph W. Alba, Alixandra Barasch, **Amit Bhattacharjee**, Markus Giesler, Joshua Knobe, Donald R. Lehmann, Sandra Matz, Gideon Nave, Jeffrey Parker, Stefano Puntoni, Yanmei Zheng, and Yonat Zwebner (2020), "Autonomy in Consumer Choice," *Marketing Letters*, 491, 1-11.

Berman, Jonathan Z., **Amit Bhattacharjee**, Deborah Small, and Gal Zauberman (2020), "Passing the Buck to the Wealthier: Reference-dependent Standards of Generosity," *Organizational Behavior and Human Decision Processes*, 157, 46-56.
Selected Press: INSEAD Knowledge, Yale Insights

Bhattacharjee, Amit, and Jason Dana (2018), "Not All Folk-Economic Beliefs are Best Understood through Our Ancestral Past," *Behavioral and Brain Sciences*, 41, 21-22.

Bhattacharjee, Amit, and Jason Dana (2017), "People Think Companies Can't Do Good and Make Money. Can Companies Prove Them Wrong?" *Harvard Business Review*, November 28.

Bhattacharjee, Amit, Jason Dana, and Jonathan Baron (2017), "Anti-Profit Beliefs: How People Neglect the Societal Benefits of Profit," *Journal of Personality and Social Psychology*, 113(5), 671-696.
Selected Press: Scientific American, National Review, Marginal Revolution, Bloomberg Businessweek

Bolton, Lisa, **Amit Bhattacharjee**, and Americus Reed II (2015), "The Perils of Marketing Weight Management Remedies and the Role of Consumer Knowledge," *Journal of Public Policy & Marketing*, 34(1), 50-62.

Honors: Finalist, Thomas C. Kinnear Award, Journal of Public Policy & Marketing (2019)

Selected Press: Washington Post, New York Magazine, The Atlantic, BBC, Daily Mail, Yahoo! News

Bhattacharjee, Amit, Jonah Berger, and Geeta Menon (2014), "When Identity Marketing Backfires: Consumer Agency in Identity Expression," *Journal of Consumer Research*, 41(2), 294-309

Selected Press: New York Times, Chicago Tribune, WAMC Radio, Fox Business, Science Daily

Bhattacharjee, Amit, and Cassie Mogilner (2014), "Happiness from Ordinary and Extraordinary Experiences," *Journal of Consumer Research*, 41(1), 1-17. (Lead Article)

Honors: Best Article Award, Journal of Consumer Research (2017)

Selected Press: New York Times, The Atlantic, NPR, Fox News, BBC Radio, Bloomberg Businessweek, The New Republic, Fast Company, Forbes, TIME, ABC News, Yahoo! News

Bhattacharjee, Amit, Jonathan Z. Berman, and Americus Reed II (2013), “Tip of the Hat, Wag of the Finger: How Moral Decoupling Enables Consumers to Admire and Admonish,” *Journal of Consumer Research*, 39(6), 1167-1184.

Selected Press: Wall Street Journal, Financial Times, BusinessWeek, Smithsonian, Globe & Mail

Hardy, Sam, **Amit Bhattacharjee**, Karl Aquino, and Americus Reed II (2010), “Moral Identity and Psychological Distance: The Case of Adolescent Parental Socialization,” *Journal of Adolescence*, 33, 111-123.

Reed II, Americus, Joel Cohen, and **Amit Bhattacharjee** (2009), “When Brands are Built from Within: A Social Identity Pathway to Liking and Evaluation,” in *Handbook of Brand Relationships*, Eds. D.J. MacInnis, C.W. Park, & J.R. Priester. Armonk, NY: M.E. Sharpe, Inc., 124-150.

Verona, Edelyn, Naomi Sadeh, Steve M. Case, Americus Reed II, and **Amit Bhattacharjee** (2008), “Self-Reported Use of Different Forms of Aggression in Adolescence and Young Adulthood: Validation and Correlates,” *Assessment*, 15 (4), 493-510.

WORKING PAPERS AND WORK UNDER REVIEW

Bhattacharjee, Amit, Jonathan Z. Berman, Jason Dana, Barbara Mellers, and Camilla Zallot, “Producer Motives and Symbolic Product Value,” Invited for 2nd round review, *Journal of Consumer Research*.

Weingarten, Evan, **Amit Bhattacharjee**, and Patti Williams, “So Bad it’s Good: When Consumers Prefer Bad Options,” Invited for 2nd round review, *Journal of Consumer Psychology*.

Zallot, Camilla, Gabriele Paolacci, and **Amit Bhattacharjee**, “Some Value is Not for the Taking: Redistributive Concerns and the Fairness of Value Pricing,” Under review.

Weingarten, Evan, Rachel Gershon, and **Amit Bhattacharjee**, “Gatekeeping of Group Membership,” Under review.

Bhattacharjee, Amit, and Gabriele Paolacci, “When are Bad Jobs Better than No Jobs? Consumer Reactions to Low-Wage Labor,” Under revision.

Shaddy, Franklin, **Amit Bhattacharjee**, and Alixandra Barasch, “The Psychology of Technological Disruption: Implications for Fairness,” Under revision.

Bhattacharjee, Amit, Alixandra Barasch, and Klaus Wertenbroch, “Too Good to be True: Imperfection as a Signal of Authenticity,” Under revision.

Bhattacharjee, Amit, Jonathan Z. Berman, and Americus Reed, II, “Motivated Moral Decoupling among Liberals and Conservatives,” Manuscript in preparation.

INVITED TALKS

- “Consumer Reactions to Low-Wage Labor”
University of Washington (February 2022)
University of Colorado Boulder (November 2021)
University of Southern California (May 2020)
- “Motivated Moral Decoupling among Liberals and Conservatives”
EMAC Consumer Behavior Research Seminar Series (December 2020)
- “Too Good to be True? Imperfection as a Costly Signal of Authenticity”
IÉSEG Winter Symposium (December 2019)
- “Moral Intuitions toward Market Exchange”
Vrije Universiteit Amsterdam (October 2019)
Coller School of Management, Tel Aviv University (March 2019)
Kelley School of Business, Indiana University (March 2019)
Dyson School of Business, Cornell University (March 2019)
University of Illinois at Chicago (March 2019)
INSEAD (February 2019)
Nanyang Technological University (February 2019)
Zicklin School of Business, Baruch College (November 2018)
London Business School (April 2018)
Rutgers University (April 2018)
Colorado State University (April 2018)
Tilburg University, Department of Social Psychology (December 2017)
Stern School of Business, New York University (December 2017)
The New School of Social Research, Psychology (September 2017)
Delft University of Technology, Ethics/Philosophy of Technology (April 2017)
University of Groningen (November 2015)
- “The Moralization of Intertemporal Choice”
IDEA Conference, Georgia Institute of Technology (June 2017)
- “Authenticity and Value: The Signal Value of Offensive Behavior”
Alienation and Meaning Symposium, Technische Universitat Munchen (January 2017)
- “Selling Out: How Producer Motives Affect Perceived Artistic Quality”
Rotterdam School of Management, Erasmus University (December 2014)
Foster School of Business, University of Washington (November 2014)
Robinson College of Business, Georgia State University (November 2014)
INSEAD (October 2014)
Tuck School of Business, Dartmouth College (April 2014)
- “Can Profit Be Good? Zero-Sum Thinking, Neglect of Incentives, and Anti-Profit Beliefs”
Sloan School of Management, Massachusetts Institute of Technology (April 2013)
Tuck School of Business, Dartmouth College (July 2012)

“How Moral Decoupling Enables Consumers to Admire and Admonish”

Marketing in New York Forum, Stern School of Business, New York University (May 2012)

Rotman School of Management, University of Toronto (November 2011)

Sauder School of Business, University of British Columbia (October 2011)

Gabelli School of Business, Fordham University (October 2011)

Tuck School of Business, Dartmouth College (October 2011)

CONFERENCE PRESENTATIONS

“The Upside of Immorality: The Signal Value of Offensive Producer Behavior”

Society for Consumer Psychology, Savannah, GA (March 2019)

Association for Consumer Research, Dallas, TX (October 2018)

“Can Concern for the Disadvantaged Promote Disadvantage? The Benefits of Exploitation”

La Londe Conference, La Londe, France (June 2019)

SCP Boutique Conference on Vice & Virtue, Sydney, Australia (January 2018)

Society for Judgment and Decision Making, Vancouver, Canada (November 2017)

Association for Consumer Research, San Diego, CA (October 2017)

European Marketing Academy, Groningen, Netherlands (May 2017)

Society for Consumer Psychology, San Francisco, CA (February 2017)

“Motivated Moral Decoupling Among Liberals and Conservatives”

Society for Personality and Social Psychology, San Diego, CA (January 2016)

Association for Consumer Research, New Orleans, LA (October 2015)

“Judging True Good Taste: True Preference or Pretense?”

Society for Judgment and Decision Making, Chicago, IL (November 2015)

Society for Consumer Psychology, Phoenix, AZ (February 2015)

Association for Consumer Research, Baltimore, MD (November 2014)

“Selling Out: How Producer Motives Affect Perceived Artistic Quality”

Society for Consumer Psychology, Phoenix, AZ (February 2015)

Society for Judgment and Decision Making, Long Beach, CA (November 2014)

Association for Consumer Research, Baltimore, MD (November 2014)

“Happiness from Extraordinary versus Ordinary Experiences”

Association for Consumer Research, Chicago, IL (October 2013)

Society for Consumer Psychology, San Antonio, TX (March 2013)

“When Identity Marketing Backfires: Consumer Agency in Identity Expression”

Society for Consumer Psychology, San Antonio, TX (March 2013)

Association for Consumer Research, Vancouver, Canada (October 2012)

“Can Profit Be Good? Zero-Sum Thinking, Neglect of Incentives, and Anti-Profit Beliefs”

Society for Judgment and Decision Making, Minneapolis, MN (November 2012)

Association for Consumer Research, Jacksonville, FL (October 2011)

Behavioral Decision Research in Management, Pittsburgh, PA (June 2010)

“How Moral Decoupling Enables Consumers to Admire and Admonish”

Association for Consumer Research, Vancouver, Canada (October 2012)

Behavioral Decision Research in Management, Boulder, CO (June 2012)

Society for Personality and Social Psychology, San Diego, CA (January 2012)

Society for Consumer Psychology, Atlanta, GA (February 2011)

“The Perils of Marketing Weight Management Remedies”

Whitebox Graduate Student Conference, Yale University (April 2010)

Association for Consumer Research, Pittsburgh, PA (October 2009)

Society for Consumer Psychology, San Diego, CA (February 2009)

SELECTED MEDIA COVERAGE

New York Times, *Wall Street Journal*, *Chicago Tribune*, *Boston Globe*, *Toronto Star*, *The Atlantic*, *New York Magazine*, *Scientific American*, *Time Magazine*, *Smithsonian*, *NPR*, *BBC Radio*, *WAMC Radio*, *ABC News*, *Fox Business*, *Financial Times*, *Bloomberg BusinessWeek*, *Fast Company*, *Forbes*, *National Review*, *Marginal Revolution*, *Daily Mail*, *Globe & Mail*, *Yahoo! News*, *Science Daily*

PROFESSIONAL AFFILIATIONS

Heterodox Academy (HxA: scholarly society to promote viewpoint diversity in academia)

Association for Consumer Research (ACR)

Society for Consumer Psychology (SCP)

American Marketing Association (AMA)

Society for Judgment and Decision Making (SJDM)

Society for Personality and Social Psychology (SPSP)

PROFESSIONAL SERVICE

Editorial Review Board

Journal of Consumer Research (2016-2018)

International Journal of Research in Marketing (2016-present)

Ad Hoc Journal Reviewing

Journal of Marketing Research, *Journal of Marketing*, *Journal of Consumer Psychology*, *Management Science*, *Organizational Behavior and Human Decision Processes*, *Journal of Experimental Psychology: General*, *Journal of Personality and Social Psychology*, *Cognition*, *Science*, *Nature*, *Journal of Business Ethics*, *Journal of Experimental Social Psychology*, *Journal of Public Policy & Marketing*

Conference Associate Editorship

Association for Consumer Research (2021)

Society for Consumer Psychology (2022)

Conference Program Committee

Behavioral Decision Research in Management (2020-present)

European Association for Consumer Research (2017-present)
Association for Consumer Research (2015-present)
Society for Consumer Psychology (2014-present)

Invited Panelist or Discussant Roles

Association for Consumer Research Doctoral Symposium (2021-present)
Society for Judgment and Decision Making Session MC (2022)
Society for Consumer Psychology Doctoral Symposium (2019)

Conference and Professional Society Reviewing

Association for Consumer Research, Society for Consumer Psychology, Society for Judgment and Decision Making, European Marketing Academy, European Association for Consumer Research, American Marketing Association, Marketing Science Institute, Israeli Science Foundation

TEACHING EXPERIENCE

Leeds School of Business, University of Colorado at Boulder

Undergraduate Teaching
Marketing Research and Analytics (2022-2023)

INSEAD

Graduate Course Development and Teaching
Keep INSEAD Safe & Social: Nudge Competition, MBA Launch Week (2021-2022)
Strategic Marketing Intelligence, MBA Elective (2020-2021)
Leveraging Data in Marketing Science, MIM Practical Period (2020-2022)
Ethical Considerations in Marketing Practice (2020-2022)
Digital MarkStrat Simulation (2020-2022)
Honors: Finalist, Best Practical Course Teaching Award, INSEAD MIM Program (2021)
Consumer Behavior B, PhD Seminar (2020-2021)

Rotterdam School of Management, Erasmus University

Undergraduate Course Development and Teaching
Introduction to Marketing, Erasmus University College (2016-2019)
Marketing Research, BSc in Business Administration (2016-2019)
Marketing Research, BSc in International Business Administration (2016-2019)
Graduate Course Development and Teaching
Specialization Module on Consumer Behavior, PhD/MSc in Marketing Management
“Moralization and Market Exchange” (2016-2018)

Tuck School of Business, Dartmouth College

Graduate Course Development and Teaching
Integrated Marketing Communications, Tuck MBA (2015)
Consumer Moral Judgment, Tuck MBA (2013-2015)
Consumer Behavior, Tuck MBA (2012)
The Three Indias: Doing Business across Economic and Cultural Divides, Tuck MBA (2015)
Introduction to Marketing, Thayer Master of Engineering Management (2012-2013)

The Wharton School, University of Pennsylvania

Undergraduate Teaching
Introduction to Marketing (2010-2011)

ADVISING AND INSTITUTIONAL SERVICE

Leeds School of Business, University of Colorado at Boulder

Marketing Department PhD Committee (2022-present)
Primary Unit Evaluation Committee
Scott Shriver (2022-2023)
Graduate Student Thesis Committee (MSc)
Santiago Ventura (2022-present)

INSEAD

Keep INSEAD Safe & Social: Behavioral Nudge Competition, MBA Launch Week (2021-2022)
Institutional Review Board (2020-2022)

Rotterdam School of Management, Erasmus University

Invited Talks and Panels
“Big Data and Little People: The Personal Side of Analytics,” *Frontiers in Marketing* (2016)
Judge and Selection Committee Co-Chair, Erasmus Marketing Thesis Awards (2015)
Graduate Student Dissertation Advising (PhD)
Camilla Zallot (2018-present)
Graduate Student Thesis Advising (MSc)
Felix Dressel, Yavor Gospodinov, Marlijn van Raaij, Erik van Rijthoven, Anne-Carien Schuller, Iulia Tomescu, Dennis Tuk (2018)
Nina Egner, May Oltmans, Gaya Renil, Yuliya Tukmakova, Freek Van der Voort (2017)
Emily Greenwood, Marc Pollemans, Alexandra Prodan, Marie-Julie Schellens (2016)

Tuck School of Business, Dartmouth College

Invited Talks and Panels
“Ethics Session: Give & Take,” Business and Society Conference (2014)
“Ethics, Marketing, and Bottom-of-the-Pyramid Consumers” (2013)
Graduate Student and Business Competition Advising (MEM)
Mengying Ai, Prashanth Narayanan, Alexander Sofianos (2013)
“Marketing Montshire Museum of Science,” Google Online Marketing Challenge (2013)
Undergraduate Student Advising (James O. Freedman Presidential Scholars research program)
Emily Chan (2015), Ellen Wu (2014)
Tuck MBA International Mentor Program (2013-2015)

The Wharton School, University of Pennsylvania

Undergraduate Student Advising
William Le (2011), Alberto Cohen (2008), Michael Durkheimer (2008)
Penn Interactive Meeting of the Minds (2010-2011)
Wharton Lunch & Learn Program (2010-2011)
Wharton Doctoral Council (2007-2010)