

CURRICULUM VITAE

Todd Rogers

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Updated: 9/2016

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 – 7/2015 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](#)

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

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

2002 – 2003 Political consultant and pollster, Abacus Associates

EMPIRICAL MANUSCRIPTS: PUBLISHED OR IN PRESS

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

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*.

Rogers, T., Ternovski, J., Yoeli, E. (2016). Potential follow-up increases private contributions to public goods. *Proceedings of the National Academy of Science*.

Rogers, T. & Milkman, K. (2016). Reminders through Association. *Psychological Science*.

Rogers, T. & Feller, A. (2016). Discouraged by Others' Excellence: Exposure to Exemplary Peer Performance Causes Quitting. *Psychological Science*.

Bailey, M., Hopkins, D. & Rogers, T. (2016). Unresponsive, Unpersuaded: The Unintended Consequences of Voter Persuasion Efforts. *Political Behavior*.

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., Milkman, K.L., John, L.K., & Norton, M.I. (2016). Making the Best Laid Plans Better: How Plan-Making Increases Follow-Through. *Behavioral Science and Policy*.
- Rogers, T., & Frey, E. (2015). Changing behavior beyond the here and now. *The Wiley Blackwell Handbook of Judgment and Decision Making*, 723-748.

- 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*, 1(1), 172-179.
- Rogers, T., Gerber, A. S., & Fox, C. R. (2012). Rethinking Why People Vote: Voting as Dynamic Social Expression. *Behavioral Foundations of Policy*, 91-107.
- 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 AND REVISION

- Rogers, T., Green, D., Ternovski, J., & Ferrerosa-Young, C. (Under second round review). Social Pressure and Voting: A Field Experiment Conducted in a High-Salience Election.
- Rogers, T., Moore, D. & Norton, M.I. (Third round revision). The Belief in a Favorable Future.
- Rogers, T. & Feller, A. (Draft). Intervening through Influential Third Parties: Reducing Student Absences at Scale through Parents.
- Tannenbaum, D., Fox, C.R., & Rogers, T. (Draft). Partisan Nudge Bias: How Politics Distort Preferences for Behavioral Policy Tools.

MANUSCRIPTS: SELECTED OTHER WORK

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

Kim, T., John, L., Rogers, T., & Norton, M.I. (Draft). The Risks and Rewards of Consumer Voting.

Rogers, T. Fox, C.R., Goldstein, N. (in prep, invited). Social Mobilization. *Annual Review of Psychology*.

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

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

FELLOWSHIPS, HONORS, SERVICE

2017	Chair, Annual Conference, Behavioral Science and Policy Association
2016	Teaching award from HKS Dean MLD304: Science of Behavior Change (Rating: 4.7/5.0)
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, 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

2016	Laura and John Arnold Foundation; “ <i>The Social Support in Education Research and Development Fund.</i> ”
2016	Silicon Valley Community Foundation; “ <i>The Social Support in Education Research and Development Fund.</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; “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; <i>Intellectual Humility</i> .” 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 (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 and Policy
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
Society for Research on Educational Effectiveness

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, Bloomberg, Harvard Business Review, The Washington Post, USA Today, Slate.com, ABCnews.com, Fast Company, 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)
Harvard University, Graduate School of Education Distinguished Dean's Talk (2016)
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 Management (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 Exchange (2015, 2016)
 Behavioral Science and Policy Association (2015, 2016)
 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)
 Massachusetts Education Innovators meeting (2015)
 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 Judgment and Decision Making (2015)
 Society for Personality and Social Psychology (2016)
 Society for Research in Educational Effectiveness (2016)
 Winter Decision Making Symposium (2015)

Fall 2016 talks

Harvard Graduate School of Education, Policy Seminar
 Society for Judgment and Decision Making
 Stanford University, Graduate School of Education
 University of California, Berkeley, Haas School of Business
 University of California, Berkeley, Institute for Personality and Social Research
 University of Virginia, Batten School of Public Policy
 Yale University, Behavioral Sciences Workshop
 Association for Psychological Science, invited talk spring conference

SELECTED AD HOC REVIEWS

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- Psychological Science
 - Journal of Experimental Psychology: General
 - American Economic Review
 - Quarterly Journal of Economics
 - Review of Economic Studies
 - Management Science
 - Organizational Behavioral and Human Decision Processes
 - American Political Science Review
 - American Journal of Political Science
 - Behavioral Science and Policy
 - Journal of Marketing Research
 - Public Opinion Quarterly

- New England Journal of Medicine
- National Science Foundation
- Society for Judgment and Decision Making