

CURRICULUM VITAE

Todd Rogers

http://scholar.harvard.edu/todd_rogers

Updated: 2/2019

PROFESSIONAL WORK

3/2018 – present	Professor of Public Policy (tenured), Harvard Kennedy School
7/2015 – 3/2018	Associate Professor of Public Policy, Harvard Kennedy School
7/2011 – 7/2015	Assistant Professor of Public Policy, Harvard Kennedy School
7/2018 – present	Faculty Director, Behavioral Insights Group, Harvard University
1/2014 – present	Founding Director, Student Social Support R&D Lab
1/2015 – present	Founding Executive Committee Member, Behavioral Science & Policy Association
2016 – present	Co-founder, InClass Today
9/2015 – present	Member, Vice Provost for Advances in Learning Research Committee
1/2008 – 7/2011	Founding Executive Director, Analyst Institute
1/2008 – present	Board of Directors, Analyst Institute
2009 – present	Scientific Director, Ideas42
2017 – present	Member, Behavioural Insights Team Academic Advisory Board
2011 – present	Advisory Council, Tipping Point Community
2002 – 2003	Political consultant and pollster, Abacus Associates

EDUCATION

Graduate:	Harvard University, Cambridge, Massachusetts
	Ph.D., Organizational Behavior, Psychology track (2/2008) Harvard Business School Chair: Professor Max H. Bazerman

M.A., Social Psychology (6/2005)
Harvard University Department of Psychology
Chair: Professor Daniel T. Gilbert

Undergraduate: Williams College, Williamstown, Massachusetts

B.A., Religion major and Psychology major (6/2001)

MANUSCRIPTS: PUBLISHED OR IN PRESS

Robinson, C., Gallus, J., Lee, M., & Rogers, T. (In press). The Demotivating Effect (and Unintended Message) of Retrospective Awards. *Organizational Behavior and Human Decision Processes*.

Dorison, C., Minson, J., & Rogers, T. (In press). A pleasant surprise in partisan politics: Avoidance of opposing views is partly driven by an affective forecasting error. *Cognition*.

Kim, T., John, L., Rogers, T., & Norton, M.I. (In press). Procedural justice and the risks of consumer voting. *Management Science*.

Rogers, T. & Demarzi, J. (In press). *Afterword*. In Absenteeism edited by M. Gottfried and E.L. Hutt.

Rogers, T., & Feller, A. (2018). Reducing Student Absences at Scale by Targeting Parents' Misbeliefs. *Nature Human Behaviour*, doi: 10.1038/s41562-018-0328-1.

Rogers, Goldstein, N. T. and Fox, C.R. (2017). Social mobilization. *Annual Review of Psychology*.

Robinson, C. D., Lee, M. G., Dearing, E., & Rogers, T. (2018). Reducing Student Absenteeism in the Early Grades by Targeting Parental Beliefs. *American Educational Research Journal*, 26 (3), 353-383.

Robinson, C.R., Pons, G., Duckworth, A.L., & Rogers, T. (2018). Middle school students want behavior commitment devices (even when take-up does not affect their behavior). *Frontiers in Psychology*.

Rogers, T., Moore, D. A., & Norton, M. I. (2017). The belief in a favorable future. *Psychological Science*, 28(9), 1290-1301.

Rogers, T., Zeckhauser, R., Gino, F., Norton, M. I., & Schweitzer, M. E. (2017). Artful paltering: The risks and rewards of using truthful statements to mislead others. *Journal of Personality and Social Psychology*, 112(3), 456-473.

- Tannenbaum, D., Fox, C. R., & Rogers, T. (2017). On the misplaced politics of behavioural policy interventions. *Nature Human Behaviour*, 1(7), s41562-017.
- Hauser, O., Linos, E., & Rogers, T. (2017). Innovation with field experiments: Studying organizational behaviors in actual organizations. *Research in Organizational Behavior*.
- Rogers, T., Green, D. P., Ternovski, J., & Young, C. F. (2017). Social pressure and voting: A field experiment conducted in a high-salience election. *Electoral Studies*, 46, 87-100.
- Rogers, T., ten Brinke, L. & Carney, D. (2016). Unacquainted callers can predict which citizens will vote over and above citizens' stated self-predictions. *Proceedings of the National Academy of Science*, 113(23), 6449-6453.
- Rogers, T., Ternovski, J., & Yoeli, E. (2016). Potential follow-up increases private contributions to public goods. *Proceedings of the National Academy of Sciences*, 113(19), 5218-5220.
- Rogers, T., & Milkman, K. L. (2016). Reminders through association. *Psychological Science*, 27(7), 973-986.
- Rogers, T. & Feller, A. (2016). Discouraged by others' excellence: Exposure to exemplary peer performance causes quitting. *Psychological Science*, 27(3), 365-374.
- Gehlbach, H., Brinkworth, M.E., King, A., Hsu, L., & Rogers, T. (2016). Creating birds of similar feathers: Leveraging similarity to improve teacher-student relationships and academic achievement. *Journal of Educational Psychology*, 108(3), 342-352.
- Bailey, M. A., Hopkins, D. J., & Rogers, T. (2016). Unresponsive and unpersuaded: the unintended consequences of a voter persuasion effort. *Political Behavior*, 38(3), 713-746.
- Pierce, L., Rogers, T., & Snyder, J. A. (2016). Losing hurts: the happiness impact of partisan electoral loss. *Journal of Experimental Political Science*, 3(1), 44-59.
- Kraft, M. A., & Rogers, T. (2015). The underutilized potential of teacher-to-parent communication: Evidence from a field experiment. *Economics of Education Review*, 47, 49-63.
- Rogers, T., & Frey, E. (2015). Changing behavior beyond the here and now. In: G. Keren & G. Wu (Eds.), *The Wiley Blackwell handbook of judgment and decision making* (pp. 723-748). Chichester, UK: John Wiley & Sons.

- Rogers, T., Milkman, K. L., John, L. K., & Norton, M. I. (2015). Beyond good intentions: Prompting people to make plans improves follow-through on important tasks. *Behavioral Science & Policy*, 1(2), 33-41.
- Allcott, H. & Rogers, T. (2014). The short-run and long-run effects of behavioral interventions: Experimental evidence from energy conservation. *American Economic Review*, 104(10), 1-37.
- Nickerson, D. & Rogers, T. (2014). Big data and political campaigns. *Journal of Economic Perspectives*, 28(2), 51-74.
- Rogers, T., Milkman, K. L., & Volpp, K. G. (2014). Commitment devices: Using initiatives to change behavior. *Journal of the American Medical Association (JAMA)*, 311(20), 2065-2066.
- Rogers, T., Milkman, K. L., & Volpp, K. G. (2014). Commitment devices to improve unhealthy behaviors—Reply. *Journal of the American Medical Association (JAMA)*, 312(15), 1592-1593.
- Rogers, T. & Middleton, J. (2014). Are ballot initiative outcomes influenced by the campaigns of independent groups? A precinct randomized field experiment. *Political Behavior*, 37, 567-593.
- Frey, E. & Rogers, T. (2014). Persistence: How treatment effects persist after interventions stop. *Policy Insights from the Behavioral and Brain Sciences*, 1(1), 172-179.
- Fernbach, P. M., Rogers, T., Fox, C. R., & Sloman, S. A. (2013). Political extremism is supported by an illusion of understanding. *Psychological Science*, 24(6), 939-946.
- Rogers, T. & Aida, M. (2013). Vote self-prediction hardly predicts who will vote, and is (misleadingly) unbiased. *American Politics Research*, 42(3), 503-528.
- Bryan, C., Walton, G, Rogers, T., & Dweck, C. (2012). Motivating voter turnout by invoking the self. *Proceedings of the National Academy of Sciences*, 108(31), 12653-12656.
- Rogers, T., Gerber, A. S., & Fox, C. R. (2012). Rethinking why people vote: Voting as dynamic social expression. In: E. Shafir (Ed), *The behavioral foundations of public policy* (pp. 91-107). Princeton, NJ: Princeton University Press.
- Rogers, T., & Norton, M.I. (2011). The artful dodger: Answering the wrong question the right way. *Journal of Experimental Psychology: Applied*, 17(2), 139-147.

- Malhotra, N., Michelson, M.R., Rogers, T., & Valenzuela, A.A. (2011). Text messages as mobilization tools: The conditional effect of habitual voting and election salience. *American Politics Research*, 39(4), 664-681.
- Nickerson, D.W. & Rogers, T. (2010). Do you have a voting plan? Implementation intentions, voter turnout, and organic plan-making. *Psychological Science*, 21(2), 194-199.
- Milkman, K.L., Rogers, T. & Bazerman, M.H. (2010). Highbrow films gather dust: Time-inconsistent preferences and online DVD rentals. *Management Science*, 55(6), 1047-1059.
- Milkman, K.L., Rogers, T. & Bazerman, M.H. (2010). I'll have the ice cream soon and the vegetables later: A study of online grocery purchases and order lead time. *Marketing Letters*, 21(1), 17-35.
- Gerber, A.S. & Rogers, T. (2009). Descriptive social norms and motivation to vote: Everyone's voting and so should you. *The Journal of Politics*, 71(1), 1-14.
- Caruso, H. M., Rogers, T., & Bazerman, M. H. (2009). Boundaries need not be barriers: Leading collaboration among groups in decentralized organizations. In T. Pittinsky (Ed.), *Crossing the divide: Intergroup leadership in a world of difference* (p. 113-125). Boston, MA: Harvard Business School Press.
- Rogers, T. & Bazerman, M.H. (2008). Future lock-in: Future implementation increases selection of 'should' choices. *Organizational Behavior and Human Decision Processes*, 106(1), 1-20.
- Milkman, K.L., Rogers, T. & Bazerman, M.H. (2008). Harnessing our inner angels and demons: What we have learned about want/should conflicts and how that knowledge can help us reduce short-sighted decision making. *Perspectives on Psychological Science*, 3(4), 324-338.

MANUSCRIPTS: UNDER REVIEW AND REVISION

- Bergman, P., Lasky-Fink, J., & Rogers, T. (Under second review). The impact of defaults on technology adoption, and its underappreciation by policymakers. *Organizational Behavior and Human Decision Processes*.

MANUSCRIPTS: SELECTED OTHER DRAFTS

- Rogers, T., Lasky-Fink, J. Cialdini, R. (Draft). Poison parasite defense: countering dishonesty in political communications with associative memory.

Groot, B., Sanders, M., & Rogers, T. (Draft). Leveraging existing social capital to improve student success.

Rogers, T. & Nickerson, D. (Draft). Can voters' inaccurate beliefs about incumbents' positions be changed? And can candidate reframing change vote choices?

Rogers, T. & Moore, D. (Draft). The motivating power of under-confidence: "The race is close but we're losing."
Best Conference Empirical Paper, International Association of Conflict Management (IACM)

Rogers, T., Zlatev, J. (Draft). Unconditional gifts, reciprocity, guilt, and survey response.

Rogers, T., Lasky-Fink, J. (Draft). Incentives to respond to surveys.

Rogers, T., Lasky-Fink, J. Robinson, C.R. (Draft). Notices of Truancy.

FELLOWSHIPS, HONORS, SERVICE

2018	Guest Co-Associate Editor, <i>Organizational Behavior and Human Decision Processes</i> , Special Issue on "Using Nudges and Choice Architecture in Organizations: Current Research and Future Potential"
2018	Organizer, Annual Conference, Boston JDM Conference
2018	Co-Chair, Bi-Annual Conference, Behavioral Decision Research in Management
2018	Fellow, Association for Psychological Science
2018	Teaching award from HKS Dean, Executive Education
2017	Chair, Annual Conference, Behavioral Science and Policy Association
2017	Teaching award from HKS Dean, Executive Education
2017	Teaching award from HKS Dean, full-term course: <i>Science of Behavior Change</i>
2016	Teaching award from HKS Dean, full-term course: <i>Science of Behavior Change</i>

2016	Cosignatory, <i>Amicus Certiorari</i> , Expressions vs. Schneiderman , Supreme Court of the United States
2016	Organizer, Research Agenda Conference, White House's <i>My Brother's Keeper</i> Success Mentors Chronic Absenteeism
2013	Organizer, Student Success through Behavioral Interventions Focused on Parents
2011	40 under 40, <i>New Leaders Council</i> Recipient of award for progressive leaders under 40 years old
2009	Rising Star, <i>Politics Magazine</i> Award for leaders under 35 having impact in the political arena
2005 –2007	National Science Foundation Graduate Research Fellowship
2006	Summer Institute in Political Psychology (vSIPP)
2004 –2007	Institute for Quantitative Social Sciences Graduate Associate
2003	Institute for Quantitative Social Sciences Summer Mathematics Fellow
2001	College Campus Leader of the Year, <i>Search For Excellence</i> National award for college campus leadership in the United States
2000 - 2001	Williams College Student Government Co-President

RESEARCH FUNDING

2018	J-PAL, " <i>My Student's Team.</i> "
2017	Smith Richardson Foundation, " <i>My Student's Team.</i> "
2017	Spencer Foundation, " <i>My Student's Team Surveys.</i> "
2016	Boston Charter Research Collaborative, " <i>My Student's Team.</i> "
2016	Laura and John Arnold Foundation; " <i>The Social Support in Education Research and Development Fund.</i> "
2016	Heising Simons Foundation; " <i>Empowering and Mobilizing Families to Better Support Student Attendance in the Early Grades.</i> "

2016	Silicon Valley Community Foundation; <i>“The Social Support in Education Research and Development Fund.”</i>
2015	Foundations of Human Behavior; <i>“My Student’s Team.”</i>
2015	Foundations of Human Behavior; <i>“Study Supporters.”</i>
2015	National Institutes of Health, sub-grant through NBER; <i>“Reminders Through Association.”</i> With Katy Milkman.
2014	Foundations of Human Behavior; <i>“Parent Beliefs and Attendance.”</i>
2014	Heising Simons Foundation; <i>“Empowering and Mobilizing Families to Better Support Students.”</i>
2014	Laura and John Arnold Foundation; <i>“The Social Support in Education Research and Development Fund.”</i>
2014	Silicon Valley Community Foundation; <i>“The Social Support in Education Research and Development Fund.”</i>
2014	National Institutes of Health, sub-grant through Northwestern University; <i>“Chicago Attendance Project.”</i> With Jon Guryan and Jens Ludwig.
2014	Institute for Educational Sciences, United States Department of Education, sub-grant through Mid-Atlantic Regional Education Lab; <i>“A Randomized Experiment Using Report Card Content to “Nudge” Attendance.”</i>
2013	Education Endowment Foundation, sub-grant through Bristol University; <i>“Using SMS to increase parent engagement and student achievement.”</i> With Simon Burgess.
2013	The Character Lab; <i>“Inducing Meta-Cognitive Awareness in Students.”</i> With Angela Duckworth.
2012	Templeton Foundation, sub-grant through Brown University; <i>Intellectual Humility.”</i> With Phil Fernbach, Craig Fox, and Steve Sloman.
2010	Alfred P. Sloan Foundation; <i>“Behavioral Factors that Influence Consumers’ Energy-Related Choices.”</i> With Sendhil Mullainathan, Eldar Shafir, and Hunt Allcott.

2007 Graduate Research Grant from Institute for Quantitative Social Science; “*Behavioral Economics, Political Science, & Decision-Making in the Voting Context.*”

TEACHING

2012-present Science of Behavior Change (MLD 304)

2012-present HKS Executive Education: Science of Behavior Change

2016-present HKS Executive Education: Applying Behavioral Science with an MTurk Experiment Exercise

2014-present HGSE Executive Education: Family Engagement in Education

2005 Teaching Fellow, Harvard ECON 1035
Public Policy Applications of Psychology and Economics

TEACHING INTERESTS

Behavioral Science and Policy
Influence
Judgment and Decision-Making
Negotiation
Organizational Behavior
Program Evaluation and Experimentation
Research Methodology

ASSOCIATION MEMBERSHIPS

Academy of Management
Association for Psychological Science
Behavioral Science and Policy Association
Society for Personality and Social Psychology
Society for Judgment and Decision Making
Society for Research on Educational Effectiveness

SELECTED PRESS COVERAGE

The New York Times, The New York Times Magazine, Wall Street Journal, NPR’s All Things Considered, NPR’s Science Friday, CNN’s Piers Morgan, CNN’s The Situation Room, CNN.com, Boston Globe, Vox, Financial Times, Los Angeles Times, Vox.com, Bloomberg, USA Today, Politico, The Guardian, Harvard Business Review, The

Washington Post, USA Today, Scientific American, Slate.com, ABCnews.com, Fast Company, and Stanford Social Innovation Review.

SELECTED PUBLIC COMMUNICATIONS

Rogers, T. and Robinson, C.R. (2018, March 12) How to tackle student absenteeism. *Education Next*.

Bloomenthal, E., Rogers, T. and Kraft, M.A. (2017, June 26). To Make Summer School More Successful, Communicate With Parents. *Education Week*.

Rogers, T. and Milkman, K.L. (2017, February 7). A New Way to Remember: The Power of Quirky Memory Jogs. *Scientific American*.

Rogers, T. and Acevado, A. (2016, October 20). From voting to writing a will: the simple power of making a plan. *The Conversation*.

Vedantam, S. (2016, March 25). Peer pressure may not work the way we think it does. Interviewed on *National Public Radio, Morning Edition*.

Rogers, T. and Acevado, A. (2016, February 5). In Iowa, voting science at work. *The New York Times*.

Rogers, R. and Acevado, A. (2016, January 22). Voters vote, non-voters don't. Why is this so hard for pollsters? *The Washington Post*.

Bohling, K., Kraft, M. and Rogers, T. (2015, June 29). Summer school is coming, get parents involved. *Education Next*.

Rogers, T., Coffman, L. and Bergman, P. (2014, May 5). Parental involvement overrated? Don't buy it. *CNN.com*.

Rogers, T. and Norton, M. (2013, June 23). It's easy to prevent dodges in president debates. *The New York Times*.

Rogers, T. and Norton, M. (2012, October 16). Don't let candidates dodge questions. *CNN.com*.

Spiegel, A. (2012, October 3). How politicians get away with dodging the question. Interviewed on *National Public Radio, Morning Edition*.

Rogers, T. and Michael, N. (2012, September 22). Presidential debates: why don't they just answer the question? *Los Angeles Times*.

Flatow, I. (2012, September 14). Detecting the 'artful dodge.' Interviewed on *National Public Radio, Science Friday*.

Rogers, T. (2012, August 8). Promoting civic engagement and voting. *Stanford Social Innovation Review*.

Spiegel, A. (2012, July 16). Can science plan brain seeds that make you vote?
Interviewed on *National Public Radio*.

Rogers, T. and Norton, M. (2011, September 5). Artful dodging in the courtroom. *The Jury Expert*.

Rogers, T. (2011, August 8). The art of avoiding the question. *CNN with Piers Morgan*.

Rogers, T. and Norton, M. (2010, November 1). Defend your research: people often trust eloquence more than honesty. *Harvard Business Review*.

Rogers, T. and Schwartz, R. (2010, October 15). ‘Low turnout’ talk may make it true. *Politico*.

SELECTED PRESENTATIONS (SINCE 2012)

University Presentations

Boston University, Questrom School of Management (2017)

Brown University, Cognitive Psychology (2013)

Carnegie Mellon University, Social and Decision Sciences (2013, 2017)

Columbia University, Graduate School of Business (2013)

Columbia University, Teacher’s College (2015)

Cornell University, Behavioral Economics Workshop (2012, 2015)

Harvard University, Social Psychology (2014)

Harvard University, Behavioral Economics Seminar (2015)

Harvard University, Graduate School of Education, Distinguished Dean’s Talk (2016)

Harvard University, Graduate School of Education, Policy Seminar (2016, 2017)

HarvardX Seminar (2016, 2018)

Massachusetts Institute of Technology, MIT Media Lab (2015, 2017)

New York University, Wagner School of Public Policy (2014)

Northwestern University, Kellogg School of Management (2018)

Princeton University, Woodrow Wilson School of Public Policy (2013)

Stanford University, Graduate School of Business (2013)

Stanford University, Graduate School of Education (2016)

University of California, Berkeley, Haas School of Business (2013, 2016, 2017)

University of California, Berkeley, Institute for Personality and Social Research (2016)

University of California, Berkeley, Goldman School of Public Policy (2017)

University of California, Los Angeles, Anderson School of Management (2014)

University of California, Santa Barbara, Bren School of Environmental Science (2014)

University of Chicago, Booth School of Business (2012, 2017)

University of Chicago, Harris School of Public Policy (2014)

University of Colorado, Leeds School of Business (2015)

University of Pennsylvania, Wharton School of Business (2012, 2015)
University of Southern California, Social Psychology (2015)
University of Virginia, Batten School of Public Policy (2016)
Yale University, Behavioral Sciences Workshop (2016)

Conference and Other Presentations

Applying Social Science Insights to Improve Public Health Workshop (2014)
Association for Consumer Research (2014)
Association for Psychological Science (2017, 2018)
Attendance Works, Messaging Good Attendance All Year Long Seminar (2016, 2017)
Behavioral Decision Research and Management (2012, 2014)
Behavioral Science and Policy Association (2015, 2016)
Behavioral Science and Policy Association Conference (2015, 2018)
Behavioural Exchange (2015, 2016)
Behavioural Insights Team, Office of Prime Minister David Cameron (2013)
Boston Judgment and Decision Making Conference (2016, 2017)
Brennan Center for Justice, Automatic Voter Registration Conference (2016)
Connecticut Absenteeism Symposium (2019)
Consumer Choice in Education Meeting, Office of Sect. Duncan, U.S. Ed. Dept. (2014)
Digitized Behavior Conference (2018)
District Management Group, Superintendent Conference (2018)
Education Technology Adoption Conference (2018)
Every Student, Every Day National Conference, Office of Elementary and Secondary Education, U.S. Ed Dept (2016)
Field Experimentation in Marketing Research Conference, UC San Diego (2013)
International Behavioral Insights Conference (2015)
Massachusetts Education Innovators' meeting (2015)
Mind Brain Behavior seminar, Harvard University (2017)
MIT American Politics Conference (2014)
National Head Start Association (2016)
New Profit Gathering (2013)
Proving Ground, Center for Educational Policy Research, Keynote (2016)
Robert Wood Johnson Health and Society Fellows Program (2014)
Society for Consumer Psychology (2012)
Society for Experimental Social Psychology, invited symposium chair (2015)
Society for Experimental Social Psychology (2017)
Society for Judgment and Decision Making (2015, 2016)
Society for Personality and Social Psychology (2016)
Society for Personality and Social Psychology, JDM pre-conference (2018)
Society for Research in Educational Effectiveness (2016)
Strategic Data Project Annual Meeting (2018)
Summer Institute in Social and Personality Psychology (2017)
Winter Decision Making Symposium (2015)

Upcoming

Duke University, Fuqua Business School

Tufts University, social psychology
Northeastern University, political science
University of North Carolina, Kenan Business School and Psychology joint
University of Southern California, Marketing and Psychology joint

SELECT AD HOC REVIEWS

Psychology

- Psychological Science
- Journal of Experimental Psychology: General

Economics

- American Economic Review
- Quarterly Journal of Economics

Management/Organizational Behavior

- Management Science
- Organizational Behavioral and Human Decision Processes

Political Science

- American Political Science Review
- American Journal of Political Science

Other

- Proceedings of the National Academy of Science
- New England Journal of Medicine
- Behavioral Science and Policy
- Public Opinion Quarterly
- Journal of Marketing Research
- Nature Human Behaviour
- National Science Foundation
- Society for Judgment and Decision Making