

Dan Feiler, Ph.D.

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CURRENT ACADEMIC POSITION

Dartmouth College, Tuck School of Business

- 2018 - present, Associate Professor (without tenure)
- 2014 - 2018, Assistant Professor

PREVIOUS APPOINTMENT

Dartmouth College, Tuck School of Business

- 2012 - 2014, Visiting Assistant Professor (Post-doctoral fellow)

EDUCATION

Duke University, Fuqua School of Business

Ph.D. in Management & Organizations (2012)

Carnegie Mellon University

B.S. with highest honors in Economics and Decision Science

EXPERTISE

Behavioral science, Managerial decision making, Judgment and forecasting, Behavioral decision theory, Negotiations, Cognition, Organizational behavior, Motivation, Behavioral operations management

PUBLICATIONS

Adner* & Feiler.* (2019) Innovation Interdependence and Investment Choices: An Experimental Approach to Decision Making in Ecosystems. *Organization Science*, forthcoming.

Tong, Feiler, & Ivantsova. (2018) Good Choice, Bad Judgment: How Choice Under Uncertainty Generates Overoptimism. *Psychological Science*, 29(2), 254-265.

- Media coverage in *Forbes* (x2).

Tong, Feiler, & Larrick. (2018) A Behavioral Remedy for the Censorship Bias. *Production and Operations Management*, 27(4), 624-643.

Tong & Feiler. (2017) A Behavioral Model of Forecasting: Naive Statistics on Mental Samples. *Management Science*, 63(11), 3609-3627.

Larrick & Feiler. (2016) Expertise in decision making. In G. Wu (Ed.), *Blackwell Handbook of Judgment and Decision Making*.

Feiler & Kleinbaum. (2015) Popularity, Similarity, and the Network Extraversion Bias. *Psychological Science*, 26(5), 593-603.

- Media coverage in the *Wall Street Journal*, *Fast Company*, *Huffington Post*, and *New York Magazine*, among others.

Feiler, Tong, & Larrick. (2013) Biased Judgment in Censored Environments. *Management Science*, 59(3), 573-591.

Feiler, Tost, & Grant. (2012) Mixed Reasons, Missed Givings: The Costs of Blending Egoistic and Altruistic Reasons in Donation Requests. *Journal of Experimental Social Psychology*, 48, 1322-1328.

* denotes joint first authorship

WORKING PAPERS

Feiler & Tong. From Noise to Bias in Linked Supply Chain Decisions.

Sah & Feiler. Trust and the Disclosure of Conflicts of Interest: The Disclosure Penalty and the Altruistic Signal.

Feiler & Tong. Capability Censorship: How Work Assignments Shape Managerial Perceptions of Employee Potential.

WORK IN PROGRESS

Dannals*, Feiler*, & Kleinbaum. How Social Connections Shape Perceptions of Norms.

Feiler & Mueller-Trede. The Path Not Taken and Excessive Regret.

Feiler & Tong. The Chooser's Curse: Overconfidence in Chosen Alternatives.

Palley & Feiler. Agreement as a signal of uncertainty in forecasting.

Feiler & Dannals. Gerrymandering attributes.

ADDITIONAL PUBLICATIONS

Larrick & Feiler. (2013). Theory X and Theory Y: HR Strategy. In D. J. Teece & M. Augier (Eds.), *The Palgrave Encyclopedia of Strategic Management*. Palgrave MacMillan: New York.

Feiler & Soll. (2010) A Blind Spot in Driving Decisions: How Neglecting Costs Puts Us in Overdrive. *Climatic Change*, 98: 285-290.

INVITED SEMINARS, VISITS, AND CONFERENCE PRESENTATIONS

Invited Seminars and Visits

- Cornell University, Johnson School of Management (Management & Organizations) and ILR School (Organizational Behavior), May 2019
- Harvard University, Visiting Scholar, Negotiations, Organizations and Markets department, April 2019
- University of California – San Diego, Rady School of Business, Behavioral Decision Research seminar, March 2019
- University of Virginia, Darden School of Business, Quantitative Analysis seminar, January 2019
- UCLA, Anderson School of Management (Behavioral Decision Making seminar series), November 2018
- University of Pennsylvania, Wharton School (Behavioral Economics workshop and Visiting Scholar), April 2018
- Pennsylvania State University, Smeal College of Business (Joint invitation: Management and Organizations series; Economics, Management, and Auctions series), April 2018
- Brown University, Cognitive, Linguistic & Psychological Sciences Department (Social Psychology seminar), December 2017
- Harvard University, Harvard Kennedy School (CORRAL seminar), October 2017
- University of Pennsylvania, Wharton School (Decision Processes seminar), March 2015
- Temple University, Fox School of Business (Human Resources seminar), March 2015
- Dartmouth College, Tuck School of Business (Strategy and Management seminar), January 2012

Peer-reviewed conference presentations at the following meetings

- Society for Judgment and Decision Making
- Behavioral Decision Research in Management
- Academy of Management Conference
- INFORMS Conference
- Experimental Organization Science
- The Carnegie School of Organizational Learning Conference
- Society for Personality and Social Psychology
- Boston Judgment and Decision Making Conference

TEACHING

Dartmouth College, Tuck School of Business	Course Evaluation
• Negotiations, MBA course, 2013	5.5/6
• Negotiations, MBA course, 2014	5.8/6
<i>Promoted to tenure-track</i>	
• Negotiations, MBA course, 2015*	5.8/6
• Negotiations, MBA course, 2016	5.8/6
• Negotiations, MBA course, 2017	5.8/6
• Negotiations, MBA course, 2018	5.9/6

*Winner of the Teaching Excellence Award as an elective professor, selected by the Tuck MBA class of 2015. The first junior faculty member to ever win the Teaching Award at Tuck.

Overall, course evaluations in ~99th percentile at Tuck (research seminars and international trips for credit excluded).

PROFESSIONAL AFFILIATIONS

Society for Judgment and Decision Making
Academy of Management
INFORMS
American Psychological Association

SERVICE

Reviewer

- *Proceedings of the National Academy of Sciences*
- *Management Science* (three different departments)
- *Organization Science*
- *Strategic Management Journal*
- *Organizational Behavior and Human Decision Processes*
- *Manufacturing and Service Operations Management*
- *Journal of Experimental Social Psychology*
- *Strategy Science*
- *Personality and Social Psychology Bulletin*
- *Academy of Management Conference*
- *Society for Judgment and Decision Making Conference*

Assorted intra-institutional activities

- Lecture, “Negotiations & Gender,” Requested lunchtime seminar for Women in Business group and Men in Support of Women in Business, May 2018.
- Lecture, “Gender Dynamics in Negotiations,” Women in Business, Initiative for Women Symposium, April 2017
- Moderated panel session, Women in Business, Initiative for Women Symposium, April 2016
- Presented a “Last Lecture” to 250+ individuals from the graduating class and their friends and family members, Tuck Investiture program, 2015.
- Co-organizer of the Strategy and Management Seminar Series at Tuck, 2015-present.
- Seminar for Masters in Engineering Management students and Thayer Career Development Office, “Negotiating job offers,” 2013, 2014, 2015
- Advisor to Tuck’s Women In Business group for symposium, May 2014
- Lunch discussion panel, “Does CEO image affect corporate strategy?” January 2014
- Co-organizer of Tuck Behavioral Research lunches 2013-2014

PERSONAL

Birth of child

- October 2014
- February 2017