

CURRICULUM VITAE

Todd Rogers

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Updated: 11/2015

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 Psychology Department
Chair: Professor Daniel T. Gilbert

Undergraduate: Williams College, Williamstown, Massachusetts

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

PROFESSIONAL WORK

7/2015 – present Associate Professor of Public Policy
Harvard Kennedy School

7/2011 – present Assistant Professor of Public Policy
Harvard Kennedy School

1/2014 – present Director, [Student Social Support R&D Lab](#)

1/2015 – present Founding Member, Executive Committee
[Behavioral Science and Policy Association](#)

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](#)

2006 – 2009 Associate Director, Consortium of Behavioral Scientists

2009 – present Scientific Director, [Ideas42](#), Harvard University

2011 – present Advisory Council, [Tipping Point Community](#)

2002 – 2003 Political consultant and pollster, Abacus Associates

EMPIRICAL MANUSCRIPTS: PUBLISHED OR IN PRESS

- Rogers, T. & Feller, A. (in press). The Threat of Excellence: Exposure to Peers' Exemplary Work Undermines Performance and Success. *Psychological Science*.
- Gehlbach, H., Brinkworth, M.E., King, A., Hsu, L., & Rogers, T. (2015). Creating birds of similar feathers: Leveraging similarity to improve teacher-student relationships and academic achievement. *Journal of Educational Psychology*.
- 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.
- Pierce, L., Rogers, T., & Snyder, J. (2015). Losing Hurts: The Happiness Impact of Partisan Electoral Loss. *Journal of Experimental Political Science*.
- 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.
- Rogers, T. & Middleton, J. (2014). Are Ballot Initiative Outcomes Influenced by the Campaigns of Independent Groups? A Precinct Randomized Field Experiment. *Political Behavior*, 1-27.
- 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., & Norton, M.I. (2011). The Artful Dodger: Answering the Wrong Question the Right Way. *Journal of Experimental Psychology: Applied*, 17(2), 139.

- 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.
- 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.

OTHER MANUSCRIPTS: PUBLISHED OR IN PRESS

- Rogers, T. & Frey, E. (in press). Changing Behavior Beyond the Here and Now. *Blackwell Handbook of Judgment and Decision Making*.
- Rogers, T., Milkman, K.L., John, L.K., & Norton, M.I. (in press). Making the Best Laid Plans Better: How Plan-Making Increases Follow-Through. *Behavioral Science and Policy*.
- 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.
- Nickerson, D. & Rogers, T. (2014). Big Data and Political Campaigns. *Journal of Economic Perspectives*, 28(2):51-74.
- Frey, E. & Rogers, T. (2014). Persistence: How Treatment Effects Persist After Interventions Stop. *Policy Insights from the Behavioral and Brain Sciences*.

Rogers, T., Gerber, A. S., & Fox, C. R. (2012). Rethinking Why People Vote: Voting as Dynamic Social Expression. *Behavioral Foundations of Policy*.

Rogers, T. & Bazerman, M.H. (2009). The Emergence of Affect in Negotiations Research. *Oxford Companion to Affective Sciences*.

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*. Boston: Harvard Business School Press.

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

Kim, T., John, L., Rogers, T., & Norton, M.I. (Under third round review). The Risks and Rewards of Giving Consumers the Vote. *Journal of Consumer Research*.

Rogers, T., Zeckhauser, R., Gino, F., Norton, M.I., & Schweitzer, M. (Under second round review). Artful Paltering: The Risks and Rewards of Using Truthful Statement to Mislead Others. *Journal of Personality and Social Psychology*.

Rogers, T., Green, D., Ternovski, J., & Ferrerosa-Young, C. (Under review). Social Pressure and Voting: A Field Experiment Conducted in a High-Salience Election.

Rogers, T. & Milkman, K. (Invited revise and resubmit). Reminders through Association.

Rogers, T. & Norton, M.I. (Under review). The Belief in a Favorable Future.

MANUSCRIPTS: SELECTED OTHER WORK

Rogers, T. & Feller, A. (Draft). Cost-Effectively Reducing Student Absences by Investing in Parents.

Rogers, T., ten Brinke, L. & Carney, D. (Draft). Unacquainted Callers Predict Individual Turnout Better than Voters Themselves.

Bergman, P. & Rogers, T. (in prep). Organizational Policy and Technology Adoption.

Rogers, Fox, Goldstein (in prep). Social Mobilization. *Annual Review of Psychology*.

Tannenbaum, D., Fox, C.R., & Rogers, T. (Draft). On the misplaced politics of behavioral policy interventions.

Rogers, T. & Moore, D. (Reject and resubmit). The Motivating Power of Under-Confidence: “The race is close but we’re losing.”

Bailey, M., Hopkins, D. & Rogers, T. (Draft). Unresponsive, Unpersuaded: The Unintended Consequences of Voter Persuasion Efforts.

Rogers, T. & Ternovski, J. (Draft). Harnessing Self-Perception for Public Goods.

Rogers, T. & Nickerson, D. (Draft). Can Voters’ Inaccurate Beliefs About Incumbents’ Positions Be Changed? And Can Candidate Reframing Change Vote Choices?

FELLOWSHIPS AND HONORS

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, Cambridge, MA
2003	Institute for Quantitative Social Sciences Summer Mathematics Fellow, Cambridge, MA
2001	College Campus Leader of the Year, <i>Search For Excellence</i> Recipient of national award for leadership on college campus in the United States
2000 - 2001	Williams College Student Government co-President

RESEARCH FUNDING

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

Spring 2012-present	Science of Behavior Change: Judgment and Decision Making (MLD 304)
Spring 2012-present	HKS Executive Education module: Science of Behavior Change
2005	Teaching Fellow, Harvard ECON 1035 Public Policy Applications of Psychology and Economics Professor Sendhil Mullainathan

TEACHING INTERESTS

Behavioral Science
Decision-Making
Influence
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

PRESS COVERAGE

The New York Times, The New York Times Magazine, NPR's All Things Considered, NPR's Science Friday, CNN's Piers Morgan, CNN's The Situation Room, Boston Globe, Vox, Financial Times, Harvard Business Review, The Washington Post, USA Today, Slate.com, ABCnews.com, and Stanford Social Innovation Review.

SELECTED PRESENTATIONS (SINCE 2012)

University Presentations
Brown University, Cognitive Psychology (2013)
Carnegie Mellon University, Social and Decision Sciences (2013)
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 (10/2015)
Massachusetts Institute of Technology, MIT Media Lab (12/2015)

New York University, Wagner School of Public Policy (2014)
 Princeton University, Woodrow Wilson School of Public Policy (2013)
 Stanford University, Graduate School of Business (2013)
 University of California, Berkeley, Haas School of Business (2013)
 University of California, Los Angeles, Anderson School of Business (2014)
 University of California, Santa Barbara, Bren School of Environmental Science (2014)
 University of Chicago, Booth School of Business (2012)
 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)

Conference and Other Presentations

Association for Public Policy Analysis and Management (2015*)
 Applying Social Science Insights to Improve Public Health Workshop (2014)
 Association for Consumer Research (2014*)
 Association for Education Finance and Policy (2014*)
 Behavioral Science and Policy Association Conference (2015)
 Behavioral Decision Research and Management (2012, 2014)
 Behavioral Insights Group, office of Prime Minister David Cameron (2013)
 Behavioral Science and Policy Association Conference (2015)
 Conference on Field Experimentation in Marketing Research (2013)
 Consumer Choice in Education Meeting, office of Sect. Duncan, U.S. EdDept (2014)

 International Behavioral Insights Conference (2015)
 MIT American Politics Conference (2014)
 Personal Identity Conference, University of Chicago, Booth School of Business (2015*)
 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 Judgment and Decision Making (2014*, 2015)
 Society for Personality and Social Psychology (1/2016)
 Society for Research in Educational Effectiveness (2014*)
 Winter Decision Making Symposium (2015)

* denotes co-author presented joint work

SELECTED AD HOC REVIEWS

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- Psychological Science
 - Journal of Experimental Psychology: General
 - Management Science
 - Organizational Behavioral and Human Decision Processes
 - American Economic Review

- Quarterly Journal of Economics
- Behavioral Science and Policy
- Journal of Marketing Research
- American Political Science Review
- Public Opinion Quarterly
- National Science Foundation
- Society for Judgment and Decision Making Conference